

INTERNATIONAL TRADE SHOW REPORT

Company Name	Company Country	Notes from Show	Show
AmerikaNu.nl	NETHERLANDS	Met with Bart at IPW 2024 LA. They sell holiday tour packages to the US. FIT, car rentals, RV rentals, sightseeing tours, motorcycle tours, and hotels. Last year saw a full return to travel. Covid made people go back to using tour operators for the protections it provides. He loves the GAW is very knowledgeable about the region and has participated in several IRU's. However, he says it's really expensive to come to the states right now, especially our region. Most of his clients take a 24 day holiday when coming to the states. He would love images for his website. Works with RMHTours, Bonotel, New World Travel and Team America as receptive.	2024 IPW LA
LeBeau Reizen	NETHERLANDS	Met Marlon at IPW 2024 LA. They are a Dutch tour operator specializing in tailor-made FIT tours. Their focus is on quality engagement and encouraging their clients to stay longer at specific destinations to see and experience more. They really want unique experiences and lodging options. Most of their clients start in Seattle, so that is a plus for us and our proximity to Seattle. Marlon has spent significant time in our region. Said he couldn't find the cabins at Glacier Outdoor Center, which are now PaddleRidge. I will send him the link. I mentioned Clydesdale Outpost as a new possibility. They are currently working with US Receptives: RMHTours and Tourmapper for our area.	2024 IPW LA
Style in Travel	NETHERLANDS	Met with Birgitte at IPW 2024 LA. Style in Travel purchased GoAmerika making them one of the leading USA specialists in The Netherlands. They offer tailor-made holidays to the USA and several other destinations through a collection of niche tour operators. They focus on self-drive itineraries to lesser-known destinations or like to show clients the other side of popular destinations to see and experience more. They aim to offer clients a local experience by adding unique excursions and staying in characteristic accommodations. Have Dutch clients, couples, age 55+ or families, business class. Offer fly drives of 3-4 week itineraries. Like unique lodging and local experiences. These are repeat travelers, not always requiring top-level stops, like to promote higher end, and are interested in guest ranches. They are looking for PNW and GAW regions for future travel. She wants our rural corridor itineraries and scenic drives for FIT. Working with RMHTours as receptive. No follow up need at this time from GC partners.	2024 IPW LA
American Holidays	IRELAND	Met with Bladhana at IPW 2024 LA (pronounce Blowna). Ireland's most established tour operator offering tailor-made itineraries throughout North America for over 35 years. Plan FIT for 25-50 age group, families and adventure 55+. All trips are custom and soft adventures, with a repeat clientele of 33%. The people in their 40s have hit the USA Bucket list, looking for Mild to Wild. This market is seeing a lot of YNP on the BBC. She attended a Flathead Valley FAM after IRU in Fargo and has created focused itineraries for Western Montana. She has a 12-night itinerary just for NW Montana in and out of Seattle due to the direct flight from Dublin. She wants to keep up to date on any new offerings.	2024 IPW LA
De Jong Intra Vakanties	NETHERLANDS	Met with Wilfried at IPW 2024 LA. Specializes in tailor-made, FIT and bus groups. Works with Bonotel and ATI for FIT. Works with ATI for groups. Clients are familiar with YNP, GNP and Canadian Rockies. Flies into SLC, DEN or SEA. Things are picking up but clients are still choosing tier 1 destinations. He wants images and videos to help promote our area. I will follow up. No need from GCT partners at this time.	2024 IPW LA
Caracteres D'Ameriques	FRANCE	Met with Caroline at IPW 2024 LA. Caracteres D'Ameriques is a French tour operator. She said that visitors to our area are repeat visitors who have already been to the major cities and who want a slower experience and stay several nights in one location so that they can get to know the place. She did attend IRU in Butte back in 2006, and Boise in 2012, so she knows the GAW region. She was very interested in having a refresher about what Western Montana has along with the rest of Montana. She would like me to follow up with links to working and luxury ranches. She asked if we had brochures in French. I gave her the Montana French guide. I will follow up.	2024 IPW LA
Travel North America by Siam Viaggi	ITALY	Met with Paolo at IPW 2024 LA. Travel North America is a brand of Siam Viaggi opened business in 2013. They are a tailor-made tour operator focused on FITs and small groups with tour leaders from Italy. They have many different kinds of clients but are looking for a real and tailored experience. He sat down at the table and asked, "Why are you all leaving the GAW?" We had Kim come over and explain the circumstances. I shared general overview of Glacier National Park and Blackfeet new activities like Iron Shield and Indigikitchen. They would like more information on those. They are working with Rocky Mountain Holiday Tours as a good receptive to connect with for GC partners.	2024 IPW LA
