

POW WOW 2009

	COMPANY INFORMATION	NOTES	AREAS OF INTEREST
1	<p>AEROPLAN Eric Engelhardt (sales manager) Aeroplan Reise GmbH Neumarkt 49 50667 Koln PO Box 10 01 63 D-50441 Koln englehardt@areoplan.de www.areoplan.de tel. +49 221 9247 11 dir. +49 221 9247 130 fax +49 221 9247 17</p>	<p>Aeroplan has been in the business for 28 years. 70% of their total business is in the US. Their local TV channel, 15 min show. Possibly could use existing B-Roll, but would have to format it to fit their needs. Cost for that type of production would be \$5,000 and the segment would be aired 4 times in Western Germany.</p>	<p>Focused on fly-drives and city stays. City Breaks – Seattle</p>
2	<p>AIREKA Reisororganisatie Bart Verhoeff (director/owner) Singel 302 1016 AD Amsterdam bart@aireka.nl www.aireka.nl tel. +31 (0)20-561 20 00 cell +31 (0)6-430 01 763 fax +31 (0)20-620 25 51</p>	<p>Aireka is in the wholesale market, selling to both consumers and travel agents. 5000 pax into US in 2008, does not see decline occurring in their marketplace. August is a big month for camper / RV business due to the annual 7% bonus their country's workers receive. <i>RECEPTIVES: Travalco, American Ring and PNW Discovery.</i></p>	<p>Campgrounds and adventure travel, parks and nature type attractions. Beaches and coastal areas, ecotourism / nature and heritage / historical attractions.</p>
3	<p>AMERICA 4 YOU - L.L.C. Lena Ross (product manager) Kristen McNelly (assistant-product development/contracting) Po Box 2214 Fullerton, CA 92833 lana@america4you.net info@america4you.net tel. 714-447-3826 fax 714-447-3627</p>	<p>They are facing challenges getting wholesale rates for hotels. Interested in working with upscale accommodations in Wine Country, possibly CaveB and Desert Wind. Small amount of Ag interest. Germany is their largest market, followed by France and Belgium.</p>	<p>Very interested in Native American culture with authentic tribal itineraries. Northwest Tribal Footprints would be a good connection for Lena on the Peninsula. Other interests include ranches, riding, winter sports. Want info from K Diamond K and Bull Hill Ranches.</p>
4	<p>AMERICA AS YOU LIKE IT Maggi Smit (managing director) 2 Oxford House 24 Oxford Road North London W4 4DH magi@americaasyoulikeit.com www.americaasyoulikeit.com tel. 020 8742 8299 fax 020 8747 4331</p>	<p>Looking for a journalist (mother/daughter team) to for a FAM visit to peninsula for "Twilight". <i>RECEPTIVES: AlliedTPro</i></p>	<p>Twilight area / Olympic Peninsula is a highlight for a possible individual press FAM. Also feature adventure travel, city breaks, children/family, cruises, cultural, special interest programs, shopping and winter sports.</p>
5	<p>AMERICA UNLIMITED Timo Kohlenberg (marketing and</p>	<p>Timo has promised to send us his pax numbers for 2008 to WA. May</p>	<p>Wine tours are of interest. Would like to create a twelve day fall</p>

	communications manager) Leonhardtstr. 10 30175 Hannover tk@america-unlimited.de www.america-unlimited.de tel. +49(0)511.37 44 47 52 fax +49(0)511.37 44 47 70	send over a food and wine journalist to do the itinerary first and create a "buzz" this fall. Would make this product available on-line.	harvest wine country itinerary – splitting the time between WA & OR.
6	AMERIKAREISEN.AT Karin Ochenbauer (general manager) Horst Worm (product manager) Buchberggasse 34 A-3400 Klosterneuburg, Austria office@amerikareisen.at www.canadareisen.at tel. 011-43-2243-25994 fax ++26198	2010 new itinerary Vancouver Island to Olympic Peninsula. Wants to be on our media list for updates. Drop in RV use, strong move towards motorcycles and individual vehicles. Podcasts are available on website. Newsletters do NOT work for them, web and printed catalog only.	Want Olympic Pen. tribal product to support the new itinerary for next year! Want to create another new 14 day itin with BC, WA and OR, focused on National parks, Mt. St. Helens, Mt. Rainier, North Cascades and use Portland and Seattle as gateways.
7	AUDLEY TRAVEL James Butler (program manger) John Brewer (director) New Mill, New Mill Lane, Witney Oxfordshire OX29 9SX United Kingdom james.butler@audleytravel.com john.brewer@audleytravel.com www.audleytravel.com tel. 01993 838 000 01993 838 700 fax 01993 838 010	This was Audley Travel's first time to Pow Wow. They've been in business for 14 years and have 80% repeat business. They offer 18-19 night trips that include multiple states and Canada. Need scenic byways maps mailed...	Main focus is on wildlife – looking for truly unique experiences. Other interests include: national parks, rural areas, hiking, camping, scenic byways and wine/culinary, children/family. Looking for a receptive operator that focuses on smaller hotel properties in the PNW.
8	AVENTURIA Caroline Niogret 42 ru de l'Universite 69007 Lyon cniogret@aventuria.com www.aventuria.com tel. 04 78 69 35 06	Offering 14-15 day trips, July-September. Would like to get Marina's contact information in Paris to assist in France. <i>RECEPTIVES: Rocky Mtn Holidays, AlliedTPro and HotelBeds</i>	A la carte programs only, extremely unique programming, have an itinerary that includes Tofino and Ucluelet in BC, combined with Olympic Peninsula.
9	BON VOYAGE TRAVEL & TOURS Karen Niven (sales manager) 16-18 Bellevue Road, Southampton SO15 2AY United Kingdom karen.niven@bon-voyage.co.uk tel. (023) 8024 8248 fax (023) 8024 8249	Recently re-launched website. Has been to Leavenworth and was very impressed by the produce and scenery in that area. Will only work with hotels that work with receptives. <i>RECEPTIVES: HotelBeds, Funway, GTA, ATI and Rocky Mtn. Holidays</i>	Interested in getting agreements with Ledgestone All Suites in Yakima and Hilton Garden Inn, as well as Quileute Oceanside Resort. Has specific needs in those areas.
10	BRITISH MARKETING SERVICES	Was formerly a rep for UK-British	Looking specifically for shopping

