Travel Trade Leads

Leads for: JATA 2011, 9/29/2011 - 10/2/2012

Paul Sherburne, T & T Representative
121 7th Pl E Ste 100
St Paul, MN 55101
(651) 757-1867
paul.sherburne@state.mn.us

Asahi Travel International Inc	Kazuo Kashiwagi, Manager
M Sq 1-16-1 Kanda-Nishiki-cho Chiyoda-ku, Tokyo 101-0054 Japan	*Phone:* +81 (3) 32914044 *Fax:* +81 (3) 32332471 *Email:* kashiwagi@ati-jp.com *Website:* www.ati-jp.com

Campaign Note Date	***Note***
JATA 2011 4/13/2012 04:23 PM	Met with Kaoru Miyoshi, Chief, Study Tour Department and Kazuo Kashiwagi, Manager, Operations Department and Ms Kumi Ojima, Operations Department. Discussed technical visits and student tours. TVs are agribusiness related such as coops, ethanol plants, equipment manufacturing, etc. Also interested in MOA tours. Student tours are for high school juniors and seniors and university students. They are generally for 2-3 weeks and involve home stays and/or dorm living. Each year in July they send 30 students to Buena Vista University in Storm Lake, IA (NW of the state) and use MSP as gateway. They are interested in a routings and activities/attractions between MSPB and Storm Lake. They use and depart from a Bloomington hotel. They have two Japanese high school clients who send 100+ Super Science high school students to the US each year. They are open to affiliating with Minnesota schools with a strong emphasis on science and technology.

Asahi Travel International Inc	Kaoru Miyoshi, Chief
M Sq 1-16-1 Kanda-Nishiki-cho Chiyoda-ku, Tokyo 101-0054 Japan	*Phone:* +81 (3) 32914041 *Fax:* +81 (3) 32332471 *Email:* miyoshi@ati-jp.com *Website:* www.ati-jp.com

Campaign Note Date	***Note***
JATA 2011 4/13/2012 04:22 PM	Met with Kaoru Miyoshi, Chief, Study Tour Department and Kazuo Kashiwagi, Manager, Operations Department and Ms Kumi Ojima, Operations Department. Discussed technical visits and student tours. TVs are agribusiness related such as coops, ethanol plants, equipment manufacturing, etc. Also interested in MOA tours. Student tours are for high school juniors and seniors and university students. They are generally for 2-3 weeks and involve home stays and/or dorm living. Each year in July they send 30 students to Buena Vista University in Storm Lake, IA (NW of the state) and use MSP as gateway. They are interested in a routings and activities/attractions between MSPB and Storm Lake. They use and depart from a Bloomington hotel. They have two Japanese high school clients who send 100+ Super Science high school students to the US each year. They are open to affiliating with Minnesota schools with a strong emphasis on science and technology.

Asahi Travel International Inc	Kumi Ojima, null
M Sq 1-16-1 Kanda-Nishiki-cho Chiyoda-ku, Tokyo 101-0054 Japan	*Phone:* +81 (3) 32914044 *Fax:* +81 (3) 32332471 *Email:* ojima@ati-jp.com *Website:* www.ati-jp.com

Campaign Note Date	***Note***

JATA 2011 4/13/2012 04:40 PM	Met with Ms Kumi Ojima, Operations Department and Kazuo Kashiwagi, Manager, Operations Department and Kaoru Miyoshi, Chief, Study Tour Department. Discussed technical visits and student tours. TVs are agribusiness related such as coops, ethanol plants, equipment manufacturing, etc. Also interested in MOA tours. Student tours are for high school juniors and seniors and university students. They are generally for 2-3 weeks and involve home stays and/or dorm living. Each year in July they send 30 students to Buena Vista University in Storm Lake, IA (NW of the state) and use MSP as gateway. They are interested in a routings and activities/attractions between MSPB and Storm Lake. They use and depart from a Bloomington hotel. They have two Japanese high school clients who send 100+ Super Science high school students to the US each year. They are open to affiliating with Minnesota schools with a strong emphasis on science and technology.

Cheaptravelz	**Nakano, Director**
360-0856 Japan	*Phone:* 81-3-120-243-278 *Email:* nakano@cheaptravelz.com
Campaign Note Date	***Note***
JATA 2011 4/13/2012 04:45 PM	Develops group pro sports tours of US professional leagues – MLB, NFL, NBA, NHL. Did a package in 2011 that included the Twins. Hopes Nishioka will be healthy and successful in 2012. Gave him contact info for Kiku Enterprises and Minne International. He is looking for non-sports activities as add-ons to his tours, specifically weekday activities in September. We discussed fall foliage excursion boats tours, city sightseeing tours, Segway tours, museums, etc.

