

INTERNATIONAL TRADE SHOW REPORT

Company Name	Company Country	Notes from Show	Show
Travel Gallery Co., Ltd	JAPAN	Met with Yasuhiro at GWS2026 Las Vegas. Travel Gallery Co is a tour operator providing travel to the USA from Japan. They opened an office in Los Angeles to help promote visits to the US. She said it is very expensive to come to the GAW region right now. She also said that the Japanese are willing to try different foods, but still prefer Japanese restaurants. They like the idea of a YNP/GNP/Yosemite itinerary. She wants me to send her sample itineraries and a hotel list in Whitefish and Kalispell. They also help with MICE needs in the US from Japan.	2026 GWS - Las Vegas
Terre D'Escales	FRANCE	Met with Thibault at GWS2026 Las Vegas. Thibault attended IRU in Kalispell in 2018. Terre d'Escales is a French tour operator. They are a B2C online company that offers tailor-made travel for the mid-range and upscale markets. Wants to keep clients in the area longer, so needs activity suggestions, things to do. Focus on experiences and service to mid to high-end accommodations. Plus themed itineraries like culinary emersion. Lots of families, couples, stay for 17-18 nights, summer travel. He loves the region's authenticity. Business in the US could be better. 2026 looks better than 2025 did, but Japan and Indonesia/Asia are selling better this year than the US. He asked about us getting back into the Great American West program. So much easier for him to train and sell if Montana was involved again. He works with RMHTours, GTA and ATI as US receptives.	2026 GWS - Las Vegas
Sports Leisure Vacations	UNITED STATES	I met with Scott during the 5 minute speed date since we didn't get an appointment. I told him that I met with Markat NTA in Ottawa and he personally wants to lead a tour to Glacier National Park in the summer/shoulder season, and he replied Mark wants a lot of things. He asked me to help him get back in contact with Xanterra or Pursuit for the lodging. I also mentioned Whitefish River Hotel (old Pine Lodge) and will send information about that too. No follow-up is needed from partners right now.	2026 GWS - Las Vegas
Ruck Zuck Urlaub	GERMANY	Met with Ribanna at GWS2026 Las Vegas. They are still booking Montana through RMHTours, however US is not selling well. Germans are going to Canada, where the national parks are free for 2026. Also Africa safaris and Columbia too are hot this year. They started as a travel agency but later became a tour operator focused on the US product. Specializing in FIT, tailor-made fly-drive and ranch vacations. They asked when Montana is coming back into the Great American West? They are saying politics is playing a huge roll and they are negative on the current administration. They are currently working with ATI, and RMHTours and Tourmappers as international inbound for our area so partners should contract with these US receptives to get their US visitors.	2026 GWS - Las Vegas
Scenic-roads	UNITED STATES	Met with Emmanuelle at GWS2026 Las Vegas. She has become a friend and we love to see each other at these conferences. She said this is the year she is coming to see Glacier National Park. Arriving in August. I will find out when and meet her. Perhaps a trip to Wild Horse Island. They offer tours for French clients. She is in Las Vegas. Business is OK, less groups and more families. Media is killing us in Europe. Negative press. She is wanting our RV itinerary as more families are asking for this. I will send. She appreciates our newsletters and she remembered my blogs about slow travel and student travel and reads them all religiously. GC partners can follow up with Emmanuelle, but she is working with RMHTours as her receptive.	2026 GWS - Las Vegas
American Tours International, LLC	UNITED STATES	Met with Aminta at GWS2026 Las Vegas. ATI is the largest Visit USA receptive tour operator. They currently do FIT/ family drive tours in our area, but she focuses on the group market and Karen has the FIT. ATI packages hotel, car, and activities, typically 7-14-day trips. They usually customize itineraries for clients based on the suggested itineraries in their tariff, including the "Best of the West" and "Grand MT". They do a combo of basic hotels and ranches. She said business to the US is down, working on 2027 now. UK is the strongest country still visiting and Australia. No immediate follow up is needed. Aminta will reach out if she needs anything.	2026 GWS - Las Vegas