	Francis Billot (director) 64, Boulevard deSebastopol 75003 Paris, France Bms.voyages@gmail.com www.bms-travelshop.com tel. +33 (0)1 4266 0707 fax +33 (0)1 4266 0717	Tourism Authority, now a full fledge tour operator. They are currently working on their website and would like to develop more product.	ideas, national park info, arts, culture and scenic byways. Would need all services for these ideas.
11	CANADIAN TRAVELLER Janice Strong (editor) 88 East Pender Street, Suite 555 Vancouver, BC, Canada V6A 3X3 janices@canadiantraveller.net www.canadiantraveller.net tel. 604-699-9990 ext. 303 fax 604-699-9993	Magazine to 14,000 Canadian travel agents monthly. Is already on our media list for updates and loves it! Always gets great info from Kristin and Edelman. July issue was closing approx. 45 to 60 days prior for deadline. May possibly be able to organize a Canadian press FAM for the fall months.	Wants to do a "green theme" in the states. Very interested in Hyatt Olive 8 sustainability procedures.
12	CANUSA Touristik Tilo Krause-Duenow CANUSA Touristik GmbH & Co. NebendahlstraBe 16 22041 Hamburg, Germany tilo@canusa.de www.canusa.de tel. +49-40 22 72 53 17 fax +49-40 22 72 53 53	CANUSA reports large amount of seasonal motor home business and custom designed tours. BC, WA and OR which is seasonal. Very close with the Canadian Tourism Commission to harvest 2010 opportunities in BC with the Olympic Games. Is sending a proposal which WA may review to join in that effort.	Possible promotion for I-5 corridor communities to partner in co-op for Olympic Games exposure.
13	CRD INTERNATIONAL Friedrich Roth (product manager) CDR International GmbH Stadthausbrucke 1-3 20355 Hamburg, Germany Froth@crd.de www.crd.de tel. 040/300 616-0 fax 040/300 616-55	2008 was an excellent year, they already have 2007 volume booked! Fly/drives are stable, with motor home / camper trips down due to gas prices. Numbers are coming in June of 2008 pax into WA state. <i>RECEPTIVES: Travalco and Tourico</i>	Interested in hiking/biking, ranch/riding, tribal/native people, wine/culinary, adventure travel, beaches/coastal and winter sports activities. Soft adventure with famous attractions, ie Mt. Baker snowboarding, etc...
14	DE JONG INTRA VAKNTIES Wilfried Verkaik (senior product manager) Havenkade 1, Postbus 900, 2980EB Ridderkerk The Netherlands Wilfried.verkaik@dejongintr.nl www.dejongintra.nl tel. +31 (0) 180 45 77 13 fax +31 (0) 180 43 06 07		
15	DERTOUR GmbH & Co KG Christina Maurer (product manager) Emil-von-Behring-StraBe 6 60424 Frankfurt am Main christinamaurer@dertour.de http://www.dertour.de tel. +49 69 9588-3214 fax +49 69 9588-843214	Coming for a visit to PNW in November. #'s are down for 2009 by approx. 30% across the board for the US. Golf is gaining momentum with their new golf brochure. Group focus is heavy.	Interested in Chambers Bay for US Open in 2015, as well as any additional "upscale" courses in the state. Twilight is of interest and would like to hear from Quileute Oceanside Resort as a "new" destination for that tour. Winter sports – Simone Laux is the product manager. Needs a