Club Tourism International, Inc	**Hidekazu Itakura, Chief**
Shinjuku I-Land Wing 7F 6-3-1, Nishi Shinjuku Shinjuku-ku, Tokyo 160-8308 Japan	*Phone:* +81 (3) 53236787 *Fax:* +81 (3) 53236656 *Email:* hidekazu.itakura@club-tourism.co.jp *Website:* www.club-t.com
Campaign Note Date	***Note***
JATA 2011 4/13/2012 03:30 PM	Company does senior group cruise tours. They are now wanting to move beyond ocean cruising and to investigate Mississippi River and Great Lakes cruising. I gave them info on the Great American Steamboat Company's new product. I need to provide the website for Great Lakes cruising. They have a database of millions of past and potential clients and have huge buying power.

Club Tourism International, Inc	**Kazuyo Otsuka, Group Leader**
Shinjuku I-Land Wing 7F 6-3-1, Nishi Shinjuku Shinjuku-ku, Tokyo 160-8308 Japan	*Phone:* +81 (3) 53236787 *Fax:* +81 (3) 53236656 *Email:* kazuyo.otsuka@club-tourism.co.jp *Website:* www.club-t.com
Campaign Note Date	***Note***
JATA 2011 4/13/2012 04:25 PM	Company does senior group cruise tours. They are now wanting to move beyond ocean cruising and to investigate Mississippi River and Great Lakes cruising. I gave them info on the Great American Steamboat Company's new product. I need to provide the website for Great Lakes cruising. They have a database of millions of past and potential clients and have huge buying power.

Delta Air Lines Japan	Jeffrey Bernier, Managing Director

12-12 Toranomon 5-chome
Minato-ku, Tokyo 105-0001
Japan

Phone: +81 (3) 54007225
Fax: +81 (3) 54007222
Email: jeff.bernier@delta.com
Website: www.delta.com

Campaign Note Date	***Note***
Notes Pre - 2012 5/7/2012 04:02 PM	Mokudai-san, NWA-Japan Chairman, reported that Jeff has been promoted from Director of Sales to Managing Director with both sales and media relations responsiblity.
Notes Pre - 2012 5/7/2012 04:02 PM	I met with Jun Mokudai who informed me that following the merger all offices, including NWA Japan, report directly to Atlanta HQ. Jeff is still in charge of sales in Japan and will not report to a VP Pacific stationed in Asia, as there won't be one.
Notes Pre - 2012 5/7/2012 04:02 PM	MN Product Yr - 2,004 WorldVacations Fly & Drive with R & C
Notes Pre - 2012 5/7/2012 04:02 PM	Jeff & I agreed in principle to a barter arrangement visa vis back cover ad in JVG for comp tickets. Details to be worked out but basic agreement is an exchange for the $6000 back cover ad is 6 MSP-Japan round trip tickets for use by EMT staff. Right now an economy fare for this routing is approximately $870. Given the vagaries of pricing over the duration of this agreement I suggested we establish a $1000 per ticket value, i.e. 6 tickets for the ad value for $6000.
JATA 2011 4/13/2012 03:57 PM	Discussed the Japan office's continued support of EMT and its Japan marketing partners' cooperative efforts in Japan. They reiterated Delta's commitment to MSP as a major hub and its willingness to work with us in this strategy.

Delta Air Lines Japan	Yasuko Furukawa, Manager

12-12 Toranomon 5-chome
Minato-ku, Tokyo 105-0001
Japan

Phone: +81 (3) 54007178
Fax: +81 (3) 54007144
Email: yasuko.furukawa@delta.com
Website: www.delta.com

Campaign Note Date	***Note***
Notes Pre - 2012 5/7/2012 04:02 PM	Yuko Miyamoto of Meet Minneapolis met Furukawa and Masaaki Ito, Head of Sales, during 1/2010 sales calls.
Notes Pre - 2012 5/7/2012 04:02 PM	Handled comp ticket request for JATA/WTF.
JATA 2011 4/13/2012 03:57 PM	Discussed the Japan office's continued support of EMT and its Japan marketing partners' cooperative efforts in Japan. They reiterated Delta's commitment to MSP as a major hub and its willingness to work with us in this strategy.

Delta Air Lines Japan	Yoshinari Ikenouchi, Representative

12-12 Toranomon 5-chome
Minato-ku, Tokyo 105-0001
Japan

Phone: +81 (3) 54007169
Fax: +81 (3) 54007236
Email: yoshinari.ikenouchi@delta.com
Website: www.delta.com

Campaign Note Date	***Note***
Notes Pre - 2012 5/7/2012 04:02 PM	Met at JATA/WTF and SeeAmerica Media Marketplace. Very personable and helpful guy.

