

Tammy Guill
 Washington State Tourism
DMO Exchange

2008 NTA Tour & Travel Exchange Appointment Schedule

Booth #	Appointment Information	Notes/Business Cards
<u>Booth No:</u> 1423 A	001 PM 08:00 AM Sun., Nov 16 Teresa Weybrew Sports Travel and Tours 60 Main St. P.O. Box 50 Hatfield, MA 01038 USA 413.247.7678 Fax: 413.247.5700 teresa@sportstravelandtours.com	<u>Pre-Notes:</u> 3 – 4 Star Hotels Sports tour company seeking downtown hotel rates. Seattle is one of Top 10 cities! <u>Sent NTA ROI tracking email in August 2008.</u> Looking for downtown Seattle hotels with rates around \$169.00 - dates are 8/15 & 16/2009. Baseball road trips... Wants info on Silver Cloud next to Safeco also. May consider day trip / overnight for Twilight tour on Olympic Peninsula.
<u>Booth No:</u> 1319 A	002 PM 08:07 AM Sun., Nov 16 Jenny Hawthorne National Events , Inc. 9672 South 700 East Suite 200 Sandy, UT 84070 USA 801.495.9118 Fax: 801.495.9128 jenny@nationaleventsUS.com	<u>Pre-Notes:</u> 3 – 4 Star hotels High school bands, choirs, orchestras – "performance tours." Spring 09 needs performance venues, hotels (dbl/dbl - quad) rooms, from 15 to 70 rooms depending upon group. Mostly high school - some middle school & restaurants. Possibly consider Twilight tours including First beach activities.
<u>Booth No:</u> 1103 D	003 PM 08:14 AM Sun., Nov 16 Linda Varano Cross Country Tours LLC 500 Harrison Ave. Defiance, OH 43512 USA 419.782.1159 Fax: 419.782.1159 Crosscountrys2008@yahoo.com	<u>Pre-Notes:</u> No Information available Very new company - open to everything. Would like more information on the Tulip festival. Truly not sure of their customer base direction. Wants to handle boomers and students but not sure how to go about it?
<u>Booth No:</u> 1516 A	004 PM 08:21 AM Sun., Nov 16 Aurora Millet Trips Unlimited, Inc. 5056 Taravella Road Marrero, LA 70072 USA 504.340.8747 Fax: 504.347.0065 amilliet@tripsunlimitedinc.com	<u>Pre-Notes:</u> 3 – 4 Star hotels / open to new limited service chains Senior group travel, 2009 complete, now looking at 2010. Definite plans for WA / OR itin in 2011 will be 18 days in length. Would consider tulips and Olympic peninsula.

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<u>Booth No:</u> 1522 A	005 08:28 AM Sun., Nov 16 Roland Neave Wells Gray Tours, Ltd. 250 Lansdowne Street Kamloops, BC V2C 1X7 CANADA 250.374.0831 Fax: 250.374.2711 roland@wellsgraytours.com	PM <u>Pre-Notes:</u> 3 – 4 Star hotels Sells through TA's outside of four office area in BC. New soft adventure product – may be interested in <u>Waterfall Trail and Ranch</u> Spokane and Seattle theater trips very popular. Working details of revising their Harvest tour. Might consider Twilight in combination with waterfall trail on Olympic peninsula. Have had border crossing issues which make US sales more difficult than local options.
<u>Booth No:</u> 1412 A	006 08:35 AM Sun., Nov 16 Shebby Lee Shebby Lee Tours, Inc. P.O. Box 1032 Rapid City, SD 57709 USA 605.343.4852 Fax: 605.343.7558 shebby@shebbyleetours.com	PM <u>Pre-Notes:</u> 3 Star hotels Historic and cultural tours in Western states. <u>Arts & Culture itins</u> 2009 1 night in Clarkston - already booked as part of their Lewis & Clark tour. Might be interested in Long Beach L & Clark interpretive center & Cape Disappointment.
<u>Booth No:</u> 1420 A	007 08:42 AM Sun., Nov 16 Kevin Murphy Sports Leisure Vacations 9521-H Folsom Blvd. Sacramento, CA 95827 USA 916.361.2051 Fax: 916.361.7995 kevin@sportsleisure.com	PM <u>Pre-Notes:</u> 3 – 4 Star hotels / Will NOT use 2 star properties unless the only available lodging in area. Senior market, LOVES off – beaten path ideas. Seattle Top 10 cities - <u>Waterfall & Ranch</u> Need new option in San Juans for 12 dbl & 13 sgl on any two days during first two weeks of Sept. 09. Would prefer Friday Harbor and need dinner package onsite. Bringing back Hwy. 101 tour and are VERY interested in Amtrak's new service to Leavenworth / Fall of 2009.
<u>Booth No:</u> 1320 A	008 08:49 AM Sun., Nov 16 Suzie Simon New Horizons Tour and Travel 2727 Spring Arbor Jackson, MI 49203 USA 517.788.6822 Fax: 517.788.6847 ssimon@nhtt.com	SR <u>Pre-Notes:</u> 3 Star hotels Student groups 10 – 18 yrs of age. Bands, <u>special interest and class trips.</u> Office in Portland area is beginning to generate some Seattle interest. Need performance venues sent directly to: dclark@nhtt.com - atten: Don in the performance department.

