



## 2014 IPW SD Leads

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### Notes

05/01/2014 IPW 2014 - Chicago - Talked about 125th Anniversary Celebration. Buffalo Roundup, Crazy Horse Volksmarch & the memorial. Also, writing more for us. Sept. 27 RU Fam. Let him know dates. Writes for: UK maps, The Times, The Independent Guardian. Photography CNN.com, Journeys Magazine etc.

### Memo

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Jodie Jacobs

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### Notes

04/24/2014 IPW 2014 - Chicago - Drop-in. Took Sioux Falls info - wants to be added to the Travel Writers newsletter. Wants to come out to the next Travel Writer Fam-Tour and/or Convention. Has been out to SD - 30 years ago! Took CH jump drive. Also interested in culenary/food tours/info.

### Memo

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Angela Saurine

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### Notes

06/16/2014 IPW 2014 - Chicago

### Memo

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### Notes

04/17/2014 2014 IPW - Chicago - Travel Writer for Austrailia. Now living in DC. hope to visit SD and learn all about us! Wants soft advent. Interested in individual Fam Tour.

### Memo



# 2014 IPW SD Leads

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## Notes

04/21/2014 IPW 2014 - Chicago - Stopped by to tell us the videos he had filmed while he was in the area were picked up by the Gov't Education Dept to be cut into 6 minute segments for school kids. Michelle will give him a jump drive to let him save the videos. Karl will send the videos to Maureen as well, per visit at Buckle Club.

## Memo

05/01/07 PowWow: Send earth watch dates for mammoth site, badlands, Native Am. Pow wow, Wounded Knee, and museum. Wall Drug, Badlands Badlands Ranch RV Resort? RC Journey, Gold Tour, Bear Country, (tie in with wildlife) Fort Hays, mountain biking, Bob Lantis-meet up for evening, Gold Panning-talk at History. Sturgis. Need Characters, FAM tour, Sunday 25th, July-August 6. Wants to catch the beginning of the Rally. Gave detailed ideas at ITB. Start with Sturgis before crowds then go back at the end. Fly into Denver, BH BL, Sturgis, Bear Butte, 3-4 nights in S Hills, Mammoth site interview archeologist, wild horse sanc, CH, Mt Rush-permit interview someone who "does something" - doing faces, 1880 train-hold up talk to Meg, CSP-jeep rides maybe chuckwagon, Buffalo Ranch-tie with Prairie Edge-buffalo start to finish, Wind Cave another option. Fushmore has a large cavern, Chuckwagon dinner, overnight in CSP area, 385 to Dwd, Lead-Homestake-gold jewelry-history, Spearfish-passion play, Ranch Experience-Horses, Sturgis-Bear Butte (do before bikers come) talk to tshirt vendor, Devils Tower.

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## Notes

04/24/2014 IPW 2014 - Chicago - Will be putting together a tour of SD next year. Need Examples.  
 06/18/2013 POWWOW 2013: Post tour Runs to SLC. Visit USA Portugal. Route 66 scouting this year. Coming 2014 before end October. Working with Receptive operators sending to meet Rocky Mountain Holiday Tours.

## Memo

Darren Dunn  
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## Notes

04/22/2014 IPW 2014 - Chicago - Adara worked with MMGY on Jim's presentation for the conference. Do my domestic campaigns for Tourism Dept. met with RMI in Berlin. can see real time search for Delta, United many other countries. Analyze into dependent of state's goals. Know habits of people, idea is to raise awareness of people who are into cultures on vacation. People who visit national parks etc. Getting the ad in front of the right person to create positive outcome. UK, Germany, etc. same type of targetting in Europe as do in USA. (He loves the military video from the tourism conference.) Free - will do some analytical with the pixel on our website and track international visitors who come to and track them and see if coming.

## Memo



# 2014 IPW SD Leads

Heidi Bullough

**Adventure World**

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Australia

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**Notes**

05/01/2014 IPW 2014 - Chicago - Have never been here but have product. Leading FIT. National Parks, Partners with National Geographic Traveler Magazine. Works with RMI on itineraries. Works with Rocky Mountain Holiday Tours. 1 week - 2 weeks.

06/15/2011 Send regional itineraries. Independent travelers like soft adventures. Two interested in scenic drives, wildlife and nat'l parks. 2 weeks. Will send us the itineraries they are working on to see what we think. Planning a campaign to push the market. A BRU invite for Australian journalists would be helpful. Get Lost magazine - adv. mag/unique product. Justin Jameson. Wants to be updated on the area. Owned by a travel agent. 45+, 4 start. Self drive, FIT. Upscale. 2nd-3rd time in the area. Sells through travel clubs. Also have their own travel magazine. Would like to start by working through America 4 You and offer FIT tours in the RMI region.

