Travel Trade Lead - International

Trade Show: RMI Roundup 2011
Date: Feb 13-15, 2011
MOT Reps: Paul V. Sherburne, International Marketing Manager
MN Industry Reps: Beth Satrang, Meet Minneapolis CVA

Contact

Company	Alidays	*Address*	Via Pietro Colletta, 39
Contact	Davide Catania	*Address 2*	
Title	Owner and Managing Director	*Address 3*	
Phone	[39] 2-8723-8400 *Ext.*	*City*	Milano
Fax	[39] 2-8723-8400	*State/Prov.*	*ZIP Code* I-20135
E-mail Address	davide.catania@alidays.it	*Country*	Italy
Web Site	www.alidays.it		

Tour Operator

MN Product
Notes/History *Date Range:* 3/23/2008 - 3/23/2011

Field Changed	3/22/11	Last Results - RMI Roundup Leads 2011: Met with Silvia Ginelli. Now using America Ring Travel in addition to RMHT. Has access to MSP-RMI fly-drive thru RMHT.

Travel Trade Lead - International

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MN Industry Reps: Beth Satrang, Meet Minneapolis CVA

Contact

Company	Always on Wheels		*Address*	Le Jas du Macon	
Contact	Philippe Humbert		*Address 2*		
Title	President		*Address 3*		
Phone	[33] 4-9012-8680	*Ext.*	*City*	Crillon Le Brave	
Fax	[33] 409012-8679		*State/Prov.*		*ZIP Code* F-84410
E-mail Address	phumbert@phlconseil.com		*Country*	France	
Web Site	www.france-on-wheels.com				

Tour Operator

MN Product
Notes/History *Date Range:* 3/23/2008 - 3/23/2011

Field Changed	3/22/11	Last Results - RMI Roundup Leads 2011: Company is third largest motorcycle and auto fly-drive operator in France. They specialize in bike tours and has partnerships with the Honda Gold Wing European Federation, BMW Motor Club France and Harley-Davidson of France. Also serves French speaking Belgium and Switzerland. Interested in building an escorted bike tour starting in Chicago and including Milwaukee and the rest of WI and MN. Needs two week itinerary suggestion with no more than 300 miles per day and 1 and 2 night stays. Particpated on the 10 hour Roundup layover fam.

Travel Trade Lead - International

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MN Industry Reps: Beth Satrang, Meet Minneapolis CVA

Contact

Company	America 4 You, L.L.C.		*Address*	P O Box 2214	
Contact	Marita & Malcolm Ross		*Address 2*	600 South Citrus Avenue	
Title	Owners		*Address 3*		
Phone	714-447-3826	*Ext.*	*City*	Fullerton	
Fax	714-447-3627		*State/Prov.*	CA	*ZIP Code* 92833
E-mail Address	info@america4you.net		*Country*	United States	
Web Site	www.america4you.net				

Receptive Operator

MN Product
Notes/History *Date Range:* 3/23/2008 - 3/23/2011

Field Changed	3/23/11	Last Results - RMI Roundup Leads 2011: Met with Lena and Saskia Thiemann, Assistant Product Development. Reviewed again Pipestone as an excellent stop en route from MSP to SD. Looking for unique properties. Has Holiday Inns & Hiltons in metro, mostly in Bloomington.
Note	3/12/10	Spoke with Lena. Short-staffed due to ITB. Unable to meet Mar 23
Field Changed	4/7/09	Last Results - RMI Roundup Leads 2009: Mer with Lena <lena@america4you.net> and Stephanie Hartl, assistant product development <info@america4you.net> who asked for 50 state maps and a sampling of EMT print materials. America 4 You, along with Rocky Mountain Holiday Tours (RMHT), is an official RMI Receptive.

Travel Trade Lead - International

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Contact

Company	America As You Like It	*Address*	2 Oxford House
Contact	Maggi Smit	*Address 2*	24 Oxford Road North
Title		*Address 3*	
Phone	[44] 20-8742-1556 *Ext.*	*City*	
Fax	[44] 20-8747-4331	*State/Prov.*	London *ZIP Code* W4 4DH
E-mail Address	maggi@americaasyoulikeit.com	*Country*	United Kingdom
Web Site	www.americaasyoulikeit.com		

Tour Operator

MN Product
Notes/History *Date Range:* 3/23/2008 - 3/23/2011

Field Changed	3/23/11	Last Results - RMI Roundup Leads 2011: Met Philippa Westwood, marketing manager. We discussed their "Go Fishing Worldwide" brand as well as their "Windows on the Wild" brand both of whihc lends themselves to MN product. She needs follow-up info on these topics/products. She said she has been thru MSP 15-20 times but never visited the Twin Cities!!! She would like to do so on her next opportunity. We suggested pre- or post-Pow Wow.
Field Changed	4/7/09	Last Results - RMI Roundup Leads 2009: Met with Laura McLoughlin, sales manager. Discussed MSP as a gateway/City Break add on to RMI itinerary. They use Rocky Mountain Holiday Tours (RMHT) as receptive into RMI country. With Cellet's representation of Bloomington there is a possibility of a weekend shopping package.