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Booth No: 1500 A	009 SR 08:56 AM Sun., Nov 16 David Lewey Tauck World Discovery 10 Norden Place Norwalk, CT 06855 USA 203.899.6793 Fax: 203.899.6610 dlewey@tauck.com	Pre-Notes: 4 Star hotels – Very upscale 2 current programs featuring Seattle. Combine off – path and must see attractions. <u>NW Tribal Tourism and Waterfall Trail</u> 2010 / 2011 will begin new program SFO to SEA including SW WA & Mt. St. Helens. May consider cutting across state to include Olympic peninsula and waterfall trail at UNESCO heritage site.
Booth No: 1231 B	010 SR 09:03 AM Sun., Nov 16 Russell Rosenberry Islands in the Sun Cruises & Tours Inc. 348 Thompson Creek Mall #107 Stevensville, MD 21666-2500 USA 410.827.3812 Fax: 443.782.2371 info@crus-sun.com	Pre-Notes: 4 Star hotels (some 3 star) Cruise focused operator primarily "bank clubs." New high end "signature product" <u>coming online.</u> Previous Alaska cruise sales are beginning to slow - are looking for other "ship" options. Clipper to San Juans as a package would be of interest.
Booth No: 1129 A	011 PM 09:10 AM Sun., Nov 16 Julie Fish Flemming Tours, Inc. 1137 Colonnade Center St. Louis, MO 63131 USA 314.288.2000 Fax: 314.288.2007 julie@flemmingtours.com	Pre-Notes: 3 – 4 star hotels Only product WA ST can offer is pre / post <u>cruise – limited product to Rockies & SW</u> Bidding on Saga Holidays 09 / 2010 program as receptive. Very interested in San Juan islands, winter trumpeter swans & eagles in Skagit and a Twilight fan, so may consider Oly. pen.
Booth No: 1321 A	012 SR 09:17 AM Sun., Nov 16 Tony Minden OregonWest Excursions P.O. Box 12987 Salem, OR 97309 USA 503.585.3979 Fax: 503.585.3709 tony@orwest.com	Pre-Notes: 3 – 4 star hotels <u>Senior tour market. Twilight Tours Oly Pen</u> Possible Eastern WA ranch and chocolate tour for future. Will be returning to Oly pen in 2009 definitely and would consider including some Twilight features / beach bonfire, etc...