NationsClassroom LLC	UNITED STATES	Met with Jennifer at Go West Summit 2026 in Las Vegas. They are out of Richmond, VA, and run tours with high school students focused on National Parks. This was their busiest year ever. They have had a model change and aren't working just with school groups and offered a National Parks Series that was very successful. They love Glacier and have it online. They've also put together a Glacier and Yellowstone, but haven't sold it or put it up on their website yet either. They are working closely with the Blackfeet Nation, and Glacier Institute. She is always looking for education to add to their tours. She requested information on the Heritage Museum in Helena and our new US Forest Service History Legacy Center in Missoula. GC partners in the area can contact Jennifer.	2026 GWS - Las Vegas
Amtours	GUATEMALA	Met with Ana at GWS2026 Las Vegas. Amtours is a wholesale tour operator out of Guatemala. She was on a fact-finding mission for Montana. Currently, they sell to CA, FL, NY, DC, Chicago and Las Vegas. She asked about camping options, so we discussed state parks, national parks, private campgrounds, BLM and Forest Service options, as well as outfitters that can offer full-service backcountry programs. We talked about travel from June to October, GNP, reds, GPBC, SMO, rafting and hiking. Whitefish, Flathead Lake, Kalispell, Bison Range, Missoula, and Bitterroot Valley. Seasons to travel, weather. No specific follow-up needed at this time.	2026 GWS - Las Vegas
TourMappers North America	UNITED STATES	Met with Audrey at GWS2026 Las Vegas. I have met with Julie Katz for years, but she was not there. They are a receptive or inbound tour operator. Business was down last year. She said Pursuit dropped their contract She would like an introduction to Barb at Pursuit to offer their properties. 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. They have added Siteminder, so they work with all 5 connectivity sites for room allotments. GC partners can follow up with Julie or Audrey to work with a trusted receptive tour operator.	2026 GWS - Las Vegas
World2Meet	SPAIN	Met with Kelli at GWS2026 Las Vegas. World2Meet is a Spanish tour operator based in Palma. W2M is 100% owned by the Iberostar Hotel Group. They are currently expanding in the U.S. World2Meet has been contracting directly in the USA since 2017, with excellent results. Business is B2B, and by expanding the commercial department, they have become a global distributor. W2M services over 6,000 B2B clients worldwide. They are looking to expand their portfolio to the west and she asked to be introduced to The Wren in Missoula. I will work with Kelli, no need for GC partners to reach out at this time.	2026 GWS - Las Vegas

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AEROGLOBE INTERNATIONAL / AMERIKAPLUS Benelux	NETHERLANDS	Met with Christian at GWS2026 Las Vegas. He was also at IPW 2025, but I did not meet with him. They are a 20 year old company online travel organization operating in the Dutch and Belgian markets and specialize in travel to the USA, Canada and Africa. We discussed He would like me to send him our 2 or 3 best itineraries. Currently working with Travalco, ATI and RMHTours as receptives. GC Partners should work with these receptives to promote their offerings.	2026 GWS - Las Vegas
Toundra Voyages - Windigo Adventures	CANADA	Met with Laurence at GWS2026 Las Vegas. Laurence is a FEMALE. They are a receptive tour operator for the French market. They are expanding to the German and UK Markets too. They specialize in adventure tours (Windigo Adventures) and incentive trips. She attended our international webinar and loved it and said it was very well done. She wants intro or email for red bus tours, thought that looked amazing for her clients. Interested in selling unique properties and activity providers in Montana. Laurence is based in LA. Wants itineraries for 2 weeks with 2/3 nights per location so that they can really experience the area. clients like soft adventure. I will follow up with activity ideas.	2026 GWS - Las Vegas
North America Travel Service	UNITED KINGDOM	Met with Damian at GWS2026 Las Vegas. - Brookings Travel bought them out. They feature Glacier NP in their Canadian Rockies. We chatted about new things. Mentioned Larch House. He wants the Yellowstone TV and ranches experience since ranches are a big part of what clients want. He wanted a behind-the-scenes look at Yellowstone, and I don't have anything like that. GC partners can follow up with Damian, but working with Rocky Mountain Holiday Tours is the best. He was on the Foodie tour with us and did not like being stuck in the crowd at the Marshmallow concert.	2026 GWS - Las Vegas