Notes Pre - 2012 5/7/2012 04:02 PM	Handled comp ticket for upcoming EMT/MOA sales mission to Japan.
Notes Pre - 2012 5/7/2012 04:02 PM	Kimio Yotsuji will leave NWA-Japan on 3/15/04. No details on departure or replacement.
Notes Pre - 2012 5/7/2012 04:02 PM	Kimio Yotsuji is newly appointed, will take CVB and partner duties from Matsumura. Met 10/16/2000 to discuss 2002 PGA at Hazeltine. Arranged meeting with JCB Travel.
Notes Pre - 2012 5/7/2012 04:02 PM	MN Product Yr - 2,004 WorldVacations Fly & Drive with R & C
Notes Pre - 2012 5/7/2012 04:02 PM	Met at Pow Wow 2002 to discuss future NWA/MOT/Partners relations. NWA-Japan eager to work with us. Proposed numerous ideas for fall, '02. Partners will discuss and respond
Notes Pre - 2012 5/7/2012 04:02 PM	Ikenouchi-san was promoted to handle Ogino-san's former Trade Relations duties.
JATA 2011 4/13/2012 04:06 PM	Discussed the Japan office's continued support of EMT and its Japan marketing partners' cooperative efforts in Japan. They reiterated Delta's commitment to MSP as a major hub and its willingness to work with us in this strategy.

Delta Air Lines Japan	**Masaaki Ito, Head of the Sales and Operations**
12-12 Toranomon 5-chome Minato-ku, Tokyo 105-0001 Japan	*Phone:* +81 (3) 54007105 *Fax:* +81 (3) 54007237 *Email:* masaaki.ito@delta.com *Website:* www.delta.com
Campaign Note Date	***Note***
JATA 2011 4/13/2012 04:05 PM	Discussed the Japan office's continued support of EMT and its Japan marketing partners' cooperative efforts in Japan. They reiterated Delta's commitment to MSP as a major hub and its willingness to work with us in this strategy.

Delta Air Lines Japan	**Yuko Kamai, Trade Relations**
12-12 Toranomon 5-chome Minato-ku, Tokyo 105-0001 Japan	*Phone:* 81354007166 *Fax:* +81354007222 *Email:* yuko.kamai@delta.com *Website:* www.delta.com
Campaign Note Date	***Note***
JATA 2011 4/13/2012 04:07 PM	Discussed the Japan office's continued support of EMT and its Japan marketing partners' cooperative efforts in Japan. They reiterated Delta's commitment to MSP as a major hub and its willingness to work with us in this strategy.

Delta Air Lines Japan	**Hiroko Okada, Regional Manager**
12-12 Toranomon 5-chome Minato-ku, Tokyo 105-0001 Japan	*Phone:* +81 (6) 63457231 *Fax:* +81 (3) 5400 7250 *Email:* hiroko.okada@delta.com *Website:* www.delta.com
Campaign Note Date	***Note***
JATA 2011	Discussed the Japan office's continued support of EMT and its Japan marketing partners' cooperative efforts in Japan. They reiterated Delta's commitment to MSP as a major hub

4/13/2012 04:04 PM	and its willingness to work with us in this strategy. Okada san is responsible for overseeing SKY magazine Japanese edition.

Global Youth Bureau Co, Ltd	Yasuhito Suehiro, Sub Leader
Akasaka Nakanishi Bldg, 8F 4-1-33 Akasaka Minato-ku, Tokyo 107-8412 Japan	*Phone:* +81 (3) 35050055 *Fax:* +81 (3) 35050095 *Email:* sales1@gyb.co.jp *Website:* www.gyb.do.jp

Campaign Note Date	***Note***
Notes Pre - 2012 5/7/2012 04:02 PM	Kotaro Kogi, VP & Executive Director and Takayoshi Saito (see Alternate tab) will do site inspection of The Saint Paul Hotel and Twin Cities (time permtting) on a layover from Toronto to Tokyo, November 12, 2003.
Notes Pre - 2012 5/7/2012 04:02 PM	Visit was canceled at last minute due to change in flight plan offered by NWA!
Notes Pre - 2012 5/7/2012 04:02 PM	Status - A
Notes Pre - 2012 5/7/2012 04:02 PM	Nobumoto-san expressed her pleasure (at a meeting with Taki) about the success of the Yo-Yo Ma concert tour. Very happy with SPCO gift bag, Ice Palace tour, media coverage, photo op with Yo-Yo Ma and Saint Paul Hotel. Would like to return for future concerts, would buy as many tickets as are available!
Notes Pre - 2012 5/7/2012 04:02 PM	Kotaro Kogi, VP and ED, inquired of Taki about availablility of Delta Queen charters for N.O. to St. Paul in May, 2005. Kogi got cold feet when Delta Queen took two weeks to respond!! GYB has excellent reputation for chartering large boats for cruises in Scandinavia, Alaska and Antarctic. These generally combine cruising with music.
Notes Pre - 2012 5/7/2012 04:02 PM	Offered package to Minneapolis January 2004 for Yo-Yo Ma concert. Wanteed 100+ tickets but could only get 26 which sold before being announced to public! Company has history of providing quality programs in Europe and is now moving into the US market. They do primarily cultural programs. Ms. Yukari Nobumoto is contact. Kotaro Kogi, VP & Executive Director, is also Vice Chair of JATA. Minne International is handling local receptive services.