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Booth #	Appointment Information	Notes/Business Cards
Break	013 09:24 AM Sun., Nov 16	
Booth No: 1410 A	014 SR 09:31 AM Sun., Nov 16 Katherine Setness Setness Tours 2432 W. Benjamin Holt Dr. Stockton, CA 95207 USA 209.476.8486 Fax: 209.476.8488 katherine@setness.com	Pre-Notes: 3 – 4 star hotels Clientele aged 50 – 80. Interested in low season opportunities for rate flexibility. <u>Welcomes itineraries.</u> Current program includes 3 nts in LaConner and 2 nights in Portland. "Rail and Sail" itinerary is selling great for June 2009. <u>Nothing needed at this time.</u>
Booth No: 1203 B	015 SR 09:38 AM Sun., Nov 16 Ryan Droegemueller The Globus Family of Brands Globus, Brennan, Cosmos & Monograms 5301 S. Federal Circle Littleton, CO 80123-2390 USA 303.703.7479 Fax: 303.703.7601 rdroegemueller@globusfamily.com	Pre-Notes: 2, 3 – 4 star hotels 3 tiers of product, Globus, Globus Platinum and Cosmos. Special product requested. <u>Culinary, Wildlife, Heritage & Family.</u> Interest in Selkirk Loop for FIT"s. Interested in winter Swans and Eagles in the Skagit and Olympic Peninsula.
Booth No: 1029 A	016 PM 09:45 AM Sun., Nov 16 John Icabone Celestial Travel & Tours 4600 South Ulster Street Suite 125 Denver, CO 80237 USA 303.773.1224 Fax: 303.773.1316 groupdesk@celestialtrvl.com	Pre-Notes: No hotel ratings listed Student groups, golf, culinary & seniors. <u>Moving from student groups to full service.</u> Students only now - no senior market. Doing some performance shows in Yakima and interested in the wine country for the adults.
Booth No: 1101 A	017 PM 09:52 AM Sun., Nov 16 Cynthia Billette Columbia Crossroads Tours Inc. 4800 SW Macadam Avenue Suite 301 Portland, OR 97239 USA 503.225.9995 Fax: 503.225.1315 cynthia@columbia-crossroads.com	Pre-Notes: 3 – 4 star hotels Receptive operator in PNW. Inbound China, Japan, Singapore & Taiwan. Has had 7 PNW requests for receptive work already for next year from all over the country, however, expressed concern over rates in the Seattle area. Looking for \$129.00 range and possibly free bus parking?

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Booth #	Appointment Information	Notes/Business Cards
Booth No: 1100	018 10:30 AM Sun., Nov 16 Cathy Donahue Collette Vacations 180 Middle Street Pawtucket, RI 02860 401-642-4654 FAX: 401-728-1380 calestra@collettevacations.com	WALK UP APPOINTMENT Back in Seattle in 2010 with new program series. Seattle will get one night series from April 13 to Oct. 12th, 2010. Looking for hotel rates moderate range.
	019 PM 10:37 AM Sun., Nov 16 Debby Pratt Talbot Tours, Inc. 1952 Camden Ave San Jose, CA 95124 USA 408.879.0101 Fax: 408.879.0183 debby@talbottours.com	Pre-Notes: 3 – 4 star hotels Works with other TAP members. Soft adventure, pre / post cruise itineraries and needs an upscale hotel with a New Year's package – did not indicate year. Needs 2010 New Year's program at a hotel with big band, etc. 150 to 200 people, upscale. Winter birding in Skagit, combined with Suncadia and Yakima's Red Wine & Chocolate.
Booth No: 1218 A	020 10:44 AM Sun., Nov 16 Grueninger Travel Group Bill Sharp 201 W. 103rd Street Suite 380 Indianapolis, IN 46290-1087 317-465-1122 FAX: 317-479-1000 bsharp@ambassadair.com	WALK UP APPOINTMENT Handles all types of groups, incentive, student and seniors. Ran SEA-YVR-VIC tour this year, however only got 12 people on it. Will look over the itinerary book to see if anything would be viable for future trips.
Booth No: 1326 A	021 PM 10:51 AM Sun., Nov 16 Yvonna Camire Paramount Travel Inc 107-5450 152 Street Surrey, BC V3S 5J9 CANADA 604.575.6200 Fax: 604.575.6226 yvonnac@shaw.ca	Pre-Notes: No hotel preference listed <u>Only info – WA ST visited in last 2 years.</u> CANCELLED...
Booth No: 1015A	022 PM 10:58 AM Sun., Nov 16 JoAnn Mace Best Years Tours LLC 10568 Edinburgh Drive Highland, UT 84003 USA 801.201.7099 Fax: 801.763.8985 bestyearstours@live.com	Pre-Notes: No hotel preference listed Senior market – looking for all facets of tour itineraries, including coach companies. Mentioned "Humanity tours", might like <u>UNESCO World Heritage Site.</u> Would like both MTR and Starline to stop by with rate sheets for 2009. Consider Twilight, winter birding in Skagit and Red Wine / Chocolate for Yakima.