			breakfast location in Seattle for 50 pp, but was unsure of the date.
16	<p>DESTINATION SA Katia Martz (outgoing USA manager) Chateau de Pourtales 161, rue Melanie F-67000 Strasbourg katia@destination-fr.com www.destination-fr.com tel. 00 33-(0)3 88 60 70 70 fax 00 33-(0)3 88 61 93 32</p>	<p>Travel agency based in France. Taylor made programs combining WA with Canada. FIT and Groups..</p> <p>Needs 30 Scenic Byway Maps</p>	<p>Would like more information on Lake Quinault Lodge and Olympic National Park.</p>
17	<p>DISCOVER AMERICA COMMITTEE Embassy of the United States of America Peter Strandby (commercial specialist) US Dept. of Commerce Dag Hammarskjolds Alle 24 DK-2100 Copenhagen, Denmark peterstrandby@mail.doc.gov www.buyusa.gov/denmark tel. (45) 3341 7117 cell (45) 2928 6107 fax (45) 3542 0175</p>		
18	<p>EAGLERIDER Anne Tattersall (sales & marketing) Vargershuizenweg 50 7524 PL Enschede The Netherlands Anne.tattersall@eaglerider.nl www.eaglerider.nl tel. +31 53-53 63 266 fax +31 53-57 27 325</p>	<p>Harley operator, motorcycle rentals. They have two tours to WA state, customers can use itineraries or customize. No leader, on-own. Usually small groups, 2-3 bikes or individual. 23 day NW / Canada with some RV and car rentals also.</p> <p>Needs: Travel Planner mailed and will connect her with the online version also.</p>	<p>Adventure travel, other special interest programs, wine/culinary. Open to new ideas including a possible 14 day bed and breakfast tour which would include Yakima. Needs info on CherryWood B B & Barn. Clients make some lodging decisions on own while on the road. Beginning to see a trend in booking lodges and more upscale accommodations. Catalog online for viewing: www.eaglerider.nl</p>
19	<p>EXPEDIA MEDIA SOLUTIONS Vicki Wickens (head of media solutions) 42 Earlham Street London WC2H 9LA United Kingdom vwickens@expedia.com expedia.com/mediasolutions tel. +44 (0) 207 019 2028</p>	<p>Major on-line bookings in order. Based in London office. Representatives will be in WA in July 2009.</p>	<p>Classics Vacations is a package tour provider. Booked 792,000 pax to WA in 2008, = \$200 Million gross sales.</p>

	cell +44 (0) 787 219 1431 fax +44 (0) 207 098 6191		
20	FM TOURS Michael Marzano 3322 Clay Avenue Orlando, Florida 32804 Michael@fmtours.com www.fmtours.com tel. 407-895-5634 or 1-800-445-1486 fax 407-895-5637	Receptive for IcelandAir. Hotels are all set for the new service beginning in July 2009.	Needs info from both Evergreen Escapes and Clipper Vacations due to the regularity of their tour programs offered. Very rooms focused, however ecotourism is very popular and wants to work some of those "buy in options" for possible inclusion for the in flight magazine and tour product.
21	FTI TOURISTIK Ulrike Grube (product manager) Frosch Touristik GmbH FriedenstraBe 32 81671 Munchen, Germany ulrike.grube@fti.de www.fti.de tel. +49(0) 89 / 2525-8103 fax +49(0) 89 / 2525-8109	Looking at adding a Seattle hotel page to increase interest. There's been a shift of visitors to Florida and the east coast due to rate reductions and air deals. Ken Schwartz is contract lodging contact in California. Room nights in2008 totaled 400, mainly in Seattle.	WA state is covered well in programs. Interested in co-op marketing program, base cost is 3,000 Euro for one year in catalog. Will start production for 2010, in August of 09.
22	GEBECO David Kaiser (product manager) Holzkoppelweg 19 D-24118 Kiel David.kaiser@gebeco.de www.DrTigges.de www.Gebeco.de www.goXplore.de tel. +49(0)4 31 – 5 44 6 – 390 fax +49(0)4 31 – 5 44 6 – 111	Uses TUI product - Younger clientele "active"...interested in itinerary for biking and hiking. 90% of group business is age 50+. Group size averages 25 – 26 for education and culinary experiences. Active brochure focuses on hiking/biking from SFO, through OR and into WA – 14 – 15 days total. <i>RECEPTIVES: New World Travel and American Ring, but open to others</i>	Clients are looking for "authentic" experience. Would like 3-4 star hotels, German speaking guide, and ideas for more education and cultural experiences throughout the state.
23	GTI TOURS Jasen Chen (president) 3F-1, No. 19 Nan King E. Rd.	Group mostly clientele currently booking in Seattle includes school groups in the summer. Alaska	Would like info on wine and culinary (especially Woodinville area.) Very interested in all