Globetrotter Travel Guidebooks	Satoshi Handa, Producer
Diamond Big Co, Ltd Sanyo-Akasaka Bldg 3F 3-5-2 Akasaka Minato-ku, Tokyo 107-0052 Japan	*Phone:* +81 (3) 35602113 *Fax:* +81 (3) 35841221 *Email:* hand@arukikata.co.jp *Website:* www.arukikata.co.jp

Campaign Note Date	***Note***
JATA 2011 4/13/2012 05:19 PM	Discussed the MN ad for the USA Guidebook and Travel Trends magazine. He will follow-up with Yuko Miyamoto of Meet Minneapolis.

Globetrotter Travel Guidebooks	Masayuki Inai, Marketing Manager
Diamond Big Co, Ltd Sanyo-Akasaka Bldg 3F 3-5-2 Akasaka Minato-ku, Tokyo 107-0052 Japan	*Phone:* +81 (3) 35607336 *Fax:* +81 (3) 35842611 *Website:* www.arukikata.co.jp

Campaign Note Date	***Note***

JATA 2011 4/13/2012 04:44 PM	Inai san is the new marketing manager.

Globetrotter Travel Guidebooks	Ayako Watanabe, Assistant Editor
Diamond Big Co, Ltd Sanyo-Akasaka Bldg 3F 3-5-2 Akasaka Minato-ku, Tokyo 107-0052 Japan	*Phone:* +81 (3) 35607336 *Fax:* +81 (3) 35842611 *Website:* www.arukikata.co.jp
Campaign Note Date	***Note***
JATA 2011 4/13/2012 03:25 PM	Ms Watanabe edits the Western USA Guidebook and is, therefore, a contributor to the USA Guidebook. Marjorie Dewey is strongly considering including her in the MRC media fam tour projected for June, 2012 that will explore the upper MRC states, including MN.

Hankyu Travel International Co Ltd	Takatoshi Mori, Manager, Overseas Travel Sales Department
6F Sumitomo Fudosan Aobadai Tower 3-6-28 Aobadai Meguro-ku, Tokyo 153-8589 Japan	*Phone:* 81 (3) 6745-1812 *Email:* t.mori@hei.hankyu.co.jp *Website:* www.hankyu-travel.com
Campaign Note Date	***Note***
JATA 2011 4/13/2012 05:25 PM	They do groups of 30+/- pax and some FIT. It has been many years since they have had any MN product. They currently have a 16 day, west to east, cross-country motorcoach tour that uses Amtrak from Denver-Chicago. We discussed using Amtrak from Portland/Seattle to the Twin Cities. He knows Yuko Miyamoto of Meet Minneapolis. I gave him information on the new MSP Tours program developed by Kiku Enterprises.

Jalpak Co Ltd	Fumio Takeda, Director, America & Oceania Group
4-11 Higashi-shinagawa 2-chome Shinigawa-ku, Tokyo 140-8658 Japan	*Phone:* 81 (3) 5715-8042 *Fax:* 81 (3) 5715-9380 *Email:* fumio.takeda@jal.com *Website:* www.jal.co.jp
Campaign Note Date	***Note***
JATA 2011 4/13/2012 03:26 PM	Primarily does package tours utilizing parent company JAL's service, however, they do have a Mississippi River tour using American Airlines from Dallas to New Orleans to Memphis to Chicago. Groups are usually upscale seniors and some honeymooners. 80% are extended city breaks. 20% are FITs with roundtrip car rental. They used to use Sekusui out of Memphis but now using another receptive. He was recently head of the LA office where he was charged with the downsizing from 40 to 16 staff. A very painful experience.

Japan Footage Inc	Tsuyoki Wakabayashi, Researcher
7F The Second Tomita Bldg 1-25-3 Higashi-Azuba Minato-ku, Tokyo 106-0044 Japan	*Phone:* 81 (3) 5570-8020 *Fax:* 81 (3) 5570-8021 *Email:* wakabayashi@jfkinc.jp *Website:* www.jfkinc.jp
Campaign Note Date	***Note***

JATA 2011 4/13/2012 05:36 PM	Company provides material and ideas for travel programming on Fuji TV. They are considering focusing on the US in 2012. We discussed the Mississippi River as an iconic American theme and a relatively little known but authentic destination. The crew would like to stay in once lacation for up to three weeks to have an in-depth experience with local culture, food, etc. He is sympathetic to the idea as he lived in MN for five years ('83-'88) when he was a child.