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<u>Booth No:</u> 1227 A	023 PM 11:05 AM Sun., Nov 16 Bruce Lima Holland America Line Inc. 300 Elliott Avenue W. Seattle, WA 98119-1422 USA 206.281.3535 Fax: 206.298.0631 blima@hollandamerica.com	<u>Pre-Notes:</u> Cruise & cruise tour operator, owned by Carnival Cruise lines. Head-quartered in Seattle. Bruce will consider Oly. Pen and Wine Country for possible future pre & post options. Liked Ranch tour itinerary to eastern WA in and out of Spokane.
<u>Booth No:</u> 1524 A	024 PM 11:12 AM Sun., Nov 16 Julie Burton Western Leisure, Inc. 7231 South 900 East #200 Midvale, UT 84047 USA 801.233.0600 Fax: 801.233.0900 julie@westernleisure.com	<u>Pre-Notes:</u> No hotel preference listed Wholesale groups coming from AAA & NTA. Private label for those groups as receptive. <u>ROI tracking sent in October 2008 / Spokane</u> Currently uses Spokane / Seattle and Tacoma in her programs. Is going to incorporate Yakima for 2009. Wants more info on winter birding in Skagit and Red Wine & Chocolate in Yakima.
<u>Booth No:</u> 1312 A	025 11:19AM Sun., Nov. 16 Marion Tours Paul Logan 346 Autumn Street Hamilton, AL 35570 205-921-3940 FAX: 205-921-3940 mariontours@yahoo.com	WALK UP APPOINTMENT Stays in Seattle before their Canadian Rockies package. Uses limited service like Hampton Inns and has used the Clipper in the past for some programs. Will review itineraries when binder arrives in their office and contact DMO's for more information if they are interested in expanding their product.
<u>Booth No:</u> 1212 A	026 PM 11:26 AM Sun., Nov 16 Angelae Bordagaray Good Times Travel, Inc. 17132 Magnolia Street Fountain Valley, CA 92708 USA 714.848.1255 Fax: 714.848.2855 abordagaray@goodtimestravel.com	<u>Pre-Notes:</u> 3 - 4 star hotels Pre-formed groups, mostly seniors / mature. Alaska cruise from Seattle / Aug. 2008. <u>Open to new hub & spoke itineraries.</u> New tour for summer 2010. Starts in Seattle, to Oly pen., down coast to Mt. St. Helens, SW Washington and over to Columbia river gorge area before flying out of Portland. Wants rates along this route for attractions and overnights.