	<p>Sec. 3, Taipei Taiwan gtitours@ms41.hinet.net http://www.grandeurtoours.com tel. 886-2-25012277 fax 886-2-23222817</p>	<p>cruises mostly with HAL / Princess and book amount of gov't business to Boeing and Microsoft. Heavy concentration of SFO, LAS, NYC, Seattle is in transit to those cities mostly.</p>	<p>casinos as they are a big draw for their clientele.</p>
24	<p>H.I.S. TOURS USA INC. Kota Yoshida (manager) 900 Wilshire Blvd. #800 Los Angeles, CA 90017 yoshida@his-usa.com http://www.tour.his-usa.com tel. 213-624-0777 fax 213-688-1277</p>	<p>New office opened in Seattle. Clientele includes agritourism (working farm stays). 50% of bookings are direct through HIS</p> <p><i>RECEPTIVES: Azumano and Puget Sound Coach Lines</i></p>	<p>Very interested in ecotourism day tours. Needs info from both Evergreen Escapes and Clipper Vacations.</p>
25	<p>HOTELPLAN Fabio Negro (product manager) MTCH AG Sagereistrasse 20 CH-8152 Glattbrugg Switzerland fabio.negro@hotelplan.ch www.hotelplan.ch tel. +41 43 211 86 23 fax +41 43 222 96 40</p>	<p>Current long itinerary is 16 day/15 nights and is not selling well – they are contemplating changing the structure of the itinerary for summer 2010.</p> <p>Prefer 3 – 4 star hotels.</p> <p><i>RECEPTIVES: American Ring, ATI and AlliedTPro.</i></p>	<p>Routing on their current itinerary is Mt. Rainier National Park, Ocean Shores, Olympic National Park, Port Angeles, Richland, Seattle. If you would like to offer some additional attractions along this route (or a new variation) for consideration, please contact Fabio.</p>
26	<p>ICELANDAIR Thorvardur Gudlaugsson (general manager) 101 Reykjavik Iceland thg@icelandair.is www.icelandair.is tel. +354 50 50 769 fax +354 50 50 127</p>	<p>New service into Seattle to begin late July this year. Partners with Alaska Airlines. Possible FAM for 10 – 12 ppl in fall of 2009.</p> <p>Scenic Byways map available in PDF?</p> <p>Send 100 Exp. WA English lure piece</p>	<p>All hotel accommodations are handled by FM Tours – see separate notes and contact information under this tour operator. IcelandAir has their own packages as well with 70 – 80 sales persons.</p>
27	<p>INTERNATIONAL TRAVEL GROUP Birgitte Bosma (senior product manager) Larenweg 40, 5234 KA 's-Hertogenbosch PO Box 4029, 5203 GA 's-Hertogenbosch The Netherlands birgitte@itgcompanies.nl tel. +31 (0)73-844 20 05</p>	<p>She is working on stats through Vincent at BuroSix. ITG is Brand name but have two identities: Their upscale market is very individual, mostly to exotic locations. Mid-range is a better fit for USA market and sells through TravelWorld and WereldContact – more urban experienced travelers. Many opportunities for co-op partnerships here from enewsletter to</p>	<p>Interested in all areas of state and focusing on national parks, driving tours, metro cities, hiking/biking, arts/culture, historical, wine/ culinary and Scenic Byways.</p>

	cell +31 (0)6-5794 4303 fax +31 (0)73 548 20 66	sponsorship of articles for 1800 euros. Travel fair in Nov. BuroSix covers already. <i>RECEPTIVES: AlliedTPro</i>	
28	INTERNATIONAL TOURIST TRAVEL SERVICES Mohammed Imam (director) 21 Abdelhameed Shouman Street Jawharet Amman BLDG. Shmeisani PO Box 9673 Amman 11191 Jordan itts@itts.co.jo nth1mxi@europe.ups.com tel. +962 6 568 55 00 fax +962 79 553 56 85	Needs background in US destinations. Uses Galileo system-hotels only, no information on attractions. Works primarily with business travelers. Is also a software distributor.	Driving tours, metro cities, arts/cultural, scenic byways, shopping, high tech.
29	JAN DOETS AMERICA TOURS Lilian Kossen (product manager) Gerrit Rietveldweg 1 1703 DD Heerhugowaard The Netherlands l.kossen@jandoets.nl www.jandoets.nl tel. 011 31 72 - 575 33 58 fax 011 31 72 - 575 33 04	Jan Doets saw 30% growth in 2008. They sent 12,000 per year to the US, 50 - 60% of those to the west coast. They've began a campaign advertising US and Canadian destinations on the back of trucks. 2007 number of visitors to WA State was 4,000.	Very interested in continuing her "truck advertising campaign" to help promote Washington State in the Netherlands. Typical cost for 3 months is usually \$4,000 for WA ST and \$4,000 for Oregon (partner ad.) Other opportunities are available for co-op marketing.
30	JTB INTERNATIONAL Kosei Kubota (manager) 156 West 56 th Street, 3 rd floor New York, NY 10019 kkubota2@jtbi.com tel. 212-698-4999 fax 212-246-5607	Never been to WA State and is based in NY. Is learning the West Coast and handles approx. 110,000 ppl inbound annually, however, 2009 is expected to be much less. Swine flu issues, business travel has halted, however looking forward is interested in Twilight. Will check Azumano's web site for more information about selling to that area.	Olympic Peninsula of interest due to Twilight connection.
31	JAUN TOSELLI INTERNATIONAL TOURS Juan Toselli (director) Rivadeo 1263 Cordoba, Argentina jaun@jauntoselli.com www.juantoselli.com tel. 54 351 4149615	Is visiting WA in September, going to Glacier National Park during the same trip. Has stayed in Vancouver, WA before.	Tacoma, Yakima, Tri-cities, Walla Walla and Spokane may want to contact him to offer possible tour options during his September 2009 trip.