Keishin Hayashi	**Keishin Hayashi, Radio Personality/Freelance Writer**
	Email: cbl18178@nifty.com
Campaign Note Date	***Note***
JATA 2011 4/13/2012 04:32 PM	Stopped by to say hello. He continues his weekly radio show and has now started a new newspaper for central Tokyo.

Kinki Nippon Tourist Co, Ltd	**Atsushi Saito, General Manager, Sales & Marketing Division**
Kinshicho Mark Bldg, 8F 3-4-2 Kotobashi Sumida-ku, Tokyo 130-0022 Japan	*Phone:* 81 (3) 6891-9316 *Fax:* 81 (3) 6891-9416 *Email:* saito812350@mb.knt.co.jp *Website:* www.knt.co.jp
Campaign Note Date	***Note***
JATA 2011 4/13/2012 03:21 PM	They continue to do MICE and technical visits and remain interested in the Twin Cities. They know and have worked with Yuko Miyamoto of Meet Minneapolis. I gave them information on the new MSP Tours program developed by Kiku Enterprises.

Kinki Nippon Tourist Co, Ltd	**Naonori Shibuya, Manager, Sales & Marketing Division**
Kinshicho Mark Bldg, 8F 3-4-2 Kotobashi Sumida-ku, Tokyo 130-0022 Japan	*Phone:* 81 (3) 6891-9316 *Fax:* 81 (3) 6891-9416 *Email:* shibuya893306@mb.knt.co.jp *Website:* www.knt.co.jp
Campaign Note Date	***Note***
JATA 2011 4/13/2012 04:48 PM	They continue to do MICE and technical visits and remain interested in the Twin Cities. They know and have worked with Yuko Miyamoto of Meet Minneapolis. I gave them information on the new MSP Tours program developed by Kiku Enterprises.

Kyosai Tourist Co, Ltd	**Osamu Enomoto, General Manager**
A1 Bergo Nogizaka #208 9-6-28 Akasaka Minato-ku, Tokyo 107-0052 Japan	*Phone:* +81 (3) 34082141 *Fax:* +81 (3) 54744780 *Email:* osamu@waltz.ocn.ne.jp *Website:* www.kyosaitourist.com
Campaign Note Date	***Note***
JATA 2011 4/13/2012 05:10 PM	He reported he will be offering two tours in 2012 (June & August) combining Portland, Glacier NP and the Twin Cities using the Empire Builder.

MO International Inc	Takashi Oeki, Assistant Sales Manager
Akasaka Shuzan Bldg 6F 5-5-13 Akasaka Minato-ku, Tokyo 107-0052 Japan	*Phone:* +81 (3) 45300758 *Fax:* +81 (3) 35869700 *Email:* takashi@mointer.jp *Website:* www.link-usa.jp

Campaign Note Date	***Note***
JATA 2011 4/13/2012 05:23 PM	Stopped by to say hello and learn about EMT's intent regarding a Japanese Website. He is now a Facebook friend of Yuko Miyamoto through whom he keeps up on Minnesota.

Nihombashi Traveller's Club Co, Ltd	Toru Nishiyama, Managing Director
Nisshokan Bldg 1F 1-10 Nihombashi-Kabutocho Chuo-ku, Tokyo 103-0026 Japan	*Phone:* +81 (3) 32420111 *Fax:* +81 (3) 32420112 *Email:* nishiyama@travellers.co.jp *Website:* www.travellers.co.jp

Campaign Note Date	***Note***
JATA 2011 4/13/2012 05:35 PM	Held two separate meetings; one with Nishiyama; one with Takahashi. I discussed general company interests with Takahashi – they specialize in groups of 15+/- who are high-end mostly retired seniors. Some of these groups are for women only. Travel is by motorcoach, train and occasionally cruise ships. The Great American Steamboat Company's new product is of interest as is the Mississippi River, Laura Ingalls Wilder Highway, nature, wildlife, flowers and culture. Nishiyama and I continued our discussion from Pow Wow 2011 about his idea of a Minnesota exclusive group tour including much of the above. I gave him contact information for Minne International and Kiku Enterprises both of which will develop itinerary proposals for his consideration. He intends to have the program available to sell for the summer of 2012 with three separate departure dates.