REIMATours	ITALY	Met with Luca at IPW 2024 LA. Founded in 1989, this Italian tour operator specializes in the US and Canada and offers top quality and dynamic assistance to their clients. They have developed several escorted tours in the GAW region, starting in SLC, Idaho, Jackson, Butte, Great Falls, GNP. GNP is his absolute favorite national park. When Italians come to the US, they stay 12-21 days. We did an overview of new lodging options, biking GTSR. They work with RMHTours as a main receptive in our region. He asked for more Blackfeet information, and was intrigued by our tribal itinerary.	2024 IPW LA
Gislev Rejser	DENMARK	Met with Kirsten at IPW 2024 LA. They are a Danish tour operator founded in 1946 and one of the biggest in Denmark. They offer groups only. Mainly seniors, 55 and older. They have had the US program but plan to expand into the GAW even more. There are a maximum of 36 people on each tour, but they usually have around 25, which is manageable. This year, they have 20 groups in the US, but not many in the GAW region. I hope to increase that. They are looking at 12 days and would come in either at SLC or Calgary. We discussed GNP, Whitefish, Kalispell, Missoula, Blackfeet, Flathead lake and FarWest. They work with New World Travel for a receptive. RMHTours didn't respond, but probably due to group and not FIT	2024 IPW LA
Go2travel	SWITZERLAND	Met with Robin Engel at IPW 2024 LA. Robin left Knecht and has started his own tour operator company go2travel. They work with RMHTs as the receptive in our region. He was very upset about Montana leaving the GAW. We have worked with Robin on different marketing projects that have been very successful. He is not sure how to work the region without Montana at the center. He said the South is selling really well, but the Rockies are, too. He sells Glacier a lot with Waterton and Banff. He knows the area well and is devoted to selling the region to clients.	2024 IPW LA
Exciting West	BELGIUM	Met with Ruben at IPW 2024 LA. I had just met with him at GWS in Tahoe. Since he is in Belgium, I asked if he works with Target Travel and he knows Marjolene well. Instead of working BtoC he is working BtoB and with travel agents. He is looking for higher end lodges and works with RMHTours as our areas receptive. He is coming to Yellowstone in September and wondered about coming up to see Glacier, but too far with little time. He chatted extensively with the crew near YNP for details. Bozeman/Sage Lodge etc. I will follow up and see how the Sept 10/12 trip went.	2024 IPW LA

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Discover North America	UNITED KINGDOM	Met with Paul at IPW 2024 LA. They specialize in tailor-made itineraries to the US and Canada. They are hyper-focused on the GAW region and have spent time getting to know the area. They are working on a contract with Camper Van to offer RV tours in the states. We talked about our rural corridors and natural settings. They have put together a whole brochure about the GAW with 5 itineraries with help from the states and want to be the UK experts. Paul wants to be added to our blog list. They are also using Inspire My Holiday referrals to keep the clients coming. They currently work with RMHTours, ATI and TourMappers as receptives in our area. The best way to work with them is through receptive tour operators. Paul lost his partner Alain in 2023. He looks better/healthier.	2024 IPW LA
American Tours International, LLC	UNITED STATES	Met with Julio at IPW24 LA. ATI is the largest Visit USA receptive tour operator. They currently do FIT/ family drive tours in our area. Julio wanted us to know they also have motorcoach tours too. ATI packages hotel, car, and activities, typically 7-14 day trips. They usually customized to suit clients from the suggested itineraries in their tariff, including the "Best of the West" and "Grand MT". International is resurging in Montana with bookings up 32% over last year. They have booked 1092 rooms already for this year (979 rooms last year total) They do a combo of basic hotels and ranches. Any lodging partner of GC that wants to work with a large receptive can reach out to ATI.	2024 IPW LA
American Affair	UNITED KINGDOM	Met with Mandy at IPW 2024 LA. Mandy used to work with Lisa Cooper (our GAW rep in the UK) but has moved back to doing what she really loves and that is as a tour operator. American Affair is owned by Air Transat. They are the market leader in Canada and offer a wide variety of products in the US. Since she worked for KBC she was well versed in our area. She was excited to hear about the One&Only in Big Sky. She had interest in Whitefish and ranches. I will follow up.	2024 IPW LA