Travel Funders Network	UNITED STATES	Meet with Chelsea at GWS2026 Las Vegas. She is a super person. I had worked with Brad Nameste when he worked for Bonotel and is now working for Travel Funders Network. They are a hotel and B2B distribution program. They focus on airline point redemption and employee benefit programs. Perks at work. To get involved, hotels need to provide the best net rate. They have one booking platform but still not a lot of action in Montana. Mainly Big Sky, Hilton corporate and Best Western properties. She would like introductions to 3-star and 4-star hotels in the region. I asked if she wanted to come and see the area and set up some appointments with revenue managers. She said, let's do it. Will have to work with Marriott at the local levels. I did mention our newest Larch House and she would like an introduction. If GC partners are interested, let me know, they are growing by leaps and bounds. She did express FAM interest.	2026 GWS - Las Vegas
Hopper	UNITED STATES	Met with Sarah at GWS2026 Las Vegas. Hopper, like all the travel platforms, have flights, hotels, and cars that can be booked online. She said they have changed in the last couple of years when they opened their Capital One portal and now working with international brands. They have a great CTR. said they are working on a campaign with Visit MT through Media Giant. They can offer vouchers to clients who can redeem at booking. She will follow up and I will send to Haley at Windfall.	2026 GWS - Las Vegas
Gate 1 Travel	UNITED STATES	Met with Francisco at GWS2026 Las Vegas. I have developed a great relationship with him over the last year. We were both on the Foodie Tour and had a great time. He reached out when he was having trouble getting a deal done with a hotelier. They have everything aligned for 2026, with 14 departures and all are sold out. Most staying at Grouse, a couple at Firebrand, for when he couldn't get rooms at Grouse. I sent him information on the GPI resurfacing project, and he said they fly on the weekend, so it shouldn't be a problem. No additional follow up needed at this time from WMGC partners.	2026 GWS - Las Vegas
Western Leisure Inc.	UNITED STATES	Met with Philip at GWS2026 Las Vegas. He was confused when I asked about being TAP members and sell guaranteed departures, so I guess they are not. When I met Philip last year in Palm Springs he seemed disinterested in learning about Glacier Country. He confessed that he had food poisoning last year and apologized. He did have the itinerary down that come to the region. He said business has been slow but bookings for 2027 are looking better. GC partners that want to offer services for their tour through the region can reach out to Mayuko mayuko@westernleisure.com or philip@westernleisure.com	2026 GWS - Las Vegas
Discover North America	UNITED KINGDOM	Met with Steven at 2026 GWS Las Vegas. I met with him in Chicago at IPW too. He is the managing director of Discover North America and has been with them since 2015. We discussed Alain and Paul too. A firm believer in the help from the Great American West team and wants us to join again so they can stay up to date on Montana. Interested in ranches. Wants new itineraries and imagery. Clients are over 50, mature, and looking for outdoor, etc. I will send him the webinars for TO training. Do tailor-made itineraries. Business to the US is stable but took a downturn in 2025, but bookings are up for 2026. Work with Rocky Mountain Holiday Tours for rates in our area for lodging and attractions.	2026 GWS - Las Vegas
Kensington Tours	CANADA	Met with Stacey at GWS2026 Las Vegas. They are a French B2C operator in Paris selling tailor made products online. Offer high-end customized FIT, age 55+. JUST launched in Montana. They are working with Southwest Adventure Tours for 3 departures. All tailor made for them (working with Zach) She asked me to send her our loop tour. I can't remember which one, so will send her all of our suggested loop tours. No follow up needed with them from partners.	2026 GWS - Las Vegas
Pleasant Holidays	UNITED STATES	Met with Emily at GWS2026 Las Vegas. Kelly was at the booth next to her (love Kelly). They are a California based company and started in HI with sandy beach vacations. They sell luxury but also 3 star as well. They have a deal with Best Western so working with BW Rocky Mountain Lodge and BW Flathead Lake in Kalispell and Holiday in Missoula. They have launched a new luxury brand so told them about The Larch House and LWL/Grouse in Whitefish. Their customers tend to come from California, so was interested to hear about the direct CA flights. They are owned by AAA. No follow-up needed at this time.	2026 GWS - Las Vegas