32	<p>KENSINGTON TOURS Eimear Duggan (manager) 20 Richmond Street E. Suite 212 Toronto, ON M5C 2R9 Canada eimear.duggan@kensingtontours.com tel. +1 (416) 862-2001 fax +1 (416) 862-2003</p>	<p>Awarded "Best Travel Company on Earth" by National Geographic Adventure Magazine! Nothing currently being sold in Washington state, however in 2010 is planning on beginning in Seattle with individual 3 night hotel stays. May pair the hotel stays with eco-friendly day tours. Very upscale clientele mainly focuses on 4 & 5 star properties. If hotel stays work well, will begin selling formal itineraries.</p>	<p>Would like information from Evergreen Escapes and any other eco-friendly receptive offering regularly scheduled day tours. Needs info ASAP from Hyatt Olive 8 specifically due to eco position. Also would like info from upscale hotels in the downtown Seattle area for consideration in 2010. Kenmore Air - would also like to add a day tour by float plane to the San Juan Islands.</p>
33	<p>LE CERCLE DES VACANCES Romain Chereau 4, rue Gomboust (angle 31, avenue de l'Opera) 75001 Paris France rchereau@cerclledesvacances.com www.cerclledesvecances.com tel. 01 40 15 15 15 fax 01 42 61 68 81</p>	<p>Summer 09 looks good, even better than 2008 into WA / OR. Self drives are their best seller to this area. Rocky Mtn program ends in Washington state.</p>	<p>Wants DVD's for their agency featuring: Wildlife viewing, Tacoma art glass, Olympic Peninsula, Hoh Rain Forest, San Juan Islands, Eastern WA ranches / riding. Also interested in Spokane's cultural activities and the Davenport Hotel, birding, Olympic Peninsula waterfall trail, Selkirk Loop and Quileute Oceanside Resort – needs photos.</p>
34	<p>MEIER'S WELTREISEN DERTOUR GMBH & CO. KG Claudia Marx (product manager) Emil-von-Behring-Str. 6, D 60439 Frankfurt, Germany claudiamarx@meiers-weltreisen.de www.meiers-weltreisen.de tel. +49 (0) 69/9588 3734 fax +49 (0) 69/9588 3746</p>	<p>Just attended the state's FAM tour in April of 2009. Requested update on our marketing commitment to the fly-drive catalog for 2010 itinerary. 2000 Euro, FIT page 4000 Euro partnership. Host possible "travel talk" to travel agents in Germany, 50 agents at each session – cost is 40 Euros per agent. Also has new opportunity in Las Vegas in November for presentation and booth at travel show exclusively for Germans – "Go West 2009" 3 nt package cost is 2,400 Euro. <i>RECEPTIVE: New World Travel</i></p>	<p>Would like specific information on tour operators who operate Twilight Tours to the Olympic Peninsula.</p>
35	<p>MIETETSU TRAVEL USA CORP. Ronald Toyota (executive director) 1515 West 190th St. #403 Gardena, CA 90248 rontoyo@aol.com tel. 310-323-4111 fax 310-323-5533</p>	<p>Has booked Japanese medical, sports, technical college students for 10 years now. Hotels only – no homestays. Typically 2 sets of groups annually. May/June and Sept/Oct. Has booked previously in Spokane, Tukwila and Tacoma areas. Uses Puget Sound Coach Lines for transportation.</p> <p>Needs list of community colleges to increase tours based on</p>	<p>Hotel needs are 15 – 20 rooms for 3 or 4 nts for each program. Many triples with rollaways. Looking for rates around 109 to 119 single to triple. Hotels please contact Ron directly for the fall 09 program coming up.</p>