Travel Trade Lead - International

Trade Show: RMI Roundup 2011
Date: Feb 13-15, 2011
MOT Reps: Paul V. Sherburne, International Marketing Manager
MN Industry Reps: Beth Satrang, Meet Minneapolis CVA

Contact

Company	AmeriCan & Worldwide Travel	*Address*	1 Lonsdale Gardens
Contact	Sarah Punter	*Address 2*	
Title	Manager	*Address 3*	
Phone	[44] 1892 511894 *Ext.*	*City*	Tunbridge Wells
Fax	[44] 1892 779904	*State/Prov.*	Kent *ZIP Code* TN1 1NU
E-mail Address	sarahp@awwt.co.uk	*Country*	United Kingdom
Web Site	www.awwt.co.uk		

Tour Operator

MN Product **Notes/History**	*Date Range:*	3/23/2008 - 3/23/2011
Field Changed	3/23/11	Last Results - RMI Roundup Leads 2011: They are expanding their self-drive itineraries and looking for new ideas/attractions/destinations. A significant portion of their clientele are families. We discussed Sun Country service from Gatwick and the wildlife centers (especially the No. Am. Bear Center due to recent TV coverage in the UK), the BWCAW, VNP, Itasca SP, Duluth and the North Shore. She needs info on all of the above.
Field Changed	11/20/08	Last Results - WTM London 2008: Sarah is relative new to the company replacing Peter McNair. They primarily do tailor-made fly-drive holidays with add ons. Looking for "special interest" themes such as music festivals (Bayfront Blues, WeFest, Mpls. Jazz etc.) and wildlife viewing (Bear, Eagle, Wolf centers, bird watching). They have a database of 4-5,000 to whom they send e-blasts and regular e-newsletters. Always looking for topics. I gave her press release on the wildlife centers and Grizzly Coast exhibit. They now carry the Rocky Mountain Holiday Tours MN, SD, WY, ND fly-drive beginning and ending in the Twin Cities.

Travel Trade Lead - International

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MOT Reps: Paul V. Sherburne, International Marketing Manager
MN Industry Reps: Beth Satrang, Meet Minneapolis CVA

Contact

Company	American Holidays AS		*Address*	dronningensgt. 23	
Contact	Widar Jensen		*Address 2*		
Title	Co-owner		*Address 3*		
Phone	[47] 2241-2222	*Ext.*	*City*	Oslo	
Fax	[47] 2241-3333		*State/Prov.*		*ZIP Code* 0154
E-mail Address	widar@americanholidays.no		*Country*	Norway	
Web Site	www.americanholidays.no				

Tour Operator

MN Product
Notes/History *Date Range:* 3/23/2008 - 3/23/2011

Field Changed	3/23/11	Last Results - RMI Roundup Leads 2011: New company looking to expand their knowledge and product in the US. This is a web based company specializing in golf, skiing, city-breaks and fly-drives. He is quite familiar with MN. They do not currently have contracts with receptives but do work with Bonotel, Tourico and GTA in addition to direct hotel contracts. 90% of business is FIT. Widar is long standing chairman of the Norway Discover America Committee. The committee is considering a Norway roadshow.

Travel Trade Lead - International

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Contact

Company	AUSanders Reisen		*Address*	Oberstrasse 42	
Contact	Martin Sanders		*Address 2*		
Title	Owner		*Address 3*		
Phone	[49] 24-2895-1294	*Ext.*	*City*	Niederzier	
Fax	[49] 24-2895-1293		*State/Prov.*		*ZIP Code* D-52382
E-mail Address	martin@ausanders.de		*Country*	Germany	
Web Site	www.ausanders.de				

Tour Operator

MN Product
Notes/History *Date Range:* 3/23/2008 - 3/23/2011

Field Changed	3/22/11	Last Results - RMI Roundup Leads 2011: A relatively small company doing Fly-Drives and motorcoach tours specializing in hot air balooning. He uses ATI and create mostly his own tours built around hot air baloon festivals. I told him about Stillwater Balloons and will follow-up with contact. He and his family will spoend one month vacationing in the US from August 8-September 4 this year. They will fly into MSP, pick up an RV from CruiseAmerica (with which he has a contract) and go directly to his former high school exchange host family in Iowa and then to the Iowa State Fair. Then they will return to MN and spend a few days in the Twin Cities area researching the region. I suggested he stay at the Lake Elmo Regional Park for easy access to Stillwater Balloons, the Cities and MOA.

Travel Trade Lead - International

Trade Show: RMI Roundup 2011
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MN Industry Reps: Beth Satrang, Meet Minneapolis CVA

Contact

Company	CRIV Voyages	*Address*	12 rue Mozart
Contact	Christine Fernandes Castillo	*Address 2*	
Title	Assistant	*Address 3*	
Phone	[33] 1-4140-3244 *Ext.*	*City*	Clichy Cedex
Fax	[33] 8-2641-8181	*State/Prov.*	*ZIP Code* F-92587
E-mail Address	criv@editions-lariviere.fr	*Country*	France
Web Site	www.lariviere-voyages.com		

Tour Operator

MN Product
Notes/History *Date Range:* 3/23/2008 - 3/23/2011

Field Changed	3/22/11	Last Results - RMI Roundup Leads 2011: Company is part of a big publishing house that specializes in soft adventure product. They publish magazines about hunting, horses, boating, RVing. CRIV sells soft adventure group tours, as well as 'a la carte' FITs. Does direct hotel contracting for groups of 20-30 pax plus for individuals. Particpated on the 10 hour Roundup layover fam.

Travel Trade Lead - International

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MN Industry Reps: Beth Satrang, Meet Minneapolis CVA

Contact

Company	DERTOUR GmbH & Co KG		*Address*	Emil-von-Behring-Strasse 6	
Contact	Mareike Emmel		*Address 2*		
Title	Operations Manager		*Address 3*		
Phone	[49] 69-95-88-3280	*Ext.*	*City*	Frankfurt	
Fax	[49] 69-95-88-84320		*State/Prov.*		*ZIP Code* D-60424
E-mail Address	mareike.emmel@dertour.de		*Country*	Germany	
Web Site	www.dertour.de				

Tour Operator

MN Product
Notes/History *Date Range:* 3/23/2008 - 3/23/2011

Field Changed	3/22/11	Last Results - RMI Roundup Leads 2011: Has new "Go As You Please" customized tours booklet which includes MN product. They now use Bonotel as well as their own New World Travel receptive tour operator. Mareike handles western US while Silke Brand with who I normally work handles the eastern US.

