

INTERNATIONAL TRADE SHOW REPORT

Company Name	Company Country	Notes from Show	Show
Rocky Mountain Holiday Tours	UNITED STATES	Met with Chris at IITA 2025 SLC after just meeting with him at GWS2025 Palm Springs. Rocky Mountain Holiday Tours is a service-oriented receptive tour operator based in Colorado. They specialize in the Western United States, especially the national parks, offering a number of services in that region. While FIT (individual/couples/families) lodging is their biggest focus, they also work with ranches, activities of all types, winter resorts, as well as groups. ALL GLACIER COUNTRY PARTNERS THAT WANT TO ATTRACT MORE INTERNATIONAL VISITORS OR WORK IN THE INTERNATIONAL ARENA NEED TO FOLLOW UP WITH Chris@RMHTours.com They are the experts in the Rocky Mountain region. He told me that Eric has left Xanterra and he is working with Adriana (based out of Boise).	2025 IITA Summit
Five Star Tours	UNITED STATES	I met with Alfonso at IITA 2025 SLC. Five Star Tours is a leading provider of group transportation and travel services, trusted by suppliers and industry partners for over 40 years. They specialize in delivering seamless, high-quality transportation, custom tours, and destination management solutions that align with certain goals. Focusing on reliability, professionalism, and personalized service, they ensure clients receive exceptional experiences, enhancing brand reputation. They are working on the West Coast, but mainly in California. They do Spanish speaking custom tours. I will send Glaciers to Geysers itinerary and leave it at that. Not sure it's a great prospect for us yet as they are still focusing on the larger cities.	2025 IITA Summit
American Ring Travel Inc.	UNITED STATES	Met with Richard at IITA 2025 SLC. 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. They used to have two different itineraries for our area, however since COVID they do not. He is wanting to launch a Denver into Montana and Mt Rushmore. Not sure it will come into Western Montana, but will follow up to see if we can guide his itinerary a bit. I will follow up and see what we can come up with before I ask WMGC partners to follow up.	2025 IITA Summit
Southwest Adventure Tours LLC	UNITED STATES	Met with Jason IITA 2025 SLC. I've gotten to know Jason well. We partnered on a FAM trip in October 2024 that was a great success with Travel Agents. They specialize in small group business, 15 people or less. Tours are all done in Mercedes Sprinter Vans. They have multiple tours throughout the summer July 9 - October and all of the weekly tours are sold out up until September and October is selling well. He is wondering if he can stretch into springtime more. I will put some ideas together for him. He says they can access the entrances without vehicle reservations per the park allowances for road based tours. Just can't take them on GTSR, use the park concessionaires for that. He wants information on lodging in East Glacier (Mountain Pine Motel) and Iron Shield Creative. Good news is that they used to fly into and out of Spokane, but have switched to Missoula and start and end out of Missoula great pricing and bigger jets and more availability. Is thinking of applying for a special use permit and doing photography tours to get to take people on the GTSR. Great receptive tour operator for GC partners.	2025 IITA Summit
America 4 You LLC	UNITED STATES	Met with Marita at IITA 2025 SLC. I had just met with Lena at GWS in Palm Springs. They are one of 2 official Great American West International Inbound receptive tour operators and sell soft adventure travel, including ranch vacations, National Park adventures, city programs, Native Indian culture, winter vacations and flexible self-drive itineraries. They work with over 40 European Operators. However, they specialize in the German Market. They focus on unique properties and destinations. They try to strive to know the region well. She says it's important that we stay connected to receptives and participate in IITA. She did want to know about any new ranches in the region and/or any cattle drives. That has been a request from clients. WMGC partners that are looking to contract with a receptive tour operator to reach the German market can contact Lena at lena@america4you.net	2025 IITA Summit
American Tours International, LLC	UNITED STATES	Met with Karin at IITA 2025 SLC. ATI is the largest Visit USA receptive tour operator. They currently do FIT/ family drive tours in our area. Karin asked about Bar W, and getting no response. She wanted an introduction to Mountain Lake Lodge, thinks it would be a great addition for their tours. Also The Wren in Missoula. ATI packages hotel, car, and activities, typically 7-14 day trips. They are 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. They do a combo of basic hotels and ranches. Any lodging partner or attraction in GC that wants to work with a large receptive can reach out to ATI.	2025 IITA Summit
TourMappers North America	UNITED STATES	Met with Julie at 2025 IITA SLC, after just meeting with her at GWS2025 Palm Springs. She sent me a great video that I will use to help our hoteliers understand/train in how to work with the travel trade internationally. They are a receptive or inbound tour operator. She said Pursuit dropped their contract so she is always looking for boutique, independent and/or resorts are their first choice of products. When those are not available, we will consider flagged properties (3+Star) for FIT Program. UK and Germany are their top markets. Have both groups and FIT depts. Discussed cottages and boutique inns, independent properties. She is good around Whitefish, GNP and Missoula, but didn't have any properties in Kalispell. She said she has a video explaining receptives and would send it to me to help sell our properties on the benefits of working with the travel trade. GC partners can follow up with Julie to work with a trusted receptive tour operator.	2025 IITA Summit
AlliedTPro	UNITED STATES	Met with Gisa at IITA 2025 SLC. They've combined AlliedTPro and New World as a leading north american receptive operator. Leading in inbound visitors to the US. They have 5 distinct product lines. Escorted Tours, Group Travel, FIT, VIP and corporate travel. Kathleen is the contact for the Western US. In our area they are focused on hotels, ranches, natural wonders, national parks, cultural destinations, historical sites and adventures. She said they are very flexible and will hand hold small hotels that don't really understand the receptive market. They would be a great one for any hotels wanting to learn and venture into the international markets. Call me if you have questions.	2025 IITA Summit
Onward	UNITED STATES	Met with Brandon at IITA 2025 SLC. They are a professional full-service travel logistics company, specializing in group travel and events throughout the USA and Canada. They are a diverse and passionate team, creating exceptional travel experiences. No matter the size or scope, they consider all the details, crafting the right travel solution. They offer guided experiences, pro sports, entertainment and events, college travel, school trips, cruise port operations, and group tour series. He works with groups and specifically sports groups, college athletics. UK inbound. He knows Corey Weathers and has had a group to Roam Beyond. He is very interested in a Banff/Waterton/Glacier itinerary. I will send along our Canada itinerary. He says that Alberta is really pushing winter visitation and thinks Western Montana could really sell our winter product to the Spanish/Latin America markets. I will follow up.	2025 IITA Summit
See USA Tours	UNITED STATES	Met with Peio at IITA 2025 SLC. They are an inbound receptive and are new to Montana, but he is a total fan of the TV series Yellowstone and was in awe that it was filmed in Western Montana. He would like the itinerary. He was in Yellowstone National Park in 2024. We continued talks about Western Montana as he has never been. His clients are soft adventure seekers and we discussed all the things to do both guided and a few unguided. Clients are from Argentina, Chile, China, Colombia, Europe, Italy, Mexico, Peru, South America, Spain, United Kingdom, Uruguay. No specific information from GC Partners at this time. I will keep in touch, but this is not a prime area for him.	2025 IITA Summit