Nihombashi Traveller's Club Co, Ltd	Tomoko Takahashi, Manager
Nisshokan Bldg 1F 1-10 Nihombashi-Kabutocho Chuo-ku, Tokyo 103-0026 Japan	*Phone:* +81 (3) 32420111 *Fax:* +81 (3) 32420112 *Email:* takahasi@travellers.co.jp *Website:* www.travellers.co.jp

Campaign Note Date	***Note***
JATA 2011 4/13/2012 05:33 PM	Held two separate meetings; one with Nishiyama; one with Takahashi. I discussed general company interests with Takahashi – they specialize in groups of 15+/- who are high-end mostly retired seniors. Some of these groups are for women only. Travel is my motorcoach, train and occasionally cruise ships. The Great American Steamboat Company's new product is of interest as is the Mississippi River, Laura Ingalls Wilder Highway, nature, wildlife, flowers and culture. Nishiyama and I continued our discussion from Pow Wow 2011 about his idea of a Minnesota exclusive group tour including much of the above. I gave him contact information for Minne International and Kiku Enterprises both of which will develop itinerary proposals for his consideration. He intends to have the program available to sell for the summer of 2012 with three separate departure dates.

Nokyo Tourist Corporation	Yoshihiro Tsubokawa, Manager
1-11-20 Nishiki Naka-ku, Nagoya	*Phone:* 81 (52) 219-2049

Japan	*Fax:*	81 (52) 219-2061
	Email:	n.tsubokawa@ntour.co.jp
	Website:	www.ntour.co.jp

Campaign Note Date	***Note***
JATA 2011 4/13/2012 05:39 PM	Company has no history with MN. They do groups of active, upscale, rural seniors (70+), mostly retired farmers who are hardy folk. They like world heritage sites, agricultural related visits (farms, businesses) and experiential/learning activities. They have a nostalgic interest in pre-70's America so the Midwest should be appealing. Great American Steamboat product of interest.

R&C Tours Co, Ltd	**Naoki Hayashi, Supervisor, Land Arrangement Team**	
Koga Bldg 3-18-11 Hatchobori Chuo-ku, Tokyo 104-0032 Japan	*Phone:*	+81 (3) 32973354
	Fax:	+81 (3) 32973323
	Email:	hayashin@rctours.com
	Website:	www.rctours.co.jp

Campaign Note Date	***Note***
Notes Pre - 2012 5/7/2012 04:02 PM	E-mail could not be delivered!
Notes Pre - 2012 5/7/2012 04:02 PM	NWA World Vacations now carries both a 5 or 6 day Minneapolis package (utilizing the Normandy and the Hilton Mpls) and a 6 day New York/Minneapolis package combining shopping, sightseeing, cultural activities and more. The NYC/Mpls. packages are available from April thru Sept. and are, oddly, a product of the Osaka office even though they pass thru Narita on their way to MSP. It is possible to add up to two additional days in MSP. The Tokyo office does not have these programs in their catalog but does promote them on the website and via their biweekly e-newsletter.
Notes Pre - 2012 5/7/2012 04:02 PM	R&C recently started selling Delta Vacations packages to the U.S. among other destinations. Unfortunately the entire marketing push is directed at service out of the new Haneda terminal which does not have non-stop or direct service to MSP so the effect for MN is negligible.
JATA 2011 4/13/2012 04:36 PM	A new focus is young families. Our wildlife centers were of particular interest. Also discussed Amtrak service from Portland/Seattle. They said they cannot get tickets which allow a break in Glacier NP!! This may be due to a lack of lodging space. Need to investigate.

R&C Tours Co, Ltd	**Machiko Mori, Maketing & Planning Section**	
Koga Bldg 3-18-11 Hatchobori Chuo-ku, Tokyo 104-0032 Japan	*Phone:*	+81 (3) 32973458
	Fax:	+81 (3) 32973371
	Email:	morim@rctours.co.jp
	Website:	www.rctours.co.jp

Campaign Note Date	***Note***
JATA 2011 4/13/2012 04:37 PM	A new focus is young families. Our wildlife centers were of particular interest. Also discussed Amtrak service from Portland/Seattle. They said they cannot get tickets which allow a break in Glacier NP!! This may be due to a lack of lodging space. Need to investigate.