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Booth #	Appointment Information	Notes/Business Cards
Booth No: 1503 A	027 SR 11:33 AM Sun., Nov 16 Cloe Conton Terres Indiennes Inc. 18034 Ventura Blvd. #304 Encino, CA 91316-3516 USA 818.347.3922 Fax: 818.347.3979 cloe@terresindiennes.com	Pre-Notes: No hotel preference listed Int'l. inbound for France, Belgium, Scandinavia, Spain & Italy. Specialties are <u>press and incentive travel.</u> Tried to sell a 10 day from SFO to Seattle without luck. Wants to develop a new tour flying into Seattle to Salt Lake by coach. Needs coach and overnight rates. Sightseeing is their primary focus, so need rates for attractions and meals along the way. Will review itin. book and see if anything fits.
Booth No: 1002 A	028 SR 11:40 AM Sun., Nov 16 Sonny Shang ACC America China Connection 2304 Huntington Drive Suite 226 San Marino, CA 91108 USA 626.286.0818 Fax: 626.286.6589 accusa@gmail.com	Pre-Notes: No hotel preference listed <u>Website in Chinese, have to assume this is Chinese inbound receptive.</u> Hainan airlines is very affordable currently only about \$400.00 to fly to Seattle. Would like more informaion about Museum of Flight and Future of Flight. His pax will only stay one night in Seattle before flying to SFO or Vegas.
Booth No: 1104 A	029 PM 11:47 AM Sun., Nov 16 Katie Chandler Cruises and Tours Worldwide 2440 S. Brentwood Blvd. Suite 108 St. Louis, MO 63144 USA 314.961.1020 Fax: 314.961.5416 katie@cruises-toursworldwide.com	Pre-Notes: No hotel preference listed Senior market with 60 bank travel clubs. Cruises and tours offered. Anchorage Top 10 cities – may be opportunity for pre & post <u>from Seattle.</u> "Lindsey" handles West Coast. They will begin coastal cruises in 2009, which may allow them more opportunity to see pre and post extensions in Seattle and surrounding areas. All groups are customized. Would like to see Seattle rates for overnights.
Booth No: 1427 A	030 PM 11:54 AM Sun., Nov 16 Shelley Thiessen Sun Fun Tours Ltd. #101-929 Laval Crescent Kamloops, BC V2C 5P4 CANADA 250.314.9923 Fax: 250.374.5938 shelley@sunfuntours.ca	Pre-Notes: 2, 3 and 4 star hotels Casino gaming with own motorcoaches. Wants to expand product for senior, boomer <u>and student markets. Seattle Top 10 city.</u> Partners with Wells Gray and provides motorcoach - will not sell same type of product as Roland to avoid saturation of market. Shopping has been a great boost to their tours lately. LOVE Silver Reef and Tulalip Casinos! May need rooms for Blue Jays game in Seattle.

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Booth #	Appointment Information	Notes/Business Cards
<p><u>Booth No:</u> 1117 A</p>	<p>031 DR 02:15 PM Sun., Nov 16 Shannon Larsen Ed-Ventures, Inc. 320 Elton Hills Drive, NW P.O. Box 7086 Rochester, MN 55903-7086 USA 507.289.3332 Fax: 507.281.9747 shannon@ed-ventures.com</p>	<p><u>Pre-Notes:</u> 3 – 4 star hotels Primary focus on int'l. OUTBOUND, however, indicated WA ST was on their destination list.</p> <p>2008 did some Alaska cruises out of SEA. Is not planning anything for WA ST for 2009, will work with TAP supplier.</p> <p>Occasionally needs step on guides in Seattle area and would like to have that information for possible future requests.</p>
<p><u>Booth No:</u> 1409</p>	<p>037 02:57 PM Sun., Nov 16 Serendipity Tours Connie Dudley P. O. Box 69189 Tucson, AZ 85737 520-742-3330 FAX: 520-544-4447 info@serendipitytravelconsultants.com</p>	<p style="text-align: center;">WALK UP APPOINTMENT</p> <p>Culinary "high end" clientele, very well traveled and most likely have already been to Seattle. Need the "private tour" experience, something exclusive that is not mainstream. Looking at a new product 3 - 4 nts for 10 - 12 women, or 12 -15 couples.</p> <p>Wants more information on Cherry Wood B&B and will review all the culinary tours begin sent to her office.</p>
<p>Open</p>	<p>038 03:04 PM Sun., Nov 16</p>	
<p>Open</p>	<p>039 03:11 PM Sun., Nov 16</p>	