Memo

Wanted RC and National Park info. Attended Indian Country Fam - Sept '93.

Bart Verhoeff

**Aireka**

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Netherlands

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**Notes**

04/17/2014 2014 IPW- Chicago - "Go" label is direct to the public. Real America is getting more popular. It helped for him to come out on the Megafam. What's New? Updated on the area. Email him What's New. SLC and Denver are popular start points Bodis through receptives - GTA, Travalco. etc. Sent a couple hundred last year. Tallud @BRU. He will be at the Roundup. Met with Michelle Thomson and Alexa Steiner.

06/18/2013 PW 2013: Business is going well and is up. FTIS are selling well. Colleague Olivia is coming for MEGAFAM. Doesn't book excursions in our area. Talked about guided gib tours. Bart said his clients love biking and soft adventure. He said most booking is done by September due to renting materials. Maureen -- ask Hanny and Majgolein about the show Bart mentioned.

06/15/2011 Talked about what's new. Business is very good. Branding GOAmerica website to the consumers, our area is selling well. Ok with information.

06/09/2010 Wants videos - send black hills you tube site for his website. Business has been growing in 08 and 09, now mainly FIT. Give suggestions or book the entire trip - this is happening more often. Things featured on web usually start booking well. They book through Tourico, Travelco, GTA.

07/01/2008 POWWOW 08 --- Have gone on FAMs to South Dakota and sent people there. Brought up Deadwood. Still people talk about FAM. Fly/Drive. Received updates.

Took Press kit CD and DVD

National soccer team = orange

Joined by Arjan Helle - Visit USA Committee  
Belgium Berchum

Talked about Mega Fam (MT-SD)

Memo



# 2014 IPW SD Leads

Pow Wow '98: FIT fly/drive. Need Crazy Horse for cover of publication - must be a very good slide or sizable print. Need text for editorial also. Send SD slides set for brochure also - horseback, wildlife, mountains, soft adv. activities. Doing cycling tours with KOA and camping callins. Need slides by November. PowWow Miami 99: Dropped off catalog w/Crazy Horse on cover, superimposed over Bryce Canyon?, but SD not in the catalog. Send some sample itineraries. Pow Wow 00: Send updated information. Rndp 2000: 85% of business is to the USA, Mostly FIT. Seeking Economy moderate loding; flexible and affordable suppliers. FAM Sept 12-20, 2002: Aireka broght in a FAM of 10 people. They visited Deadwood, Days of '76 Museum, Saloon #10, Historic Franklin Hotel, Badlands National Park, Wall Drug, Mt Rushmore and Crazy Horse. Pow Wow LA 4/28/04: 50 Travel Agencies in office, have presentation yearly. 90% FIT, some groups. Mega FAM last year. All 4 States. GSA provides info. Work w/Rocky Mountains Intinerary. Invite for one in office for Mega FAM this year. Pow Wow 05 NYC: Needs updated information. Sees Maureen often. Was in the area on a FAM 2 years ago. SEND What's New, GTP, 1or2 Vacation Guides. 05/01/07 PowWow: Individual going well. Denver, Travelco, touico, RMI, Rocky Mt Holiday website only. More itneraries for Website. Repeat business FAM (2) time in our area. Adventure theme itinerary special events. Took GTP. Tour operator, FIT.

Christina Lin

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**Notes**

04/21/2014 IPW 2014 - Chicago - Fly RC - 2 nights RC - Sheridan - 2 nights Cody - Jackson 1 night - SLC to Denver to Japan. BL/MR/Ch - on the way to Sheridan. Tours 6 days to 12 days. Have a team that stays in RC 2 nights. Holiday Inn Rushmore Plaza. That tour includes Yellowstone. Do Rushmore & Crazy Horse. Just started in 2013 - 2-3 groups with upto 18 rooms/30 ppl. flies into RC and combines with Yellowstone. Talked at the area. May ask for group friendly restaurants with entertainmet. Coming in June & Sept. 2014. Would also be interested in coaches. One may come out on Osamus FAM to help with tour planning.

Memo

05/01/07 PowWow: fly into Seattle-Yllowstone-Mt Rush out of Bozeman. Wants to know where to go after RC. Suggested badlands, fly out wither by RC or Denver, NO receptive operators. Info on Motorcoaches out of RC. Took RC tour planning Guide. Tour Operator-groups, FIT. FAM tour Invitation. SEND: DVD RC (5) DVD CH (15), great parks (japanese) GTP, DVD. 2/09: GT Coupon returned - moved - corrected address. 3/10 Fam invite returned.