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Contact

Company	Easyride Aire - Amerasia		*Address*	3 Quai de Dion Bouton	
Contact	Christian Keindo		*Address 2*		
Title	Product Manager		*Address 3*		
Phone	[33] 3-8551-7242	*Ext.*	*City*	Puteaux	
Fax	[33] 3-4099-1621		*State/Prov.*		*ZIP Code* F-92800
E-mail Address	keindo@wanadoo.fr		*Country*	France	
Web Site	www.easyride-aire.com				

Tour Operator

MN Product
Notes/History *Date Range:* 3/23/2008 - 3/23/2011

Field Changed	3/22/11	Last Results - RMI Roundup Leads 2011: Easyride Aire does tailor made bike tours for small groups. Always looking for new destinations. He wants suggested itineraries. Amerasia is a separate sister company that specializes in 12-23 day group sports event tours of 30-40 pax. They do baseball, ice hockey, American football in partnership with ESPN and the French Federation of Baseball. Particpated on the 10 hour Roundup layover fam.

Travel Trade Lead - International

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MOT Reps: Paul V. Sherburne, International Marketing Manager
MN Industry Reps: Beth Satrang, Meet Minneapolis CVA

Contact

Company	Elite Special Event Tours		*Address*	PO Box 954	
Contact	John Cruwys		*Address 2*		
Title	Managing Director		*Address 3*		
Phone	[61] 2-9980-9200	*Ext.*	*City*	Pennant Hills	
Fax	[61] 2-9575-5264		*State/Prov.*	New South Wales	*ZIP Code* 1715
E-mail Address	john.c@eliteset.com.au		*Country*	Australia	
Web Site	www.eliteset.com.au				

Tour Operator

MN Product
Notes/History *Date Range:* 3/23/2008 - 3/23/2011

Field Changed	3/23/11	Last Results - RMI Roundup Leads 2011: A specialist tour operator primarily to the US, specializing in unique events, escorted RV tours and motorcycle tours. Works with Euro USA, New World Travel, Sweet Magnolia Tours, Elite International, El Monte RV and EagleRider as receptives. They tend to build the itinerary around the event. Interested in what MN has to offer event and motorcyling-wise. Needs events listing and bike routings. John used to be GM for United Airlines in Australia for 20 years.

Travel Trade Lead - International

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MN Industry Reps: Beth Satrang, Meet Minneapolis CVA

Contact

Company	Knecht Reisen AG		*Address*	Rohrerstrasse 100	
Contact	Sascha Dimitriadis		*Address 2*		
Title	Product Manager		*Address 3*		
Phone	[41] 62-834-7111	*Ext.*	*City*	Zuerich	
Fax	[41] 62-834-7111		*State/Prov.*		*ZIP Code* CH-5001
E-mail Address	sdimitriadis@knecht-reisen.ch		*Country*	Switzerland	
Web Site	www.knecht-reisen.ch				

Tour Operator

MN Product **Notes/History**	*Date Range:*	3/23/2008 - 3/23/2011
Field Changed	3/22/11	Last Results - RMI Roundup Leads 2011: Met with Lukas Schultheis, product manager, North America. Still has Great Lakes tour and RMHT tour. Was pushing MN/MOA as "Destination of the Year" in their catalog. For $3000 we would get 2 page spread, a flyer sent out to agents, and an e-mail to consumers. IL/Chicago has this designation this year. He plans to meet with Doug Killian, MOA, and me at ITB Berlin to discuss this further.
Field Changed	4/7/09	Last Results - RMI Roundup Leads 2009: Knecht, currently no. 5 among Swiss tour operators with product to the U.S., is expanding their U.S. product line and have recently moved into RMI country. They want to become the U.S. specialist in the Swiss market. They use numerous receptives - New World Travel, ATI, American Ring, Bonotel, Tourico, GTA and, now, they have a Swiss exclusive with Rocky Mountain Holiday Tours (RMHT). They sold about a dozen RMHT fly-drives into RMI from MSP. They also have a Great Lakes fly-drive that includes MN. Sascha is always looking for new destinations, attractions, lodging, etc.

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MN Industry Reps: Beth Satrang, Meet Minneapolis CVA

Contact

Company	Konrad Travel		*Address*	Via delle Copelle 3	
Contact	Gianluca Sposito		*Address 2*		
Title	General Manager		*Address 3*		
Phone	[39] 6-9774-6418	*Ext.*	*City*	Rome	
Fax	[39] 6-8535-6400		*State/Prov.*		*ZIP Code* I-00186
E-mail Address	gianluca@konradtravel.it		*Country*	Italy	
Web Site	www.konradtravel.it				

Tour Operator

MN Product
Notes/History *Date Range:* 3/23/2008 - 3/23/2011

Field Changed	3/22/11	Last Results - RMI Roundup Leads 2011: Does groups and custom made travel packages for individuals and small groups. Does Harley tours and Native America tours. Uses Team America, Tourico, Hotelbeds and RMHT as receptives.