R&C Tours Co, Ltd	**Hiroshi Murakami, Purchasing & Operations Section**	
Koga Bldg 3-18-11 Hatchobori Chuo-ku, Tokyo 104-0032	*Phone:*	+81 (3) 32973334

Japan	*Fax:*	+81 (3) 32973371
	Email:	murakami-h@rctours.co.jp
	Website:	www.rctours.co.jp

Campaign Note Date	***Note***
Notes Pre - 2012 5/7/2012 04:02 PM	JTB acquired R&C and will make it a wholly owned subsidiary effective 1/30/06. Future of the World Vacations brand is very much in play as JTB also uses the name.
Notes Pre - 2012 5/7/2012 04:02 PM	R&C recently started selling Delta Vacations packages to the U.S. among other destinations. Unfortunately the entire marketing push is directed at service out of the new Haneda terminal which does not have non-stop or direct service to MSP so the effect for MN is negligible.
Notes Pre - 2012 5/7/2012 04:02 PM	JTB purchased R&C to strengthen their presence in the south pacific and Hawaii where R&C had an aggressive sales force. R&C Tours name will remain as a JTB subsidiary. No word yet on personnel changes or branch closings. R & C Tours' World Vacation online MN "Fly & Stay" package sold about 20 packages in 2005.
JATA 2011 4/13/2012 04:18 PM	A new focus is young families. Our wildlife centers were of particular interest. Also discussed Amtrak service from Portland/Seattle. They said they cannot get tickets which allow a break in Glacier NP!! This may be due to a lack of lodging space. Need to investigate.

R&C Tours Co, Ltd	**Koichi Oi, Assistant General Manager**	
Koga Bldg 3-18-11 Hatchobori Chuo-ku, Tokyo 104-0032 Japan	*Phone:*	+81 (3) 32973458
	Fax:	+81 (3) 32973371
	Email:	koichi_oi@rctours.co.jp
	Website:	www.rctours.co.jp

Campaign Note Date	***Note***
JATA 2011 4/13/2012 04:34 PM	A new focus is young families. Our wildlife centers were of particular interest. Also discussed Amtrak service from Portland/Seattle. They said they cannot get tickets which allow a break in Glacier NP!! This may be due to a lack of lodging space. Need to investigate.

R&C Tours Co, Ltd	**Masatsugu Uehara, Deputy General Manager**	
Koga Bldg 3-18-11 Hatchobori Chuo-ku, Tokyo 104-0032 Japan	*Phone:*	+81 (3) 32973022
	Fax:	+81 (3) 32973322
	Email:	uehara@rctours.co.jp
	Website:	www.rctours.co.jp

Campaign Note Date	***Note***
Notes Pre - 2012 5/7/2012 04:02 PM	Primary brand is WORLD VACATIONS with Tokyo, Osaka, Nagoya departures
Notes Pre - 2012 5/7/2012 04:02 PM	R&C recently started selling Delta Vacations packages to the U.S. among other destinations. Unfortunately the entire marketing push is directed at service out of the new Haneda terminal which does not have non-stop or direct service to MSP so the effect for MN is negligible.
Notes Pre - 2012 5/7/2012 04:02 PM	MN Product Yr - 2,004
Notes Pre - 2012 5/7/2012 04:02 PM	They have a new NWA World Vacations Fly & -Drive America brochure (4/1 - 9/30/2004) that includes MN (Twin Cities, Duluth, Grand Rapids, Bemidji, Itasca State Park, Park Rapids, Brainerd, Saint Cloud -- overnights are in Duluth, Bemidji, Brainerd & Mpls.). It will be distributed at agency counters and via e-mail to R&C list and NWA Word Perks members. The 2003 version had zero sales to MN!

Notes Pre - 2012 5/7/2012 04:02 PM	Company reports 2004 was the best year ever in terms of volume to the U.S. primarily on the strength of its Northwest Airlines World Vacations and MLT contracts.
Notes Pre - 2012 5/7/2012 04:02 PM	JTB acquired R&C and will make it a wholly owned subsidiary effective 1/30/06. Future of the World Vacations brand is very much in play as JTB also uses the name.
Notes Pre - 2012 5/7/2012 04:02 PM	NWA World Vacations now carries both a 5 or 6 day Minneapolis package (utilizing the Normandy and the Hilton Mpls) and a 6 day Minneapolis/New York package combining shopping, sightseeing, cultural activities and more. These packages are available from April thru Sept.
Notes Pre - 2012 5/7/2012 04:02 PM	Stopped by booth to say hello. Nothing new to report or request. Company continues as NWA World Vacations Japan operator. No follow-up necessary.
Notes Pre - 2012 5/7/2012 04:02 PM	JTB purchased R&C to strengthen their presence in the south pacific and Hawaii where R&C had an aggressive sales force. R&C Tours name will remain as a JTB subsidiary. No word yet on personnel changes or branch closings. R & C Tours' World Vacation online MN "Fly & Stay" package sold about 20 packages in 2005.
JATA 2011 4/13/2012 04:38 PM	A new focus is young families. Our wildlife centers were of particular interest. Also discussed Amtrak service from Portland/Seattle. They said they cannot get tickets which allow a break in Glacier NP!! This may be due to a lack of lodging space. Need to investigate.