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Booth #	Appointment Information	Notes/Business Cards
<u>Booth No:</u> 1115 A	045 03:53 PM Sun., Nov 16 Aaron Cardin Discovery Tours 2340 Harrison Ave. Centralia, WA 98531 USA 360.736.7883 Fax: 360.807.0639 mydiscoverytours@hotmail.com	DR <u>Pre-Notes:</u> No hotel preference listed Int'. Inbound from Mexico, Argentina & Spain. <u>25 years experience in PNW market.</u> Postponed appointment as they would like to meet in Olympia for an extended meeting.
Open	046 04:00 PM Sun., Nov 16	
Open	047 04:07 PM Sun., Nov 16	
<u>Booth No:</u> 1530A	048 04:14 PM Sun., Nov 16 Rebecca Hahlbeck World Wide Country Tours 5939 Country Lane Greendale, WI 53129 USA 414.423.3700 Fax: 414.423.3944 rhahlbeck@countrytours.com	DR <u>Pre-Notes:</u> 2, 3 and 4 star hotels 2009 cruise tour series in WA ST on Holland America. 3 Mystery tours in WA ST for 2009, <u>beginning & ending in Seattle.</u> Needs bids from Tacoma waterfront restaurants for cost effective dinner. (not Dukes). Alaska cruises are booked for 09, overnights already taken care of at the airport. Possible extensions of pre and post if Nan Delwiche is contacted in her office.

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Booth #	Appointment Information	Notes/Business Cards
<p><u>Booth No:</u> 1313</p>	<p>049 04:21 PM Sun., Nov 16 Mayflower Tours Jeanne Czerwinski 1225 Warren Avenue P.O. Box 490 Downers Grove, IL 60515 630-435-8219 FAX: 630-960-3575 jeanneczerwinski@mayflowerours.com</p>	<p>WALK UP APPOINTMENT</p> <p>New program for 2010: First and last night will be in Seattle utilizing Amtrak to move guests from Seattle north to Vancouver, then south to Portland with a "day" stop for Chihuly in Tacoma. May be able to extend this into Leavenworth when service begins in fall of 2009.</p>
<p><u>Booth No:</u> 1507 B</p>	<p>050 04:28 PM Sun., Nov 16 Matt Teixeira Tourco, Inc. 16 East Pond Road Nobleboro, ME 04555 USA 207.563.2288 Fax: 207.563.3330 matt@tourco.com</p>	<p>2010 Expanding to FIT fly-drives and small groups. Needs information on city packages and a complete list of hotels in Seattle including limited service, boutique and high end. Looking for 3 tiers of pricing.</p> <p>Needs two binders sent to office.</p> <p>Very interested in Cherrywood B&B for 2009! Send info asap from Yakima.</p>
<p>Open</p>	<p>051 04:35 PM Sun., Nov 16</p>	

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Booth #	Appointment Information	Notes/Business Cards
Booth No: 1133 A	057 05:17 PM Sun., Nov 16 Lori Tedder FTI North America 4901 Vineland Road Suite 140 Orlando , FL 32811 407.345.5119 Fax: 407.345.1223 lori.tedder@fti-na.com	DR Pre-Notes: 1, 2, 3 and 4 star hotels Int'l. Inbound receptive – primarily Germany. West coast office in Las Vegas. Interested in Western National Parks. German FIT's. 1 group coming to Seattle in 2009 for the Neurology conference. Needs German speaking guides, suggested Uniquely NW.
Booth No: 1128 A	058 05:24 PM Sun., Nov 16 Jack Hintz Fancy-Free Holidays, Inc. 24 W. 500 Maple Avenue Suite 216 Naperville, IL 60540 USA 630.778.7010 Fax: 630.778.7910 tours@fancyfreeholidays.com	OR Pre-Notes: 3 and 4 star hotels OPERATOR REQUEST Was looking for new ideas and high res images for his brochure. Binder sent has photo image library on it so he should be set unless he needs something not included on that CD...
Open	059 01:30 PM MONDAY, Nov 17	
Open	060 01:37 PM Mon., Nov 17	
Open	061 01:44 PM Mon., Nov 17	