		special interest.	
36	MESO AMERIKA REISEN GMBH Dr. Ulrich Finke (managing director) Wilmerdorfer STR. 94 D-10629 Berlin, Germany MESO-Berlin.de UFinke@alternativ-Tours.de Tel. +49 (30) 212 34 19 – 0 Fax +49 (30) 212 34 19 27	This is a Berlin based operator. Stated he has little knowledge of Eastern WA. <i>RECEPTIVES: AlliedTPro, Rocky Mountain Holidays, Canadian Travel Partners</i>	Interested in state wide ranch rates, inventories – looking for moderate pricing.
37	MWR HOLIDAYS AG Jurg Wanner (marketing director) Wengistrasse 7 PO Box 8267 8036 Zurich, Switzerland info@mwrholidays.ch www.mwrholidays.ch tel. 044 296 6000 fax 044 296 6006	Focusing on individual travelers and small groups. Fly-drive itineraries are best. <i>RECEPTIVES: ATI, Tourico</i>	Looking for new destinations and is open to Washington State receptive operators. Very interested in Hiking/biking and wine/culinary adventures around the state.
38	NET TRAVEL ASSOCIATES Marcus Blok (managing director) Amersfoortseweg 14 3941 EM doom The Netherlands info@nettravelassociates.com www.nettravalassociates.com Tel. +31 (0)88 – 9999 747 Fax +31 (0)88 – 9999 771	Online (with featured pdf's) - storefront only, no catalog. Net Travel sells directly to travel agents and operators. Focus is on Vegas, but expanding to other regions. 95% customized approach to all ages. <i>RECEPTIVES: ATI, Tourico, Hotelbeds and Rocky Mountain Holidays.</i> Send 3 copies of travel planner and 5 Scenic Byways maps	Possibly developing wine/culinary angle.
39	NEW WORLD TRAVEL INC. Kathleen Heerwagen (product manager) 5959 West Century Boulevard, Suite 610 Los Angeles, CA 90045 kathleenheerwagen@ca.newworldtravel.com www.newworldtravel.com tel. 310-568-9393 fax 310-568-9399	Acquiring a new system in 2010 that will allow operators to book online. 2008 was their best year ever, 2009 doing well. Numbers are: 2008 – 2100 room nights, already 1800 sold for 2009.	Interests in Seattle, Olympic Peninsula, Spokane, Yakima. Would like more choices around Mt. Rainier with allotments, however understands that may not be possible due to size of accommodations around the mountain. Would be interested in overnight housing on Crystal Mountain with chair lift ride to Summit House for dinners. NEEDS RATES ASAP for this!
40	NORTH AMERICAN JOURNEYS Jake Steinman (president) 2658 Bridgeway, suite 202 Sausalito, CA 94965 jake@visitNAJ.com www.TheTourOperator.com tel. 415-339-0578	Jake has many opportunities for research and marketing to the international tour operator market. Set up conference call upon return from Pow Wow to discuss options.	

	Fax 415-339-0582		
41	<p>NORTH AMERICAN TRAVEL SERVICE Karen Farrar (product & marketing manager) The Kennedy Building 48 Victoria Road Leeds LS11 5AF karenfarrar@nats-uk.com www.northamericatravelservice.co.uk tel. 0113 398 3002 fax 0113 242 0417</p>	<p>Her brochure does not have ample room for a large amount of promotion, however her website is much more flexible. Does all booking directly with suppliers, no receptives are used. Twilight is not generating much interest within her clientele of niche travelers. Uses Cruise West for cruise needs.</p>	<p>Interested in Suncadia, Quileute Oceanside Resort, Paradise Lodge and Sun Mountain Lodge.</p>
42	<p>NYHAVN REJSER A/S Dorthe Laerke Hansen (product manager) 1051 Copenhagen K, Denmark dorthehansen@nyhavn.dk www.nyhavn.dk tel. +45 33 188 457 +45 33 32 03 20 Fax +45 33 15 10 24</p>	<p>Has 3 segments of traveler: Dinkies, Confident Families and Empty Nester. Different approach to each segment based on niche / special needs. E-shots / specials on website – can customize pricing based on performance. May be a good co-op possibility.</p> <p><i>RECEPTIVES: ATI</i></p>	<p>Currently interested in fine-tuning their tailor made customized programs for incentive and business groups. Looking for 3 star hotels and up, more upscale depending on location.</p>
43	<p>ORBITZ WORLDWIDE David Bahlman (director) 1319 Blackwalnut Ct. Annapolis, MD 21403 david.bahlman@orbitz.com tel. +1 443-837-6061 fax +1 443 837-6061 cell +1 312-714-5141</p>	<p>Currently advertising 60 destinations. Reach 13-14 million people per month. Many marketing opportunities for all types of travel product.</p>	
44	<p>OVERSEAS TRAVEL AGENCY CO Masao Konda (executive director) Hommachi Hua Tong Building 5f, 5-16, 4-chrome, Hommachi, Chuo-ku, Osaka 541-0053 Konda-masao@vacation-ota.jp http://www.vacation-ota.co.jp tel. 06 (6265) 2140</p>	<p>Looking for new ways to promote. Most customers are sports students, looking for unique attractions and experiences. For the independent traveler high end resort accommodations for 9 day programs, do not move frequently stay 2-3 nights in each location.</p>	<p>With NW Airlines connecting in both Seattle and Portland – this offers open ended itineraries between the two cities. Needs new information for women based attractions (mother/daughter). Also interested in scenic byways</p>