Isla Bonita Tours	COSTA RICA	Met with Lilliana at GWS2026 Las Vegas They are a Boutique Travel Agency, out of San José, Costa Rica, specializing in personalized tourism services for each client. They work with large groups, especially: Sporting Events, Marathons, Ironman, Student Exchange Programs, Conferences and Seminars. They specialize in travel to the United States, Europe, Mexico, Central America, South America, Cruises and Disney Vacations. They currently have a tour from SLC to Yellowstone and it is selling really well. I old her that I was just in Costa Rica. She asked about my flights. I told her Missoula, Seattle, Los Angeles and San Jose. She would like to have a Glacier National Park itinerary starting in Seattle. Gave her an overview of GNP, reds, Sun Tours, Bigfork, WMR, NBR, MSO and the Smokejumper Center, RMEF Visitor Center. History in the Bitterroot, St. Mary, Daly Mansion. Hiking, biking, rafting, fishing. I will follow up with information. I think this is a very good lead.	2026 GWS - Las Vegas

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Southwest Adventure Tours LLC	UNITED STATES	Met with Ryan (operations manager) at GWS2026 Las Vegas. Jason was also there on the supplier side. We discussed the new America the Beautiful Pass - he was confused whether a guide could purchase the pass for the client. I said I heard at the education session that they can't. I told him I would look for that detail and send it to him. We partnered on a FAM trip in October 2024 that was a great success with Travel Agents. I told him we should look at it again for 2026/FY27. 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. October was marked by the government shutdown, which presented some challenges, but hopefully it was a one-time occurrence. He is seeking information on lodging options with either Pursuit or Xanterra. I gave him introductions to both. They use MSO as a gateway airport for in and out. Is thinking of applying for a special use permit and doing dark sky tours to get to take people on the GTSR at night. Great receptive tour operator for GC partners to work with for small active groups. Please follow up with Jason if you have attractions that want small groups.	2026 GWS - Las Vegas
Utah Luxury Tours	UNITED STATES	Met with Hannah at GWS2026 Las Vegas. They specialize in small group, 2 to 12 passengers in small vans. They were just SW National Parks, but they have been getting requests for Glacier National Park. Their clients are older but fit, high-end, like small hikes, higher-end experiences, fishing, rafting, sightseeing, good restaurants. She wanted information on Firebrand and LWL, Grouse and Larch House and also Missoula - Edgewater. I will follow up with Hannah to see if there is anything we can do for her. GC partners feel free to contact Hannah too.	2026 GWS - Las Vegas
Incredible Adventures	UNITED STATES	Met with Brian at GWS2026 Las Vegas (was supposed to meet with Jordan, but he is leaving, Brian was there, but passed on other names for me to contact. Laura has destination knowledge, Caroline does their bookings...). Incredible Adventures has offered high-quality professional tour and transportation services to travelers visiting the United States since 1993. They have been a small group adventure out of SF but now customize all groups with a max size of 33 (13 ppl is optimum) Currently researching properties and activities as they expand operations into new territories in the U.S. Services range from small-group, single-day tours to 40-day cross-country, multi-sport adventure trips, private group and series tour operations, transportation, accommodations, and driver or step-on guiding. Right now, they focus on Yosemite, Napa, Sonoma, Muir Woods, Mammoth Lakes and Lake Tahoe. He asked about no reservations but high domestic visitation to Glacier. I said the only option is to swing the gates if too crowded. He did not like that answer and said that if he cannot guarantee his clients can get in, they will not come. I told him they will get in but it could be a couple hour wait if really busy in July/August. He seemed upset. Weird. No follow-up needed at this time.	2026 GWS - Las Vegas
Soren Marketing	UNITED STATES	Met with Randy at GWS2026 Las Vegas. They are an AI company based in Utah that work with DMO's. He sent me information and I forwarded it to Jessie at Windfall. Not my wheelhouse.	2026 GWS - Las Vegas
Travel-Hub	SWITZERLAND	Met with Daniela at GWS2026 Las Vegas. Headquartered in Miami, with a Swiss office to help European visitors to the US. Offering student and leisure groups, pre-post cruise programs and multi-day road tour itineraries. Their groups are 10 ppl and up. Didn't know anything about Montana, so did an overview of our tourism offerings. She would like me to follow up with suggested itineraries. No immediate follow-up from WMGC partners at this time.	2026 GWS - Las Vegas