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Open	067 02:26 PM Mon., Nov 17	
Open	068 02:33 PM Mon., Nov 17	
<u>Booth No:</u> 1406 A	069 02:40 PM Mon., Nov 17 Lina Di Carlo RMP Travel, Inc. 301 W. 53rd Street Suite 3A New York City, NY 10019 USA 212.581.8051 Fax: 212.956.8063 linadicarlo@rmptvl.com	DR <u>Pre-Notes:</u> 1, 2, 3 and 4 star hotels Seniors, students, bank travel & incentive. <u>Wants Seattle info.</u> They work around the Seattle convention calendar. Say that Tom Jaffa books all their business for them. Very excited about Twilight and the wine region.
<u>Booth No:</u> 1224 D	070 02:47 PM Mon., Nov 17 Mr. Jace Vogler Holiday Travel, Inc. 2727 Henry Avenue P.O. Box 87 Eau Claire, WI 54702 USA 715.834.5555 Fax: 715.834.8554 jjv@holidayvacations.net	DR <u>Pre-Notes:</u> 3 star hotels Senior market, very "cost effective" minded. 2 series tours, Alaska and Canadian Rockies through Lynnwood. <u>Seattle Top 10 City.</u> Jace needs rooms around \$99.00 for his very large series. Has some dates for 2009, however, also gave his dates for 2010 - see attached. Wants to be as close to Seattle as possible and needs a 3 star or very special limited service property. If breakfast is included may be the deciding factor.

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<u>Booth No:</u> 1311 A	082 DR 04:42 PM Mon., Nov 17 Allen Glander Main Street Tours, Inc. 1751 W. Torrance Blvd. Suite N Torrance, CA 90501 USA 310.212.0791 Fax: 310.212.0968 allen@mainstreettours.com	Pre-Notes: 3 – 4 star hotels Mature market 60+ yrs. Sample itineraries welcomed. Has itinerary book from state / Aug. 2008. <hr/> June 2009, has everything set- has two groups as a direct result of my visit in August with the itinerary book. LOVED it and thought it was one of the best compilations of information he has seen, especially with the photo CD attached. He will continue to use it for new product and liked the new Choc. & Ranch tours.
<u>Booth No:</u> 1515 B	083 04:49 PM Mon., Nov 17 Travel Concepts Karen Rieke-Widhalm 1223 M Street Aurora, NE 68818 402-694-5731 FAX: 402-694-4031 karenr@hamilton.net	WALK UP APPOINTMENT Note new address... Women's and men's groups from Australia, New Zealand and Canada. Will review the itinerary book when it arrives and let me know which ones peak her interest. Definitely will have groups in Washington state by late 2009 or early 2010.
<u>Booth No:</u> 1230A	084 DR 04:56 PM Mon., Nov 17 Brad Sidjak International Coach Tours 4131 Vanguard Road Richmond, BC V6X 2P6 CANADA 604.270.6288 Fax: 604.244.8114 charter@islbus.com	Pre-Notes: 2 & 3 star hotels Senior market, looking for resorts in WA ST., as well as images. Has xmas program in <u>Leavenworth & Wenatchee.</u> <hr/> Wants historic downtown hotels /spas in conjunction with special events & festivals. Urban locations will accommodate FIT's, however, remote areas / scenic byways will be more for his groups - especially hikers. Also says that Mandate Tours in BC., is a great fit for 4 star resorts or national park inns.
Open	085 05:03 PM Mon., Nov 17	