America Unlimited	GERMANY	Met with Julia at IPW24 LA. The German Tour Operator, America Unlimited is a specialist for America focused on individually tailored trips which is 70% of their business. More than 90% is FIT business. Five catalogs are launched each year. They all include various self-drive itineraries with popular, but also more unknown routes. America Unlimited also offers a wide selection of hotels and rental cars including motorhomes and also group tours. For the GC region they asked specifically about ranch stays, or unique lodging options for families that are very active (horseback trail rides, rafting and fishing). They are currently working with Rocky Mountain Holiday Tours, ATI, Hotelbeds, Bonotel, America4U. Follow up with itineraries.	2024 IPW LA
American Ring Travel Inc.	UNITED STATES	Met with Tatrana at IPW 2024 LA. American Ring Travel is a receptive tour operator specializing in individual fly-drive tours, hotel and National Park accommodations, escorted coach tours and special groups. In their catalog they have 2 different suggested itineraries for individuals that fly-drive. Northwest 1 is a 22 day trip. Seattle, Port Angeles, Victoria, Vancouver, Banff, DAY 13 GNP, DAY 14 Missoula (include a stop at St. Ignatius Mission and National Bison Range) Yellowstone, Twin Falls, Pendleton, Portland. For most clients they customize and create a book for each. 7 night minimums. Coach tours they specialize in Danish/German tourists. They have created a Go As YOU PLEASE map in 7 languages and it includes our major cities in MT. At this time they contract with Pursuit (St. Mary Lodge, GPL, Grouse) Delaware North (Pine Lodge) They have a new product where they slow down and spend more time. They want unique lodging. GC partners can follow up.	2024 IPW LA
Reiselyst	NORWAY	Met with Trond at IPW 2024 LA. They are a Norwegian tour operator celebrating 25 years in business. They specialize in cruises and then pre and post stays, along with tailor-made holidays in the USA and Caribbean. 50% of their business is groups. He said that North Dakota is of interest to those 60 and older due to history. He was not familiar with Montana so we did a overview for him. Not sure if they are working with US receptives and/or which ones.	2024 IPW LA
Travel Solutions of Belfast Limited	UNITED KINGDOM	Met with Michelle at IPW 2024 LA. They are a leading tour operator out of Norther Ireland with 40 professionals on staff selling Europe, North America and South Africa. They have seen significant growth in clients wanting to see the USA. Selling into all the big cities but want to know more about the other parts of the USA with interest growing for YNP. She was not familiar with Lisa Cooper or KBC. Made that connection for her. She was after sample itineraries, photos, and ranches that are in demand. I will follow up.	2024 IPW LA
Globus Family of Brands - Globus, Cosmos, Monograms, Avalon	UNITED STATES	Met with Jillian at IPW 2024 LA. They specialize in escorted group tours. Their volume is not up to 2019 yet, but getting much better. He says that all group needs in our area are going just fine. They stay at DoubleTree in Missoula and Grouse in Whitefish. This is such a big company with so many different levels of service and different company programs. He is the hotel contractor for west US and Canada and our area is connected with the Alberta itinerary. Alaskan cruise are back selling VERY well. She asked about group friendly restaurants. I told her about our blog, she asked that I send it to her. We would be lumped better with their Canadian tours. All GC partners if you want to expose your business to the group tour market can follow up with Globus.	2024 IPW LA
Norrkopings Resebyra	SWEDEN	I met with Raimo at IPW 2024 LA. They are a travel agency offering tailor-made trips to individuals, groups, and business travelers. Their focus is on active travelers who enjoy life in Europe, North America and Asia. They are a fairly new company that started a couple of years ago. Right now, the top US markets are Florida, NY, and Nashville. He wanted an overview of our region since they sell to active explorers. We covered the state and I will follow up with further information.	2024 IPW LA
Motorhome Trips	BRAZIL	Met with Carlos at IPW 2024 LA. They are a Brazilian tour operator specialized in RV/Motorhome travels around the world, especially in the USA. We discussed all the RV sites, and great itineraries throughout Montana. He really wants itineraries for his clients and connections to RV rentals. I will follow up with our itineraries and a list of places to rent RVs if flying into Western Montana. He said most will fly into SLC or DEN for our area.	2024 IPW LA
Chris Watson Travel	AUSTRALIA	Met with Chris at IPW 2024 LA. CWT has been in business for 17 years specializing in small group and escorted tours along with tailormade holidays for social clubs, business events and sporting groups. The US is their biggest market. They have sent groups to Jackson and Cody and are looking to expand their knowledge into the region further. Right now Tennessee/Texas is popular. Send itineraries and photos. They work with Team America but looking for more options in the US too.	2024 IPW LA