	06 (6265) 2121 Fax 06 (6265) 2147	<i>RECEPTIVES: AlliedTPro, Azumano Travel</i> Put on international media update list.	attractions.
45	PROFIL REJSER Fredrick Wagner (manager of sales) Gammel Kongevej 3E DK 1610 Copenhagen V Denmark frwa@profil-rejser.dk www.profil-rejser.dk tel. +45 77 33 56 00 fax +45 +45 77 33 56 01	Loss of direct flight an irritation, could consider using IcelandAir or Lufthansa. Target audience is 45 + years with annual income of 120,000 Euro. Travel 2 -3 times a year for 14 days or more. <i>RECEPTIVES: AlliedTPRO, Discover Canada and American Ring</i>	A lot of focus on Seattle cruise market. Looking for pre/post cruise options. Fly drives work well for them with a focus on national parks, culture, authentic heritage and tribal interaction.
46	REISEBURO MENZIKEN Gerhard Daetwyler (managing director) Bahnhofstrasse 7 5737 Menziken Switzerland gdaetwyler@bluewin.ch www.rbmenziken.ch tel. +41 62 765 50 60 fax +41 62 765 50 65 cell +41 79 279 26 52	June 1 – August 10 th is sold out !!! Maximum is 9 to 10 bikes, 20 ppl. Works very well with Eva at the Wiechmann office.	Most are special interest tours- Harley tours from Seattle to Coos Bay, Crater Lake, and the Cascades. Two week tours, 200 miles per day. Overnights are fixed but day activities and road rates are flexible. Looking at adding Whidbey Island en route back to Seattle.
47	SCANDINAVIAN AIRLINES Ellen Falk (key account manger/agent sales) PO Box 150 DK-2770 Kastrup Denmark ellenfalk@sas.dk www.sas.dk tel. +45 32322383 fax +45 32324774 cell +45 32322383	Deals with TA's selling leisure. Challenge is that no service is continuing direct into Seattle – farthest east they fly is Chicago. Cooperation with United and Delta. State suggested that a new partnership with Amtrak might be an effective way to move pax from Chicago directly into Washington state on the Empire Builder.	If a package is made with Amtrak westbound from Chicago on the Empire Builder, may be worth Spokane to pursue as the perfect gateway into the state.
48	SENIOR REJSER Charlotte Hoiberg (sales/production) Solvgade 15-17 1307 Kobenhavn K Denmark chho@senior-rejser.dk www.senior-rejser.dk tel. (+45) 33 93 88 00 (+45) 33 76 64 93	Owned by 65 Travel, largest agency for seniors in Denmark.	Focus is on seniors. Looking for something new for routes in 2010. 12-19 day trips. Generally leave from San Fran and access the NW from the south. Looking for a receptive operator to handle their itineraries. Looking for soft adventure for active seniors.

	fax (+45) 33 93 88 90		
49	SKTOURISTIK Natalie Schmidt Im sudfeld 96 48308 senden-bosensell mailus@skytouristik.de www.skytouristik.de tel. +49 2536/345-910 fax +49 2536/345-911	Main focus has been on Canada. Now shifting focus to US. Fly drives are up in sales for 2009. RV package sales are down to the US. Interested in agent FAMS and training for the PNW. Would like to be begin process by speaking to an eco-friendly tour operator / receptive in Seattle to assist with ground operations for winter sports.	Looking to produce a brochure for winter beginning in July, focus on self drives in BC & WA or WA & OR, good quality product, unique authentic experiences, lodges and cabins. Also interested in ranch stays for the summer, tribal, golf, national parks, wine/culinary, hiking/biking and wildlife viewing opportunities.
50	SKYTOURS Thomas Jenzer (director) Sagereistrasse 20 CH-8152 Glattbrugg, Switzerland thomasjenzer@skytours.ch www.skytours.ch tel. +41 43 211 71 55 fax +41 43 222 93 20 cell +41 76 315 36 80	6 time winner of Best Operator for NA. Proposal offered for consideration for Sept 17 th client event. Will be held at horse track and needs \$5,000 for sponsorship or get Starbucks to sponsor the coffee and baristas. 200 to 250 of their most traveled customers will attend.	13 travel agents just attended state FAM in June 2009, which visited Seattle, San Juan Island, Whidbey Island, Port Townsend, Port Angeles, La Push and Quinault.
51	BUITENHOF Inge Borghart (contracting manager) Noothoven van Goorstraat 11e 2806 RA Gouda The Netherlands Inge.borghart@buitenhof.nl www.buitenhof.nl tel. +31 (0) 182 58 70 57 +31 (0) 182 58 70 58 Fax +31 (0) 182 58 70 59	Walk up appointment: There is a brochure on the website specifying different activities.	Looking at options for trips for the mentally disabled, 10-15 days, groups of 14-24, multi-state trips, easy activities such as: boat trips, hiking, parks, museums-interactive, etc. They need a receptive operator to handle ground operations.
52	TEAM BENNS Karsten Svanholm Lind Norregade 51 7500 Holstebro, Denmark kali@team-benns.com www.team-benns.com tel. +45 46 91 02 95 cell +45 26 22 53 20	250,000 newsletter subscribers whom receive electronic brochures. 14-21 day tours generally. 60 bookings for 2009 through Cruise America. Will have a microsite on the NW up in the fall of 2009 featuring itineraries, packages with IcelandAir and stories. Online campaign with IcelandAir in the fall of 2009 also. <i>RECEPTIVES: AlliedTPRO</i>	Looking for more information on Seattle, Northwest Washington, San Juan Islands and Olympic Peninsula. Interested in national parks, driving tours and RV'ing.
53	TEN LIFESTYLE MANAGEMENT LTD. Zia Bapuji (regional destination manager) 30 Market Place London WIW 8AP ziabapuji@tenuk.com www.tenuk.com www.tenlifestyle.com	Upscale concierge travel is part of their service. 250k members. Preferred partner is 4 seasons. Marketing opportunities will be presented to Denise at FPR in London.	Request info on condo accommodations. Very interested in golf options in Washington, specifically McCormick Woods, Trophy Lake, Chambers Bay.