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<u>Booth No:</u> 1416 A	108 DR 10:28 AM Tue., Nov 18 Joyce Beck Specialty Tours, Inc. 3095 S Parker Rd Suite 150 Aurora, CO 80014 USA 303.337.7488 Fax: 303.337.9257 joyce@specialtytours.com	<u>Pre-Notes:</u> 3 – 4 star hotels Senior market looking for full service properties in resort settings. Looking for "theme" activities, also does mystery tours. <u>Hotels Please NOTE:</u> Will not work with any properties that include attrition clauses. Needs 30 days out no penalty or can't use facility. Very interested in winter birding in conjunction with Suncadia and Red Wine and Chocolate in Yakima for 2010. For August 2009, she is designing a 4 to 5 day mystery tour to the Oly. Pen with a Twilight theme & waterfall trail. Needs a 4 to 5 day xmas program for 2009, that would include a full days' activities on Christmas day. First night Seattle, then possibly Tacoma with a "give back" program during xmas day, maybe Zoolights?
Booth No: 1329	109 10:35 AM Tue., Nov 18 Premier World Discovery Michael Smith 2615 - 190th Street Suite # 200 Redondo Beach, CA 90278 310-372-3668 FAX: 310-376-8999 msmith@premierworlddiscovery.com	WALK UP APPOINTMENT Seniors and bank clubs. Likes hub and spoke and still has existing itineraries within WA State. PNW is a key market for him and was happy to hear about the development of Amtrak into Leavenworth for fall of 2009. Is interested in working in the Selkirk Loop for his FIT's.
Open	110 10:42 AM Tue., Nov 18	
Booth No: 1333	111 10:49 AM Tue., Nov 18 Progressive Travel Pam Miller B 3872 Hwy. 13 Spencer, WI 54479 715-659-4391 FAX: 715-659-5497 pmiller@progressivetravel.org	WALK UP APPOINTMENT August 2009, needs 4 to 5 day garden tour. Catalog needs to be done by mid-January. Is interested in private gardens, Pike place market. May want to be in Seattle first and last night of tour with stops in Gig Harbor, Poulsbo, Bainbridge Island and Sequim. Also interested in wineries and food. Needs "Hampton Inn" limited service type overnight with a good breakfast included in rate. DO NOT ROUTE ANYTHING OVER HOOD CANAL - BRIDGE WILL BE CLOSED.
Open	112 10:56 AM Tue., Nov 18	

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Booth #	Appointment Information	Notes/Business Cards
Booth No: 1407 A	114 DR 11:10 AM Tue., Nov 18 Tammy Rohde Satrom Travel & Tour, Inc. 561 S. 7th St. Southridge Center Bismarck, ND 58504 USA 701.258.5000 Fax: 701.258.7604 tammy.rohde@satromtravel.com	Pre-Notes: 3 – 4 star hotels Senior market tour company / travel agency. Anchorage is Top 10 City, and cruising is a specialty. Potential pre & post cruise options. Had 2008 fall foliage tour for 2008, but cancelled it.. Rebooked for 2009 and she has 14 people on it already. First 2 weeks of October 2009. Had not thought of Seattle as potential for pre and post cruise tours. Will review itinerary book when it arrives for possible 3 - 4 day tours around the WA state area.
Open	130 09:17 AM Wed., Nov 19 Star Destinations Pam Corderman 1903 North U.S. Hwy. 71 Box 456 Carroll, IA 51401 712-792-9793 FAX: 712-792-5229 pamc@stardestinations.com	WALK UP APPOINTMENT Joint tour with WA / OR – 10 days wants to cover wine country & Olympic peninsula in additional to YVR, Victoria and Seattle. Culinary and wine are very important factors on this tour, as well as some “farm – hands-on” experiences. Apres Vin would be a good stop in Yakima area.
Open	131 09:24 AM Wed., Nov 19 CAL Travel & Tours Alice Lin # 50 – 10551 Shellbridge Way Richmond, BC Canada V6X 2W9 604-207-9188 ext. # 101 FAX: 604-207-9218 alicelin@calworld.com	WALK UP APPOINTMENT Currently runs tours to Mt. Rainier, Mt. St. Helens, Tacoma and Olympic peninsula. Will look through itinerary book to see if she can expand her product in WA state.
Open	132 09:31 AM Wed., Nov 19 Anderson Vacations Heather Huska 311, 117 – 1 st Street SW Calgary, AB Canada T2R 0T9 403-245-6200 FAX: 403-245-6210 product@andersonvacations.ca	WALK UP APPOINTMENT Has existing tour that needs some help with finer details. Wants to change it ASAP for new catalog and deadline for new one is in December. Wants to go over everything, so needs a phone call the week of Thanksgiving by state tourism.
Open	133 09:38 AM Wed., Nov 19 Tours with Faye, LLC. Faye Brown 2904 Hope Avenue Columbia, SC 29205 803-397-4187 FAX: 803-779-1971 ext. 14 Fbrown692@yahoo.com	WALK UP APPOINTMENT Was just in WA state in September scouting for new tour. Seattle, Victoria (Butchart Gardens) and is open to other experiences throughout our state. Did not have an idea how long the tour would be, or when it would be put in place. Is very open to FAMS, to help her see the potential in all areas.