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MN Industry Reps: Beth Satrang, Meet Minneapolis CVA

Contact

Company	La Maison Des Etats-Unis	*Address*	3 rue Cassette
Contact	David Chaumeil	*Address 2*	
Title	Product Manager	*Address 3*	
Phone	[33] 1-5363-1345 *Ext.*	*City*	Paris
Fax	[33] 1-4284-2328	*State/Prov.*	*ZIP Code* F-75006
E-mail Address	davidc@maisondesestatunis.com	*Country*	France
Web Site	www.maisondesestatunis.com		

Tour Operator

MN Product
Notes/History *Date Range:* 3/23/2008 - 3/23/2011

Field Changed	3/22/11	Last Results - RMI Roundup Leads 2011: Does groups (1600 pax in 2010) and FITs (1000 in 2010) with customized Fly-Drives. 70% of business are families traveling in summer months. They use New World Travel, American Ring Travel and Rocky Mountain Holiday Tours as receptives. They are expanding their web presence and customized tour offerings for 2011. They want images for both. Particpated on the 10 hour Roundup layover fam.

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Contact

Company	Meeting Point North America		*Address*	5911 Turkey Lake Rd.	
Contact	Jan Dimova		*Address 2*	Suite 302	
Title	Product Manager		*Address 3*		
Phone	323-644-1248	*Ext.*	*City*	Orlando	
Fax	323-395-0101		*State/Prov.*	FL	*ZIP Code* 32819-4220
E-mail Address	kschwartz@fti-na.com		*Country*	United States	
Web Site	www.fti-na.com				

Receptive Operator

MN Product **Notes/History**	*Date Range:*	3/23/2008 - 3/23/2011
Field Changed	3/23/11	Last Results - RMI Roundup Leads 2011: Met Tresie Benoit, director of sales and marketing. Works with FTI (Germany), Vacance Air Transat (France), & Flex Travel (Switzerland) among others. Reported that room nights in MSPB where up 32% in 2010 and up 182% in January 2011 to 32 rn - best January ever! Interested in Segway tours, Twin Cities Highlights tours and BCVB Big Ticket.
Note	3/2/11	Jan reported that FIT room nights were up 32% in FY '09-'10 and are up 182% so far for '10-'11. MM hosted Jan summer of 2010. According to Beth Satrang, Jan added 6-8 new properties following the visit.

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Contact

Company	Net Travel Associates B.V.	*Address*	Amersfoortseweg 14
Contact	Marcus Blok	*Address 2*	
Title	Managing Director	*Address 3*	
Phone	[31] 88-9999-747 *Ext.*	*City*	Doorn
Fax	[31] 88-9999-771	*State/Prov.*	*ZIP Code* 3941 EM
E-mail Address	marcus@americatravelguide.nl	*Country*	Netherlands
Web Site	www.americatravelguide.nl		

Tour Operator

MN Product
Notes/History *Date Range:* 3/23/2008 - 3/23/2011

Field Changed	3/22/11	Last Results - RMI Roundup Leads 2011: Marcus reported that the last quarter of 2010 was very good and hopefully the beginning of a trend. He still has the MN fly-drive which includes MOA. He is considering a 2-3 culinary city break. Has Delta/KLM rates. Is building a 17 day Fly-Drive including Miss. River, Lake Superior, soft adventure (BWCAW and/or VNP) and on to RMI country. He uses ATI and Tourico.
Note	12/2/10	Marcus is creating an RMI program starting in MSP and continuing thru MN, SD, WY, ID and concluding in OR.
Field Changed	6/11/09	Last Results - Pow Wow 09: Marcus was recently in the metro area including MOA as he has developed new itineraries with Paul Sherburne (EMT) and Beth Satrang (MM). He is using the MOA coupon book voucher for these itineraries but it was not accepted at MOA. Doug Killian (MOA) will fix this. Marcus wants to create a promotion for travel in September with an MOA shopping spree prize. Doug will consider providing co-op funds. Marcus is very enthusiastic about MN and sees strong potential. He will stay in touch with Paul, Beth and Doug on additional opportunities. Also discussed was the Bloomington CVB PGA Championship packages. Notes taken by Doug Killian.
Field Changed	4/7/09	Last Results - RMI Roundup Leads 2009: Met with Marcus and Jacqueline and discussed further the proposed WI & MN itinerary. Upon return I contacted Dave Scheler, my WI counterpart, and he and I submitted an combined itinerary for their reaction. Awaiting response. Marcus reported that Delta will postpone KLM code share implementation until July '09.
Field Changed	3/30/09	Last Results - Dutch Sales Calls '09: Met Marcus; his wife Jacqueline van Nieuwenhuizen, GM; and Louis Zandvliet, Online Developer. We discussed a WI & MN tour utilizing ORD* as the gateway. The MN portion included Wabasha (NEC), Red Wing, Minneapolis, Saint Paul, Bloomington (MOA), Duluth, Ely (BWCAW, IWC, NABC), Itasca State Park, and Little Falls (Lindbergh Center). *He prefers to use United rather than KLM! The above itinerary might have

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		an open-jaw return MSP-ORD. America Travel Guide continues to carry the Twin Cities 4-night City Break package starting at $1100.
E-mail Sent	2/2/09	Subject: A Sales Call Request
Note	8/11/08	Harry van Os of American Vacations just informed me of a new partnership between his company and Marcus with Net Travel Assoc. (a licensed member of IATA) handling all their ticketing. They will cooperate on promoting the Net Travel MN product.
Note	7/25/08	Marcus posted the new MSP City Break tailor-made package on the America Travel Guide website with links to numerous attractions. Additional greater MN material will be posted shortly. He'll be using Rocky Mountain Holiday Tours, AlliedTPro, Tourico and others as receptives.
Note	6/26/08	Marcus and Louis Zandvliet, his online developer, will visit MN, June 29 - July 12.
Field Changed	6/11/08	Last Results - Pow Wow 08: Marcus is looking to expand NTA's American product and is very excited about MN and MSP as a potential new destination. Interested in doing a fam tour this summer, August 10-14 are the potential dates. He'll be in touch to confirm. No print catalog, eveything is done online.