Zoku Travel	AUSTRALIA	Met with Vanessa at IPW 2024 LA. Zoku is a travel platform that provides creators to launch their own online virtual travel agency in minutes. It houses a network with over 600K accommodations options, 300K activities, flights, and car rentals. They manage the payment processing. She wanted to meet and learn about the destination and history for storytelling. I'm not sure it's a great fit for follow-up.	2024 IPW LA
Major Travel	UNITED KINGDOM	Met with Brina at IPW 2024 LA. They have 10,000 active travel consultants across the UK. She is familiar with Lisa Cooper and KBC. I told her she is very versed in the region should she need help when they return to the UK. We did an overview of MT for her. Things that she was interested in getting as follow up. YNP tour options, 5-star guest ranches, images and itineraries. She also asked about local receptives to help with groups. I will follow up.	2024 IPW LA

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Terres du Monde	BELGIUM	Met with Jean-Christophe at IPW 2024 LA. After 30 years in tourism, he decided to open his own business in January 2022. Terres du Monde specializes in tailor-made tours worldwide but mainly to North and South America and Asia. He wanted to know what's new in Montana. We did an overview. From Glacier Country he was interested in LOGE properties and native tourism. I will follow up. I do believe he is working with RMHTours as the preferred receptive.	2024 IPW LA
Travel USA Limited	NEW ZEALAND	Met with Andrew at IPW 2024 LA. Travel USA is a New Zealand based travel company focused 100% on promoting leisure tourism to the USA. He wants Kiwis to be inspired, informed and excited about traveling to the US. He is at IPW looking for partnerships with companies that share their passion for showcasing the USA as a prime destination. We did an overview of the region. He is looking for itineraries, images and will follow up after.	2024 IPW LA
Powell Consultants	AUSTRALIA	Met with Grace at IPW 2024 LA. Powell Consultants is a travel and event management company specializing in corporate and association conferences and high-end incentives with groups from Australia and Asia. She was unfamiliar with Montana and needed us to show her where it was on the US map. We did an overview and she was very interested in the luxury guest ranches and incentive meeting destinations. I will follow up.	2024 IPW LA
One Traveller	UNITED KINGDOM	Met with Tim at IPW 2024 LA. A family-run company, started in 2007, has gained a reputation as the UK's number one solo escorted touring specialist for the over 50s. And has a repeat customer base of 80%. Most of the guests are solo travelers due to circumstances or choose to travel with like-minded people. Group size is usually 32 people with tour manager, use local guides and include all meals. Montana is not featured as of now, plus our price point is high right now. Need 3 star accommodations with elevators. I will follow up with Tim.	2024 IPW LA
ITG Companies	NETHERLANDS	Met with Martijn at IPW 2024 LA - they are direct sellers for three brands: internet, mid-range, and experience (high-end). He started with them 2 years ago and his markets are US, Africa and North Pole expeditions. Their American Wilderness tour, a 21-day fly/drive (including motorcoach) that begins in SLC, is available in all three programs -- with the basic difference being the quality of the lodging. Their clients tend to be couples or families. The International Travel Group (ITG) is a Dutch-based company comprising a number of specialized direct travel brands. Each brand targets a different market, from exclusive journeys to the well-organized mature traveler and an internet-based company. He wants to find new destinations; the West Coast is congested. - The clients are high-end, and they spend 30,000 Euros. Travel World brand clients are more mainstream, spending 5,000 Euros. All tailor-made, FIT, some winter. Many clients come into the US from Canada. Discussed MT products and itineraries. He would like me to follow up with a list of guest ranches.	2024 IPW LA
Saxentours	SWEDEN	Met with Maria at IPW 2024 LA. Since 1999 they have created customized theme tours to the Midwest, Kentucky and Tennessee areas of the US. Then in 2011 offered Canada. In 2015 with SwedGen invited guests from US to Sweden for genealogy study. They arrange group trips in small groups with personal meetings. Groups, 25 years and up, wants agritourism options. Asked what FIT stands for. We did a Montana overview and told her I would send our agritourism itinerary.	2024 IPW LA