Mei Mei Wang

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**Notes**

06/13/2014 IPW 2014 - Chicago - Guidebook was produced with our information -Mei Mei will send a copy to us. Mook Guidebook. 4th year of Dream Vacation, \$500 fee for program also includes membership for Discover America. Will get a big exposure with industry. Discover America Committee. Jemy has own private company that represents many companies in Taiwan. He took Greyhound, Trailways, coast to coast 3 times - 4 days, 4 nights. \*The new program starts in July, but if we joined now we would be put on the website immediately.

06/18/2013 PW 2013: have quarterly press events -- wants SD to join. Will now have their press events to go with a season July for Fall. Oct for winter. Jan for Spring. April for Summer. MO, WY, and ND are partners. \$500 to become partner. They will promote us. Left info for us. More with social media.

02/11/2013 Go West: Meet with Mei Mei Wang, New program Top non-Asian dest. Easy for Taiwan to get to USA w/ new VISA program - Get Visa immediately. Should increase visitation greatly. Their website is most positive reliable source for USA now. Taiwan country initiated the program for their country. This is the most comprehensive prog in Taiwan. Taipei International Travel Fair - most popular - ID, MT, ND, WY - all participate. Prepare booklet w/info for each partner. 1,000 on database. 1 1/2 yrs in that program. Catalog is also online. Participate in travel fair and give info. Slogan can be placed under logo on one page flyer. Cost only \$500 for one year and we would have our own page for SD in Chinese. Need to be there one year to gain Taiwan interest as they go to the My Dream USA site first. Do a National Park Quarter - new year begins in July but you can start any month you wish. You can change your text each quarter and change what you promote. Next quarter National Parks. UT will be sending delegation in April and will do National Parks presentation. Will try to figure out how to include us and work with us.



# 2014 IPW SD Leads

05/26/2009 Wendy not familiar with SD/BH except for Mt. Rushmore. Looking for info on everything. Speaks Eng. well. Works for the embassy in Taiwan. Very interested in NA culture. Will need help with itinerary. Want photos for their free publication-will write stories to go with photos. Represents 40 travel agents in Taiwan and China ([www.seeamerica.org.tw](http://www.seeamerica.org.tw)) -40 members-

Memo

6/21/01: Requested information for their travel office. Sent 2 copies of the gtp, vg, map, grparks, and ggsn.

Margaret Zola

**American Ring Travel Inc.**

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Web Site: [www.americanringtravel.com](http://www.americanringtravel.com)

Notes

04/24/2014 IPW 2014 - Chicago - Brenda Bales will be the new product manager for the region. Invite Brenda to the next MegaFam. Maybe send to RMI Roundup next year. Has a new client, met at ITB Colour My Trip, selling into European Markets. Direct to consumer. Uses Lodge at Deadwood, Keystone. Happy with those, has properties RC, etc.  
Send > Send Spearfish Canyon Lodge info.  
Needs > Outdoor activities, nature, organized and natural photography journeys. - presell to direct people to activities.  
Please have SF send info.

Memo

Ms. Emi (Hoemi) Chin

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Notes

04/17/2014 2014 IPW - Chicago - Just met Osamu last week. Tickets RV Travel in US in new offering - rent in Las Vegas. Mostly FITs - all Japanese living in US - company based in NY. Sells through brochure and internet. Send: Campground info & hotel info - Wants to come on Fam Tour.

Memo

Mr. Masaru Goto

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Japan

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Notes

04/29/2014 IPW 2014 - Chicago - New tour to SD. It is the itinerary in West Mag. Nice job by Osamu. 5 nights 7 days in Rapid City.

Memo

Michelle Tatham

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Notes



## 2014 IPW SD Leads

05/01/2014 IPW 2014: Chicago: Was originally looking for info for parents who are planning trip to see Mt. Rushmore. Asked about places and then everything else. Would like to include area in their FIT offerings. Will contact Michelle for more info. Did not know we had UK visitors but does know RMI. Took RC Travel Guide and all cards and brochures.

### Memo

Barbara Bleicher

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### Notes

06/16/2014 IPW 2014 - Chicago

### Memo

Lene Guldmann

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### Notes

04/24/2014 IPW 2014 - Chicago - Usually Car & RV F/D from Denver and travel for 2-3 weeks. Yellowstone/Black Hills/ Grand Tetons circle. Probably 2-3 days in the Black Hills. Updated on the area.

06/06/2012 Would like attractions info on what you can do in a day or two (send one, two day itineraries). Work with receptives Travalco and American Ring. Send YouTube link. Knows a little about area. She has not been herself. Fly-drive has tours now starting and ending in Denver. Max amount of time is 3 days - usually do 2 to our area. Would like a FAM tour. Asked about Rodeos in our area.