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Dream Vacation Builders	UNITED STATES	Met with Viviane at IITA 2025 SLC. They are an inbound tour operator for mainly Mexico and Latin America and focus on California, NY and larger cities. She visited Montana in 2024. She was so disappointed that she only saw 1 bison in YNP. She feels that her clients need more information and education on our area of the US. They do have some requests for National Parks, but I think it's a long shot to work with them. No follow up needed.	2025 IITA Summit
Bonotel Exclusive Travel	UNITED STATES	Met with Hylton at IITA 2025 SLC after just meeting with Hylton at GWS in Palm Springs. Bonotel is both a leading distributor and sales and marketing partner of both branded and boutique luxury hotel rooms to a diverse network of international tour operators. The company works with a network of more than 2,200 hotel partners and provides distribution to more than 1,500 international tour operators. They have offices in NY/Vegas. UK, Germany and Australia are top markets for them. Hylton said he would look at what product he has and get back to me. I will follow up to see what has been booked and what kind of allocations he is looking for from WMGC partners. If a luxury property, I highly recommend contracting with Bonotel, they have a great reputation for a US receptive tour operator.	2025 IITA Summit
dnata Travel Group	UNITED KINGDOM	Met with Antje at IITA 2025 SLC after just meeting with her at GWS 2025 Palm Springs. I followed up after GWS and she has a meeting with Averill Hospitality revenue manager next week to discuss working together. YAY. They are working with more static rates, but will also work dynamic if needed. She would also like an introduction to The Wren Rev Man too. I will follow up with Antje with requests.	2025 IITA Summit
Tours Limited	UNITED STATES	Met with Smita at 2025 IITA SLC. Tours Limited specializes in operating leisure groups, school groups, "out of the box" MICE groups, private van tours, FIT and honeymoon packages. "Travel Anywhere to Everywhere." with Indian clientele. Their office is out of GA and utilize everything from budget to 5 star depending on the group. Send links to itineraries for the area to them for reference. No other follow up needed at this time.	2025 IITA Summit
Travalco USA Inc	UNITED STATES	Met with Marianna at 2025 IITA SLC, after just meeting with Siggie at GWS 2025 Palm Springs. Siggie is the director of groups and Marianna is the FIT market, however Martina is in charge of the Western US. Travalco chooses to be an exclusive B2B receptive company. They enjoy partnerships with leading Tour Operators from 56 countries which ensures a healthy business mix and valuable year-around production. FIT to Montana is good, but rates are too high for motorcoaches. March is their booking season so GC lodging partners can keep that in mind should they utilize Travalco contracting. SHotels need to offer their best net rate.	2025 IITA Summit
Travel USA Express	UNITED STATES	Met David at 2025 IITA SLC. They are a receptive tour operator working with hotels, tours, attractions and activities. Currently in the SW but looking to expand to other destinations. Their clients have been from ASIA, Travel USA Express which is heavily devoted to the western USA. All FIT and direct to consumer. We chatted about rural corridors, GNP (reds, Sun Tours, GPBC, SMO) Whitefish, Kalispell, Flathead Lake, Missoula, Seeley and Bitterroot. He wants help with intro to partners that have unique properties and need shoulder season business. GC partners can reach out to David. 2024 business was up 22%.	2025 IITA Summit
Amadeo Travel Solutions	UNITED STATES	Met with Roi at IITA 2025 SLC. They are a Mini Tour Company, founded in 1999 Amadeo Travel Solutions created touring with a new and unique perspective. They offer mini tours for travelers who want to see the famous and interesting sights in the USA without the commitment of a lengthy bus tour. Enjoy visiting one or two different destinations without having to pack your bag or check out of your hotel. They also offer day trips or multi-day trips never longer than eight days with guaranteed departures year round. Tours in English, Italian, Spanish, Portuguese, French, German, Japanese, Hebrew and Chinese. Tours depart from New York, Los Angeles, San Francisco and Las Vegas on a daily or weekly basis. It feels like they are still focused on big city sites and not venturing into our neck of the woods, yet. I will update him on our offerings.	2025 IITA Summit