	tel. 07000 10 1999 020 7479 3412 fax 07000 10 2000		
54	THG HOLIDAYS John Bowden (product manager) Exchange Buildings Adelaide Street Swansea, Wales UK SA1 1SE johnbowden@thgholiday.co.uk tel. +44 (0) 1792 482426 fax +44 (0) 1792 483486 cell 07974 687403	Started American itineraries last year. Trying to expand business in North America.	For WA, pre and post cruises out of Seattle are a big sale for them. Want to expand their offering of PNW product.
55	NECKERMANN REISEN THOMAS COOK AG Yvonne Jager (product management) Thomas-Cook-Platz 1 61440 Oberursal yvonnejaeger@neckermann-reisen.de www.neckermann-reisen.de tel. +49 (0) 61 71-65 33 57 fax +49 (0) 61 71-65 26 87	Bookings are somewhat slow for summer. Not familiar with wine country. <i>RECEPTIVES: AlliedTPRO, American 4 You</i>	Would like more information on wine country and San Juan Islands. Very interested in CherryWood B B & Barn for unique activity within wine country.
56	TOURMONDE LOCATOUR SNOTOUR Christophe ROUX (service production) 22, rue de Caumartin 75009 Paris France tourmonde@locatour.fr www.tourmonde.fr www.snotour.fr www.locatour.fr tel. +33 1 44 56 30 30 fax +33 1 42 66 12 20	Bookings to US are down a little for 2009. The new Toumonde website had some tours that are not featured on the brochure. 2 to 3 annual groups to Washington state.	Planning a new itinerary for 2010 including the Olympic Peninsula (Port Angeles), Mt Rainier, and Portland OR, a 12 day trip. Wants unique tour product, out of the ordinary – Barrett's cherry tour in Yakima, tribal interaction along with more information on Mt. St. Helens, Mt. Rainier, Seattle & Puget Sound areas, NW WA and San Juan Islands focusing on national parks, metro cities and wildlife viewing.
57	TRAILFINDERS Simon Woodward 194 Kensington High Street London, W8 7RG PO Box 12072 Kensington	2008 air arrivals to Seattle 2113 up from 2007. Projecting 2009 sales to WA hold steady. Strong selling points are nature and wine country with a growing sector of pre and post Alaska cruise options. Will	Would like a 9 day itinerary suggestion for a new self drive to incorporate more of eastern Washington including Scenic byways areas, rural areas and national parks with wine and

	<p>London W8 6GU simonw@trailfinders.com tel. 020 7368 1525 fax 020 7376 9752</p>	<p>keep the Amazing PNW itin from SFO to Seattle, but may shift to a shorter version in 2010. Typically work directly with suppliers however do use on occasion:</p> <p><i>RECEPTIVES: ATI, & Bonatel</i></p>	<p>culinary stops along the way.</p>
58	<p>TRAVEL 4 GOLF John (JT) Thompson (CEO) 5050 Laguna Blvd. Suite 112-428 Elk Grove, CA 95758 jt@travel4golf.net www.travel4golf.net tel. 916-683-3937 cell 916-832-4653 fax 916-683-1837</p>		
59	<p>TRAVEL VISION (PTY) LTD Dharmesh Kooverjee (chief executive officer) 25 Owl St. Auckland Park South Africa 2092 PO Box 4779 Johannesburg South Africa 2000 dharmesh@travelvision.co.za tel. (011) 482-5222 fax 27 11 482-6045</p>		<p>Focus is on family friendly holidays. Looking for mixed cultural interests, art, museums and outdoor adventure. Planning for June/July & December/January 2010, 3-4 nights, 3-5 star hotels in Seattle area. Would like to work with a receptive for packaging purposes and ground support. Looking at other options in national parks, hiking/biking, historical, wine/culinary, birding and shopping.</p>
60	<p>TUI NETHERLANDS Karin van der Laan (product manager) Colosseum 2 7521 PT Enschede PO Box 365 7500 AJ Enschede karin.van.der.laan@tui.nl www.tui.nl tel. +31 (0)53 4880 282 fax +31 (0)53 4880 801</p>	<p>Currently works with the Davenport in Spokane, Salish Lodge, Sun Mountain. Has marketing proposal which Vincent from BuroSix will evaluate on our behalf.</p> <p><i>RECEPTIVES: ATI and Travalco</i></p>	<p>Needs new images and recommendations of hotels in the San Juan Islands which are receptive friendly, also on the Olympic Peninsula.</p>
61	<p>THE VACATIONS GROUP Richard Wimms (managing director) 2 Waterside, Station Road Harpenden, Herts AL5 4US richard@vacationsgroup.co.uk www.vacationsgroup.co.uk tel. 01582 469777 fax 01582 469678</p>	<p>US Specialists who represent specific areas' vacations groups. 400 luxury hotels and have new product in Washington state. Their clients tend to double spending compared to the usual UK traveler.</p> <p>Marketing opportunities offered</p>	