FTI Touristik GmbH	GERMANY	I met with Larissa at IPW 2024 in LA. Soon after IPW we heard that FTI Touristik declared insolvency on June 3rd and have ceased operations. FTI is the third largest tour operator in Europe and this news was unexpected across the industry. Also Meeting Point, a receptive operator owned by FTI, has now decided to cease operations. At IPW we had appointments with both FTI and Meeting Point. Despite this news, the German market remains strong for US travel. Other tour operators are picking up FTI's business.	2024 IPW LA
Unike Reiser AS	NORWAY	Met with Raymond at IPW 2024 LA. A Norwegian travel agency that specializes in tailor-made trips from the Arctic to the Antarctic that suit clients' interests and budgets. They want to add big sporting events to their trip details. Since we do not have professional sports, we talked about golf courses and resorts in MT. I told him I would send a link to NW MT golf courses. No follow up other than that.	2024 IPW LA
Abgrazanzwelt	AUSTRIA	I met with Klaus at IPW 2024 LA. They specialize in motorcycle and rental car trips throughout the US, focusing on lesser-known sights. They also do guided motorcycle trips to national parks. They also started theming—bourbon tour from Chicago to Kentucky to Tennessee. We did an overview of Montana and how scenic our roads are for bikers. He was interested in the Glaciers to Geysers concept. He wants links to guest ranches and our motorcycle itineraries. I do not see which receptive they work with at this time.	2024 IPW LA
Ti.Es.Bi	ITALY	I met Carmen at IPW 2024 LA. They book upper-level luxury packages in the US, Bahamas and British Caribbean with tailor-made itineraries. We did an overview of Montana. He has been to YNP and stayed at the 320 Guest Ranch. He is interested in working with a DMC for 10 to 12 people and guest ranch stays. I told him I would connect him with local DMCs. I will follow up.	2024 IPW LA
Vanessa America by Alba Srl	ITALY	Met with Stefano at IPW 2024 LA. Stefano has moved companies. Vanessa is a new tour operator founded by tourism experts who have worked with the US for 30 years. Unique fly-drive and customized FIT (lots of honeymooners) and small groups (10 - 12 people) and a wide selection of escorted tours from a portfolio of America's best receptives. Stefano told us that their whole focus in on the USA. He thinks a program focused on fly fishing would be a big seller. Stefano has been to MT a couple times and was on the MT/ID FAM a few years ago. They work well with RMHT, ATI, Bonotel and Travelco. I will follow up with fly fishing offerings in Western Montana.	2024 IPW LA
AMA Travel	CANADA	I met with Terry at IPW 2024 LA. They are the Canada version of AAA. The Alberta Motor Association operates 17 retail centers with over 130 travel counselors across the province. They also have an online booking platform. They cater to the FIT leisure market selling to both members and non-members. Membership surpassed 1 million in 2023 and the Alberta travel market has rebounded quickly from COVID. They are interested in working with DMOs to increase exposure. I will connect him with Tia to see about marketing opportunities.	2024 IPW LA
Bike-the-Best Motorcycle Tours	GERMANY	Met with Alexandra at IPW 2024 LA. One of the leading tour operators for Harley Davidson Motorcycle Tours. They are scouting for new motorcycle tours. SW US tours have been so successful they need more Montana ideas and inter-region itineraries. Wants a link to our suggested motorcycle itinerary. Specialize in motorcycle tours to North America. Several Roadshows around Europe with a strong focus on the Western United States, especially the Sturgis Rally in August. Offer Fly & Ride Tours to the GAW states from April through October, with and without guides. Work with: Rocky Mountain Holiday Tours and several other receptives. One of Europe's largest tour operators for motorcycle tours to the US. All popular are Rockies, Sturgis, Black Hills, Idaho, Colorado, South Dakota, Wyoming.	2024 IPW LA
Sheridan Activities	BELGIUM	Met with Charlotte at IPW 2024 LA. In 2013, it was located in Belgium to provide expertise and Europe-wide tools to mainly French-speaking countries and launched Business Trips) corporate and MICE activities. They are looking for a conference location in May/June of 2025 for 40 to 50 attendees from a pharmaceutical group. Their American Dreams division is retreat-driven. Want ranches, horses, fly fishing. She would like ranch information and other meeting locations. I will follow up.	2024 IPW LA

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Intrepid Travel	AUSTRALIA	Met with Taylare at IPW 2024 LA. Responsible travel has always been at the core of what they do. Travelling means not just better trips for the visitor, it's better for local communities, better for wildlife and better for the planet. They focus on small groups (12 guests) that want to deal in stewardship of the place they visit. They want to support BIPOC businesses. She said tour in MT are going well and was actually their best selling products in the past. That's saying a lot since they have 800 itineraries around the world. She knew about a lot of our partners already but mentioned wanting an introduction to more. She said red buses were good, but may switch to Sun Tours but hasn't been able to reach them this winter. Iron Shield Creative might be a great fit with an added Blackfeet experience, Glacier Guides Lodge etc. Interested in LOGE Glacier and ISC, will send links.	2024 IPW LA