Discover Destinations	UNITED STATES	Met with Umang at IITA 2025 SLC. Discover Destinations will work with groups or individuals associated with corporate, student, church, honeymoon, incentive or leisure trips. Services offered include hotel bookings, flight bookings, charter flights, tours and tickets, event management, VIP's, social dinners, shows and entertainment, meetings and incentive trips, luxury and standard transportation, itinerary planning and tailor-made tours. They are an inbound operator for mainly India, UK, Middle East and South America. Utah is very popular and Florida right now. Would like an itinerary for clients, and I will send.	2025 IITA Summit
Easy Time Travel LLC	UNITED STATES	Met with Oswaldo at IITA 2025 SLC. Easy Time Travel is a receptive tour operator offering full services in the USA, Canada, Mexico, and the Caribbean Islands, with clients from Brazil, Spain, Chile, and Mexico. The company specializes in group business (leisure and incentive) and golf trip packages. They are focused on major cities, so not a key contact at this time. I will follow up to make sure he has our information for when clients want to venture to Montana or national parks. No follow up needed.	2025 IITA Summit
GTSE - Global Tourism Sports & Entertainment	UNITED STATES	Met with Luisa at IITA 2025 SLC. She is bridging the gap in sports tourism. She is the one stop shop for US Travel. GTSE is thrilled to be a gateway into the United States by serving as a receptive tour operator, offering clients sports tickets, concerts, hotels, attractions, customized tours, dining options, car transfers, and so much more. Their team is ready to accommodate every aspect of clients trip or event! Totally involved nationally for all the sporting events coming to the US in the next few years. For our area, she is focused on skiing, and she will send me information on how that can work. I will follow up and see how we can work together.	2025 IITA Summit
Kaleidoscope Adventures Inc.	UNITED STATES	I met with Keith at IITA 2025 SLC. He was a guest speaker for Tish when Spotlight was in Missoula. Kaleidoscope Adventures is a full-service student tour operator with more than 26 years of inspiring student travel. Keith is the COO and a former educator who specializes in surprisingly unique educational, performance, sports, class trips, and cruise travel to more than 40+ student-friendly destinations. He has a group coming to the Calgary Stampede and he will reach out to perhaps drop down to Glacier National Park. He said he LOVES our area. I will follow up with our student travel blog, Canadian itinerary.	2025 IITA Summit
Utah Luxury Tours	UNITED STATES	Brain had to cancel and was not at IITA 2025 SLC, but here is a recap of their offerings. Utah Luxury Tours grew from providing one-day luxury tours within Salt Lake City to later developing into two-day tours centered on the two national parks (Arches and Canyonlands) that border Moab. Over the past eight years, Utah Luxury Tours transformed to offer our clients one- to ten-day exclusive journeys throughout the Rocky Mountains, the Grand Circle, and of course, the Mighty Five Utah national parks, catering to guests visiting from all regions of the world. Today, we've added small group tours to the mix that cater to solo travelers and traveling couples who want to get the most out of their money while experiencing the west and keeping luxury a top priority along the way.	2025 IITA Summit
New World Travel, Inc	UNITED STATES	Met with Melanie at IITA 2025 SLC. New World Travel is a full service receptive tour operator and has offices in New York, Miami and Los Angeles and provides comprehensive receptive services for destinations throughout the USA and Canada with complete FIT services featuring more than 3,000 hotels, fly/drive programs, customized group itineraries, incentive and special event planning. Melanie is interested mainly in hotel contracts for group business. She is with the group department, which does things differently. Any hotels wanting to contract for groups with New World can contact Melanie. Contacts melanie.boelke@newworldtravel.com	2025 IITA Summit

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Oparks Travel	UNITED STATES	Cancelled and were not at IITA 2025 SLC. However, they were founded in 2017, Oparks Travel has become a reference in the distribution of high quality tourism products and excellence in serving Latin American customers specifically Brazil. With a combination of experience in the tourism industry, technology and digital marketing, Oparks Travel has become one of the most innovative suppliers on the market.	2025 IITA Summit

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