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Contact

Company	North American Highways	*Address*	Little Kinvaston, Pool House Offices
Contact	Dr Glen Hopkinson	*Address 2*	Whatling Street
Title	Director	*Address 3*	
Phone	[44] 1902-798-008 *Ext.*	*City*	Gailey
Fax	[44] 1902-798-626	*State/Prov.*	Staffordshire *ZIP Code* ST19 5PR
E-mail Address	glen@NAHighways.co.uk	*Country*	United Kingdom
Web Site	www.NAHighways.co.uk		

Tour Operator

MN Product Great Lakes drive itinerary that includes MN
Notes/History *Date Range:* 3/23/2008 - 3/23/2011

Field Changed	3/23/11	Last Results - RMI Roundup Leads 2011: Glen joined the company spring of 2010. They still specialize in tailor-made self-drive itineraries but do some escorted tours. They use RMHT as receptive in our region. They still have the MN/WI fly-drive and the more expansive GLNA fly-drive. Particularly interested in wildlife viewing and quality accommodations with local style and character.
Note	11/9/10	Heather Jeffs and Kerry Crowley have taken over product development following the unexpected departure of David Kettell's replacement - reported by RMI staff following sales mission. Not sure who is in charge overall!
Note	3/2/10	David Kettell, Managing Director/Owner, passed away. Company future and direction in flux.

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Contact

Company	Ovet Viaggi e Vacanze		*Address*	Viale Papa Giovanni XXIII 110	
Contact	Enrico Brignoli		*Address 2*		
Title	Managing Director		*Address 3*		
Phone	[39] 35-222-323	*Ext.*	*City*	Bergamo	
Fax	[39] 35-222-478		*State/Prov.*		*ZIP Code* I-24121
E-mail Address	enrico.brignoli@ovetviaggi.it		*Country*	Italy	
Web Site	www.ovetviaggi.it				

Tour Operator

MN Product
Notes/History *Date Range:* 3/23/2008 - 3/23/2011

Field Changed	3/22/11	Last Results - RMI Roundup Leads 2011: Company began as a religious pilgrimage travel specialist. It is owned by the Catholic Church. Has now moved into other types of travel including honeymoons, a natural offshoot of the church related travel. They also do fly-drives, FITs, flight and hotel bookings. They use Team America, AlliedTPro, Travalco, & Tourico. Company also has radio and TV thru which it promotes travel. Enrico was the sole participant on the 3 day Roundup pre-fam. He would like information on Beltrami County, as the Italian explorer Beltrami - for whom the county is named, is a native of Ovet's home city of Bergamo where there is a statue commemorating his exploits including his failed mission to find the source of the Mississippi River. He also wants information on Italian immigration to MN.

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Contact

Company	Reimatours		*Address*	Via del Paineta Venere, 85	
Contact	Franco Cesaretti		*Address 2*		
Title	General Manager		*Address 3*		
Phone	[39] 6-529-7146	*Ext.*	*City*	Rome	
Fax	[39] 6-529-7170		*State/Prov.*		*ZIP Code* I-00144
E-mail Address	franco@reimatours.it		*Country*	Italy	
Web Site	www.reimatours.it				

Tour Operator

MN Product **Notes/History**	*Date Range:*	3/23/2008 - 3/23/2011
Field Changed	3/22/11	Last Results - RMI Roundup Leads 2011: Met again with Luca. He suggested a Holiday shopping tour for 2011. Asked for 50 copies of MSP OVG and maps. He is personally interested in doing the 2012 RMI Roundup pre- or post-fam.
Field Changed	4/7/09	Last Results - RMI Roundup Leads 2009: Met with Luca Cesaretti, manager, operations department, and son of general manager Franco. Unfortunately Reimatours has yet to utilize MSP as a gateway to RMI country. The recent Air France-KLM purchase of a 25% share in Alitalia, coupled with Delta's SkyTeam Alliance with them all, makes this an increasing possibility.

Travel Trade Lead - International

Trade Show: RMI Roundup 2011
Date: Feb 13-15, 2011
MOT Reps: Paul V. Sherburne, International Marketing Manager
MN Industry Reps: Beth Satrang, Meet Minneapolis CVA

Contact

Company	Rocky Mountain Holiday Tours, L.L.C.	*Address*	P.O. Box 2063
Contact	Hideki Gomi	*Address 2*	1730 S College Ave # 201
Title	Product Manager	*Address 3*	
Phone	970-482-5813 *Ext.*	*City*	Fort Collins
Fax	970-482-5815	*State/Prov.*	CO *ZIP Code* 80522
E-mail Address	rmhtours@att.net	*Country*	United States
Web Site	www.rmhtours.com		

Receptive Operator

MN Product
Notes/History *Date Range:* 3/23/2008 - 3/23/2011

Field Changed	3/23/11	Last Results - RMI Roundup Leads 2011: Met with Brian who reported they did about 250 room nights in MSPB in 2010 mostly by Jan Doets American Tours of the Netherlands. Brian and Gary will visit MN this summer for a wedding at Grand View Lodge. They plan to spend some time in MSPB.
E-mail Sent	6/18/09	Subject: Question about getting more MN information on your 'Sites to See' page.
Field Changed	4/7/09	Last Results - RMI Roundup Leads 2009: Met with owner & GM Gary Schluter who reported that 2008 was his best year ever, topping 2007 which had been previous best. France is their best market. He'll work on developing a new open jaw itinerary starting in MSP and departing from SLC now that the Delta/NWA merger is underway and the two airports are major hubs for the combined airline. The Delta SkyTeam Alliance with Air France/KLM/ Alitalia means France, Italy and the BENELUX markets should continue to grow. RMHT, along with America 4 You, is an official RMI Receptive.
Note	5/14/08	RMHT has a new 14-day drive program starting in Minneapolis, goin to Black Hills, SD, over to Yellowstone, up to Medora, ND and then returning to MSP for one night near the Mall of America for shopping. Jan Doets America Tours (Netherlands) has picked it up and is currently offering it. I sent Brian and Gary 25 highway maps and scenic byways maps for inclusion in packets.