Rasin Magazine	**Isao Tobe, Editor**
2-3 Ichigaya Honmura-cho Shinjuku-ku, Tokyo 162-8616 Japan	*Phone:* 81 (3) 3267-2831 *Fax:* 81 (3) 3267-2712 *Email:* tobe@ikaros.co.jp *Website:* www.rasinnavi.com

Campaign Note Date	***Note***
JATA 2011 4/13/2012 04:20 PM	Magazine used to be destination focused but recently shifted to a theme emphasis with multiple destinations.

Sekisui Inc	**Satoshi Matsui, null**
Nagatani Town Plaza 505 2-8-1 Tsukiji Chuo-ku, Tokyo 104-0045 Japan	*Phone:* 81 (3) 3248-2572 *Fax:* 81 (3) 3248-2573 *Email:* matsui@sekisui-jpn.com *Website:* www.sekisuiusa.com

Campaign Note Date	***Note***
JATA 2011 4/13/2012 05:43 PM	The company owner, Jimmy Ishi, is a restauranteur. Satoshi lived in Memphis for 15 years and is a huge Elvis fan(atic)! He runs tours out of three southern cities – Memphis, Atlanta and New Orleans. These are usually small groups of 10-12 seniors (50+) for 8 days and 6 nights. He serves as escort, guide and driver. He also organizes FIT itineraries for 2-4 pax. Toshi wants to expand up river from Memphis or out of MSP. He is interested in Amtrak service, Laura Ingalls Wilder Highway, fall color tours, BWCAW, Itasca State Park, fishing and winter product such as snowmobiling. Wants names and contacts for local RTOs, EMT's themed guides – Fishing, snowmobiling, scenic byways, Canoeing/BWCAW and guides for Stillwater, Red Wing, Wabasha/Kellogg and Winona.

SHE Japan Ltd	**Setsuko Watanabe, President**
2-28-8 Kitakokubun Ichikawa, Chiba 272-0836 Japan	*Phone:* 81 (47) 374-2003 *Email:* travel@shejapan.com *Website:* www.shejapan.com

Campaign Note Date	Note
JATA 2011 4/13/2012 05:22 PM	Ms Watanabe is a Publisher, Writer, Tour Operator/Leader. Her tours are small groups of seniors interested in nature, wildlife, food.

Terminal Inc	Tetsuro Koda, Sales Director

Japan

Campaign Note Date	Note
JATA 2011 4/13/2012 05:26 PM	Company is GSA representing seaborne cruises but they are interested in adding river cruises, hence are interested in Great American Steamboat product.

TJK Laboratory	Masanari Matsui, Owner and CEO

1-5-11 Ryogoku, #701
Sumida-ku, Tokyo 130-0026
Japan

Phone: +81 (3) 36348998
Fax: +81 (3) 36348998
Email: mars.matsui@gmail.com
Website: www.tjklab.jp

Campaign Note Date	Note
JATA 2011 4/13/2012 04:42 PM	Stopped by to say hello. For his next MRC trip he would like to visit Memphis.

Travel Journal, Inc	Adrian Mangiboyat, TJI Online Editor

TJ Hospitality Bldg 3-10-13 Higashi-nakano
Nakano-ku, Tokyo 164-0003
Japan

Phone: +81 (3) 33602450
Fax: +81 (3) 53323657
Email: adrian@tjnet.co.jp
Website: www.tjnet.co.jp

Campaign Note Date	Note
Notes Pre - 2012 5/7/2012 04:02 PM	Published article about Active America Minnesota in July 11 issue of TJI Online.
JATA 2011 4/13/2012 03:17 PM	Stopped by to say hello.

Travel Journal, Inc	Tsuyoshi Yamaguchi, Marketing Director

TJ Hospitality Bldg 3-10-13 Higashi-nakano
Nakano-ku, Tokyo 164-0003
Japan

Phone: +81 (3) 6685-0021
Fax: +81 (3) 6685-0028
Email: yamaguchi@tjnet.co.jp
Website: www.tjnet.co.jp

Campaign Note Date	Note
JATA 2011	Stopped by to say hello.

4/13/2012 05:37 PM

World Air-Sea Service Co, Ltd	Satoru Haruna, Manager
Hibiya-Marine Bldg 1-5-1 Yurakuchobv Chiyoda-ku, Tokyo 100-0006 Japan	*Phone:* +81 (3) 35014111 *Fax:* +81 (3) 35014114 *Email:* haruna@wastours.jp *Website:* www.wastours.jp

Campaign ***Note Date***	***Note***
JATA 2011 4/13/2012 05:17 PM	We discussed and I provide information on wildlife centers, fall foliage (they previously did a MN foliage tour), flowers and Mississippi River and Lake Superior cruising. Gave him info on the Great American Steamboat Company's new product.