The Internet Traveller	UNITED KINGDOM	Met with Georgia at IPW 2024 LA. Dubbed as a fresh thinking privately owned travel company focused on finding the right holiday for their clients. They have seen 128% growth since COVID. 70% of that is to the US. They are currently selling to the South, but want to learn more about the Great American West and dive into the culture. The Yellowstone show has brought people to request the wild west and native themed itineraries. They currently use TourMappers as their receptive. We did a overview and will follow up to see if they need anything more.	2024 IPW LA
Connections Eurotrain	BELGIUM	Met Gino at IPW 2024 LA. Established in 1986, and a market leader in trips to NYC and the US. Has 33 Travel Agencies and clientele is mostly FIT. Like to go to regions not typically visited. They have a trip that includes SLC to GNP and the Canadian Rockies. He showed a video of Vivian - Target Travel working shows in Belgium for the GAW called America/Canada Day, October 20th gets 2K travelers to attend. We need to stay in GAW for this. He wants sustainability blog and links to new lodging offerings. Uses ATI as receptive. I will follow up.	2024 IPW LA
ATI Inc.	JAPAN	Met with Kunitomo at IPW 2024 LA. They work with schools from elementary to Universities and provide travel with added values in field such as education, training, health and welfare, science and technology, arts and culture. He is interested in a geology/nature tour with students and teachers (15/16 yr olds), roughly 50 passenger coach. He wanted an overview of the geography in Montana. Has done this to the Grand Canyon. Fly into SLC and drive. I will follow up.	2024 IPW LA
Maison Des Estats Unis & Les Maisons du Voyage	FRANCE	Met with Nadege at IPW 2024 LA. Les Maisons du Voyage is a French tour operator based in Paris selling the US and owned by the leading media group in France. 70% of their clients are FIT, and 30% group and sell direct to consumer to mid and upscale clientele. She was here to find out what is new in the region and focus on the National Parks. They currently work with RMHTours and American Ring as international inbound (receptives). Mainly wanted to know about GNP and the best time to visit our region. She thinks they should send her staff over for a FAM to get to know the region better. Wanted more native history and culture. I will follow up.	2024 IPW LA
KKday	TAIWAN, PROVINCE OF CHINA	Met with Yaying at IPW 2024 LA. KKday is a leading Asian e-commerce travel platform allowing travelers to connect with local tour providers from all over the world. They have collected more than 30,000 worldwide special local experiences from their providers and unique local experts. They are the largest OTA in the Asian Market. Users are young FIT 65% female. 89% use the app to plan their tours. Brought Kim and Mei Mei in on the meeting since they wanted marketing dollars. There is a direct Seattle to Taipei City starting June 7, 2024. No follow-up is needed at this time.	2024 IPW LA
Vyas Travel Services	INDIA	I met with Saurrabh at IPW 2024 LA. They are a 50-year-old company specializing in FIT and luxury small groups of up to 20 people to the US. They are looking for experiences and self-drive itineraries. We did an overview of Montana and talked about YNP and GNP and all the experiences in between the parks. No follow-up is needed at this time.	2024 IPW LA
Qantas Hotels	AUSTRALIA	Met with Erin at IPW 2024 LA. Qantas Hotels is a fully owned subsidiary of the Qantas Group. Qantas Hotels technology and its platform powers the online accommodations sites of Qantaqs.com/hotels. Customers booking via Qantas.com earn Qantas Points on all bookings. And yes, it is part of Qantas Airlines with 16 million members. They are working with destinations and Band USA to drive travel and packages with their members. Looking for marketing dollars, better fit for Kim than individual DMOs. no follow up needed.	2024 IPW LA
Union de Representaciones	COLOMBIA	Met with Santiago at IPW 2024 LA. Founded in 1987 as part of AVIATUR Group. We did an overview of Montana as he was not familiar at all. He asked for itineraries to get a better idea of what we had to offer. Just a fact-finding mission. No follow-up needed.	2024 IPW LA

Due to General Data Protection Regulations (GDPR) that have been put in place in the EU Member Countries, we are not allowed to share contact information from the leads generated at the international trade shows we attend. After reading through the notes provided, if there are certain companies you would like to follow up with, please contact our Tourism Sales Manager, Debbie Picard at debbie@glaciermt.com or 406.532.3231