Travel Trade Lead - International

Trade Show: RMI Roundup 2011
Date: Feb 13-15, 2011
MOT Reps: Paul V. Sherburne, International Marketing Manager
MN Industry Reps: Beth Satrang, Meet Minneapolis CVA

Contact

Company	Rocky Mountain International	*Address*	Hof ter Weydeweg 10-b
Contact	Arjan Helle	*Address 2*	
Title	Director	*Address 3*	
Phone	[31] 30-691-1654 *Ext.*	*City*	Vleuten
Fax	[31] 30-691-1620	*State/Prov.*	*ZIP Code* 3451 ST
E-mail Address	arjan.helle@targettravel.nl	*Country*	Netherlands
Web Site	www.targettravel.nl		

Marketing

MN Product **Notes/History**	*Date Range:*	3/23/2008 - 3/23/2011
Field Changed	3/22/11	Last Results - RMI Roundup Leads 2011: Wants to send a media and tour operator golf fam to MN in cooperation with Icelandair - talking early June or September. Needs sample itinerary such as the KJ Enterprises/Delta fam.
Note	2/12/10	Doug Killian and I will meet Arjan and Hanny Fluit at ITB to discuss fam tours and MOA marketing.
Field Changed	4/7/09	Last Results - RMI Roundup Leads 2009: Met with Arjan and Marjolein Fraanje, account manager, marjolein.fraanje@targettravel.nl . They reiterated a troubling statistic - of the 17 Dutch tours going to the RMI region only 1 uses AF/KLM/NWA from AMS into MSP! The others use ORD and DEN as gateways. They expressed optimism that the Delta takeover of NWA presents a new alliance, a new era and new possibilities.
Field Changed	11/19/08	Last Results - WTM London 2008: Met with Arjan about possible support of EMT/MOA Dutch-German Sales Mission. He'll visit the Twin Cities December 5-9 and will meet with Paul Sherburne and Doug Killian to discuss.
Note	10/22/08	Arjan Helle split from his erstwhile partner Karin Gomes-Caron of Inside Travel News. Arjan will continue, among other things, promotional activities for Rocky Mountain International under the name Target Travel. He'll also handle the organization of the Bezoek Amerika & Bezoek Canada Pavilions at the Vakantiebeurs.
Field Changed	6/25/08	Last Results - Pow Wow 08: Met with Arjan and Karin Gomes-Caron his partner in Target Benelux and also the Managing Director of Inside Travel News a communications consulting firm. We discussed a possible EMT led sales mission to the Netherlands to coincide with the trade day of Vakantiebeurs (Jan 15, 2009) and a subsequent German sales mission. Target Benelux could set up sales calls on Jan 13-14 and arrange for us to participate in Vakantiebeur fo the one day only at a discounted price. He and Karin further suggested we develop a one-page profile sheet in

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Dutch and buy an .nl URL for a year with several pages of Dutch content and a link to EMT. Arjan will follow-up with proposal.

Travel Trade Lead - International

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MN Industry Reps: Beth Satrang, Meet Minneapolis CVA

Contact

Company	Rocky Mountain International	*Address*	via Pisacane, 26
Contact	Dr. Olga Mazzoni	*Address 2*	
Title	Director, Italian Market	*Address 3*	
Phone	[39] 2-33-105-841 *Ext.*	*City*	Milano
Fax	[39] 2-33-105-827	*State/Prov.*	*ZIP Code* I-20129
E-mail Address	rockymountain@themasrl.it	*Country*	Italy
Web Site	www.realamerica.it		

Marketing

MN Product **Notes/History**	*Date Range:*	3/23/2008 - 3/23/2011
Field Changed	3/22/11	Last Results - RMI Roundup Leads 2011: The Visit USA Italy is developing an online training session. One area of particular interest is 'emerging airports/hubs. Olga needs info on MSP - international service, airlines, flight distances to major cities, ground transportation options, airport shopping, smoking regulations, etc.
Field Changed	4/7/09	Last Results - RMI Roundup Leads 2009: To date the economic crisis has had no effect on the Italian market. 2008 travel to the U.S. was up 26%; so far this year bookings are ahead of the '08 pace. Italians average 5 weeks of vacation per year and spend $3000 per person on long haul holidays not counting air. Rocky Mountain Holiday Tours (RMHT) is the flagship receotive for the Italian market. Having an Italian speaking escort for group tours out of MSP would be huge benifit.

Travel Trade Lead - International

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Date: Feb 13-15, 2011
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MN Industry Reps: Beth Satrang, Meet Minneapolis CVA

Contact

Company	Rocky Mountain International	*Address*	Wiechmann Tourism Services
Contact	Carola Kolmann	*Address 2*	Scheidswaldstrasse 73
Title	Account Manager	*Address 3*	
Phone	[49] 69-2553-8230 *Ext.*	*City*	Frankfurt
Fax	[49] 69-2553-8100	*State/Prov.*	*ZIP Code* D-60385
E-mail Address	carola@wiechmann.de	*Country*	Germany
Web Site	www.wiechmann.de/html/rocky_mountains.html		

Marketing

MN Product **Notes/History**	*Date Range:*	3/23/2008 - 3/23/2011
Field Changed	3/22/11	Last Results - RMI Roundup Leads 2011: Carola suggested Aeroplan might be interested in a Chicago-MSP-SD-MT-WY-ID-Seattle fly-drive. I will try to met Eric Engelhardt, Aeroplan Product Manager at ITB.
Field Changed	4/7/09	Last Results - RMI Roundup Leads 2009: Leisure travel to the U.S. from Germany is keeping pace with 2008 bookings. Health & Wellness vacations for 55+ market is on the rise.