Intentful	UNITED STATES	Met with Stefan at GWS2026 Las Vegas. They are a newish AI company working with DMO's. The best I got out of the conversation is a chat box for visitors on our website. I forwarded information to Jessie at Windfall, as this is not in my wheelhouse.	2026 GWS - Las Vegas
Dream & Travel Miami Corp.	UNITED STATES	They are an inbound or receptive tour operator based in Orlando serving both FIT and group for Latin America and Spanish-speaking markets with offices in Ecuador, Peru and Panama and work in the sports market. I totally missed this appointment, apologized and left my one-sheet for him.	2026 GWS - Las Vegas
Destination America	UNITED STATES	Met with Nimfa at GWS2026 Las Vegas. DA designs operates and delivers group motor coach tours that showcase the best destinations in North, Central and South America. They have at least 10 departures to Montana in the summer. I usually meet with Christine who deals with hotel contracts. But Nimfa and I go way back to IRU days when she was with ATI. They are currently working with, AC, Grouse, BW Grant Creek, Holiday Inn Downtown, and Edgewater. They have a program called "Be My Guest" where the coach stops, and the group learns cultural things. I have sent Christine many suggestions, especially on the Blackfeet Nation. They are proposing a new trip incorporating elevated experiences. Farm to Table, food and wine pairing, MTM (Make Travel Matter). She mentioned trouble with reds, but we ran out of time. I think Lailani would be interested in working with DA.	2026 GWS - Las Vegas
Flight Centre Travel Group	UNITED STATES	Met with Christina at GWS2026 Las Vegas. FCTG is one of the world's largest travel agency groups, renowned for delivering remarkable travel experiences across leisure, corporate and wholesale travel sectors. 20 countries. They are Australia-based. She manages the leisure side (FIT & groups). March was up 12%, which feels really good. She does have Glacier Under Canvas and LWL on their itinerary. Didn't really need any other information or follow-up from WMGC partners at this time.	2026 GWS - Las Vegas
Revamerica Tours	UNITED STATES	Met with Cathy at GWS2026 Las Vegas. They are a DMC and have been in business since 2007 for the French market 55 to 70 groups/year all sent to the USA. We did an overview of WMGC. No follow up needed at this time.	2026 GWS - Las Vegas
Intrepid Travel	AUSTRALIA	Met with Claire at GWS2026 Las Vegas. 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. She said tour in MT are going well and was actually their best selling products in the past. They work with Alger and Blackfeet Outfitters. They have 800 itineraries around the world. She knew about a lot of our partners already but mentioned wanting an introduction to more. She asked that I send more information about US National Forest Service and Montana History Museum information.	2026 GWS - Las Vegas

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Visual Turismo	BRAZIL	Met with Amanada at GWS2026 Las Vegas. They are a leading B2B operator in Brazil. They work with a wide portfolio of national and international destinations. Their clients want premium or luxury products. We did an overview of Western Montana and she would like me to send her suggested itineraries. I will follow up. Nothing needed from partners at this time.	2026 GWS - Las Vegas
Newmarket Holidays	UNITED KINGDOM	Met with Sarah at GWS2026 Las Vegas. She told me that Richard is leaving the company. They are the market leader in escorted motorcoach tours sold directly to the consumer. They also utilize the national and regional media in the UK. Pre-Covid they had Montana itineraries running for 4 months during summer and now they have nothing in our area. They have a Yellowstone/Rapid City but after showing her the reds and GNP, she said "Now you have me thinking. Start in Glacier, down to Yellowstone over to Rushmore. Send links to Reds in my follow up. No immediate follow up is needed at this time from GC partners.	2026 GWS - Las Vegas
Viajes de Gala	MEXICO	Met with Adrian at GWS2026 Las Vegas. They are first-time attendees at GWS. Currently offering tours from Mexico to New Orleans and Las Vegas, but need to know what else. We did an overview of Western Montana. He was interested in the Glacier area and wanted to know about interpreters. I will follow up with itinerary ideas and photo-video library. Just fact-finding for now. No follow-up from WMGC partners at this time.	2026 GWS - Las Vegas

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