Travel Trade Lead - International

Trade Show: RMI Roundup 2011
Date: Feb 13-15, 2011
MOT Reps: Paul V. Sherburne, International Marketing Manager
MN Industry Reps: Beth Satrang, Meet Minneapolis CVA

Contact

Company	Rocky Mountain International	*Address*	3 Square Neuilly Chateau
Contact	Herve Duxin	*Address 2*	
Title	Director, Paris Office	*Address 3*	
Phone	[33] 9-5322-1675 *Ext.*	*City*	Neuilly-sur-Seine
Fax		*State/Prov.*	*ZIP Code* F-92200
E-mail Address	herve@duxin.com	*Country*	France
Web Site	www.duxin.net		

Marketing

MN Product **Notes/History**	*Date Range:*	3/23/2008 - 3/23/2011
Field Changed	3/22/11	Last Results - RMI Roundup Leads 2011: Herve suggested we do a tour operator fam tour featuring The Grand Hotel Minneapolis (a Kimpton property) with spa and shopping. He has a good friend who is now GM of AF/KLM/Delta in Paris who would support such a fam with comp airfare. Herve's company, Duxin Marketing & Communication, now has additional staff person who produces a regular e-newsletter. Send info to her at dominque@duxin.com .
Field Changed	4/7/09	Last Results - RMI Roundup Leads 2009: Bookings to the U.S. were up 25% in 2008 with '09 bookings ahead of '08 to date.

Travel Trade Lead - International

Trade Show: RMI Roundup 2011
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MOT Reps: Paul V. Sherburne, International Marketing Manager
MN Industry Reps: Beth Satrang, Meet Minneapolis CVA

Contact

Company	Rocky Mountain International	*Address*	1G The Chandlery
Contact	Martin Roberts	*Address 2*	50 Westminster Bridge Road
Title	Managing Director	*Address 3*	
Phone	[44] 207-953-8790 *Ext.*	*City*	
Fax	[44] 207-953-8791	*State/Prov.*	London *ZIP Code* SE1 7QY
E-mail Address	martin@target-worldwide.com	*Country*	United Kingdom
Web Site	www.target-worldwide.com		

Marketing

MN Product **Notes/History**	*Date Range:*	3/23/2008 - 3/23/2011
Field Changed	3/23/11	Last Results - RMI Roundup Leads 2011: Discussed new, expanded Sun Country service from Gatwick. Martin continues to be willing to assist Sun Country in their UK marketing.
Field Changed	8/7/10	Last Results - Sun Country Fam Tour 8-2010: Martin and his wife Sarah were guests of Sun Country as a thank you for some very successful marketing of Sun Country's new summer service to/from the UK. They spent time in the metro as well as Duluth and up the North Shore.
Field Changed	4/7/09	Last Results - RMI Roundup Leads 2009: UK hit hard by economic cirsis; bookings to the U.S. are down 40%. U.S. holidyas are still cheaper that European ones so there is hope for late bookings to U.S. There is a growing interest in the RMI region among travelers and media.

Travel Trade Lead - International

Trade Show: RMI Roundup 2011
Date: Feb 13-15, 2011
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MN Industry Reps: Beth Satrang, Meet Minneapolis CVA

Contact

Company	The Camping and Caravanning Club	*Address*	Greenfields House, Westwood Way
Contact	Andrew Dowdall	*Address 2*	
Title	Site Product Executive	*Address 3*	
Phone	[44] 24-7647-5122 *Ext.*	*City*	Coventry
Fax		*State/Prov.*	*ZIP Code* CV4 8JH
E-mail Address	andy.dowdall@cfree.co.uk	*Country*	United Kingdom
Web Site	www.campingandcaravanningclub.co.uk		

Tour Operator

MN Product **Notes/History**	*Date Range:*	3/23/2008 - 3/23/2011
Field Changed	3/23/11	Last Results - RMI Roundup Leads 2011: Works with Cruise America. Interested in new Sun Country service from Gatwick. Uses AlliedTPro and New World Travel as receptives.
Field Changed	7/9/08	Last Results - Pow Wow 08: Established in 1902, CCC is the largest and oldest organization of its kind in the world. It has over 400,000 UK members and owns 100+ campgrounds for use by members. They are now expanding into the US with RV rental and escorted tours as a means of introducing the destination. Usually have 15-20 RV per group. They will also book tours and excursions for clients (FIT's or groups). Their first US program will be on the West Coast with gradual introduction of other destinations. They use El Monte motorhome franchises. Clients are generally retired couples. Andy is seeking campground information and FIT itinerary ideas for fly-drives. They have a 200 page catalog for Europe but have yet to add US product which they intend to introduce in 2009.

Travel Trade Lead - International

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Date: Feb 13-15, 2011
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MN Industry Reps: Beth Satrang, Meet Minneapolis CVA

Contact

Company	Thomas Cook - Jet Tours		*Address*	92-98 Boulevard Victor Hugo	
Contact	Jean-Francois Pesson		*Address 2*		
Title	Product Manager		*Address 3*		
Phone	[33] 1-7677-7176	*Ext.*	*City*	Clichy CEDEX	
Fax	[33] 1-7677-7179		*State/Prov.*		*ZIP Code* F-92115
E-mail Address	jfpesson@jettours.com		*Country*	France	
Web Site	www.thomascook.fr				

Tour Operator

MN Product **Notes/History**	*Date Range:*	3/23/2008 - 3/23/2011
Field Changed	3/22/11	Last Results - RMI Roundup Leads 2011: Met with Yohann Robert, product manager (yohann.robert@thomascook.fr). I'm not sure is he replaced Jean-Francois Pesson or if he is an additional product manager? They now use AlliedTPro, Bonotel*, ATI, Go West, Tourico and Rocky Mountain Holiday Tours as receptives. They do not currently promote anything in MN except hotels. He wants any and all materials including images. They are developing new website called Au Coer Du Monde Ameriques. *Bonotel is relatively new company taking on ATI and AlliedTPro. Yohann particpated on the 10 hour Roundup layover fam.
Field Changed	4/7/09	Last Results - RMI Roundup Leads 2009: Jet Tours is now part of Thomas Cook. Jean-Francois is a new product manager. He is looking for new product.

Travel Trade Lead - International

Trade Show: RMI Roundup 2011
Date: Feb 13-15, 2011
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MN Industry Reps: Beth Satrang, Meet Minneapolis CVA

Contact

Company	TRAVALCO USA, INC.	*Address*	12000 Biscayne Blvd., Suite 600
Contact	Annette Zamora	*Address 2*	
Title	Product Manager	*Address 3*	
Phone	305-899-6524 *Ext.*	*City*	North Miami
Fax	305-899-6500	*State/Prov.*	FL *ZIP Code* 33181-2725
E-mail Address	Robert@travalco.com	*Country*	United States
Web Site	www.travalco.com		

Receptive Operator

MN Product New "City Trips" package developed with Panta Reizen, NL

Notes/History *Date Range:* 3/23/2008 - 3/23/2011

Field Changed	3/23/11	Last Results - RMI Roundup Leads 2011: Met with both Mariette Oppenhuizen (COO) and her husband Ruurd (product development) who were quite interested in the MN wildlife centers and the BWCAW. They need FIT lodging in Ely and Wabasha (Mississippi valley/Bluff Country) with receptive rates!!!
Note	6/26/08	Sent information via e-mail to Bianca Deetman about wildlife centers: eagle center in Wabasha, and bear and wolf centers in Ely, including follow-up brochures.

Travel Trade Lead - International

Trade Show: RMI Roundup 2011
Date: Feb 13-15, 2011
MOT Reps: Paul V. Sherburne, International Marketing Manager
MN Industry Reps: Beth Satrang, Meet Minneapolis CVA

Contact

Company	Vacances Fabuleuses, Kuoni	*Address*	22 rue Dieumegard
Contact	Emilie Canu	*Address 2*	
Title		*Address 3*	
Phone	[33] 1-4285-7122 *Ext.*	*City*	Saint-Ouen Cedex
Fax	[33] 1-4280-0252	*State/Prov.*	*ZIP Code* F-93407
E-mail Address	emilie.canu@kuoni.fr	*Country*	France
Web Site	www.kuoni.fr		

Tour Operator

MN Product
Notes/History *Date Range:* 3/23/2008 - 3/23/2011

Field Changed	3/22/11	Last Results - RMI Roundup Leads 2011: This is a small 2 person office. Main office is in Paris. They use AlliedTPro as receptive. She wants maps, brochures, images. Particpated on the 10 hour Roundup layover fam.

Created 3/23/2011

Travel Trade Lead - International

Trade Show: RMI Roundup 2011
Date: Feb 13-15, 2011
MOT Reps: Paul V. Sherburne, International Marketing Manager
MN Industry Reps: Beth Satrang, Meet Minneapolis CVA

Contact

Company	VIA - Viaggi in Avventura	*Address*	Corso Vittorio Emanuele II, 87
Contact	Marco De Petrillo	*Address 2*	
Title	Owner	*Address 3*	
Phone	[39] 6-6830-8106 *Ext.*	*City*	Rome
Fax		*State/Prov.*	*ZIP Code* I-00186
E-mail Address	marco@viaggiinavventura.it	*Country*	Italy
Web Site	www.viaggiinavventura.it		

Tour Operator

MN Product
Notes/History *Date Range:* 3/23/2008 - 3/23/2011

Field Changed	3/22/11	Last Results - RMI Roundup Leads 2011: Company has previously focused on Alaska and California but is now moving into other northern tier states, including MN. Very interested in wildlife, BWCAW, VNP, Itasca SP etc.

Travel Trade Lead - International

Trade Show: RMI Roundup 2011
Date: Feb 13-15, 2011
MOT Reps: Paul V. Sherburne, International Marketing Manager
MN Industry Reps: Beth Satrang, Meet Minneapolis CVA

Contact

Company	VIA Tours	*Address*	Cort Adelers Gate 30
Contact	Trine Brenna	*Address 2*	Postboks 1353 Vika
Title	Key Account Manager Agencies	*Address 3*	
Phone	[47] 2315-1570 *Ext.*	*City*	Oslo
Fax	[47] 2315-0301	*State/Prov.*	*ZIP Code* 0113
E-mail Address	trine.brenna@viatours.no	*Country*	Norway
Web Site	www.viatours.no		

Tour Operator

MN Product **Notes/History**	*Date Range:*	3/23/2008 - 3/23/2011
Field Changed	3/23/11	Last Results - RMI Roundup Leads 2011: Company is biggest leisure travel agency chain in Norway with 46 offices. They use ATI, Tourico, GTA, Hotelbeds and America4You as receptives. Interested in soft adventure and outdoor activities. She needs images.
Field Changed	1/4/11	Last Results - Fam Tour 2010