### Memo

Alex Tyson

#### **Billings Montana Convention &**

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### Notes

06/16/2014 IPW 2014 - Chicago

### Memo

Paul Cai

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Web Site: www.blossomtravel.com

### Notes

04/29/2014 IPW 2014 - Chicago - Walk-up. Very interested in SD. Gave Chinese packet. Interested in Black Hills. Have offices in US & China in Beijing. Pointed out online GTP. Send link as well. Send videos and CD press kit. Hotels follow up too. New to our area.



# 2014 IPW SD Leads

## Memo

Thomas Rohl

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## Notes

04/17/2014 2014 IPW - Chicago - New to our area. 14 day tour: Denver, Black Hills, BearTooth Highway, Yellowstone, Tetons, Jackson, Denver. Maureen send info: e-guide. Send videos. Went through map and described SD. Took State map, CD press kit. Send tours. Laura, follow up with tour ideas.

## Memo

Richard Gibson

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## Notes

04/29/2014 IPW 2014 - Chicago - He stopped by - coming to SD (Corsica) to hunt pheasants in October. Wants to travel across the state to see/learn & do more - maybe write about it! Very nice guy :-)-Cindy Olson.

## Memo

Kelley Chopra

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## Notes

04/18/2014 IPW 2014 - Chicago - 12-15-18% commission on all hotel rooms. When she went to travelsd.com and tried to book something, couldn't book. the booking page just spinned.

04/08/2014 Go West 2014: Site is in 42 languages, translated in house by people, more reliable. Send them information about Tourism conference 2015, showed interest in attending to speak with suppliers. Works with solely hotels. Get. Through booking.com can get insight about whom and where people are booking from.

## Memo

Janice Strong

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## Notes

05/01/2014 IPW 2014 - Chicago - Canadian Traveler - 2 stories per day posts press releases and all content to her. Janice, focus on events and smaller stories.



# 2014 IPW SD Leads

05/29/2009 Buffalo RU Fam Tour Invitation; Does articles on every state-1 yearly publication and monthly ones too-Daily emails/newsletters- always looking for more info and new things. Dest. focused/education. Wants new info-Scenic By-ways. Has never been to BH/SD.

[Memo](#)

Eduardo Bittencourt

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## Notes

06/16/2014 IPW 2014 - Chicago

[Memo](#)

Ruth Williamson

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## Notes

04/21/2014 IPW 2014 - Chicago - Shopping is #1. Gave us a marketing travel & tourism info & invite to Discover America Day. \$300 per year to be a part of Discover America. Webinar on meetings. Outdoor Adventure Show. Toronto, Feb 2015. March 2015, Outdoor adventure in Calgary. Zoomer-boomers w/zip 45 + audience.

06/06/2012 Send press kit. Send updated things in RC - work with Canada to bring tourists. Gave info on Canadian market. Also took info on SD.

[Memo](#)

Sally Berry

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## Notes

06/16/2014 IPW 2014 - Chicago

[Memo](#)

Neil Moreton

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## Notes

04/17/2014 2014 IPW - Chicago - Hidden Gems. Would book this as a receptive. Does not know the area. Talked at the area offering works with Australian. New to US. was just in Canada. Will be at RU this year. Visited with all in booth.





# 2014 IPW SD Leads

## Memo

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## Notes

06/06/2014 IPW 2014 - Chicago - Possibly FAM, per WY, SD, ND, MSP with Iceland Air in fall.

## Memo

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## Notes

06/16/2014 IPW 2014 - Chicago

## Memo

Pow Wow Nash 97: Groups. Mostly FIT. Send adv, gtp, SD map, vg. Pow Wow 00: Send updated information.  
PowWow 01 Orlando: SEND updated Information

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## Notes

04/22/2014 IPW 2014 - Chicago - Avoiding Sturgis Motorcycle Rally. 2 weeks - Denver - Yellowstone - Black Hills - Denver on motorcycles. Need guide. Coming on a WE. Arrive in Deadwood the 23rd of July, need hotel. Arrive around noon? Tour 24th then leave SD. Talk into staying longer? Provide scope of ideas to stay longer?

## Memo

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## Notes

06/06/2014 IPW 2014 - Chicago - Pres. British Guild of Travel Writers - keep updated send one sheet.

06/18/2013 PW 2013: Drop in

06/06/2012 SD will be featured in the Brand USA publication they are doing. Doing article on Native America crafts - Journey Museum, Prairie Edge and other shops on reservations. Send what's new and press kit.

05/26/2009 Doing green article-any info? Gave her Spearfish Canyon Lodge and CSP resorts as ideas. Doing article on trains-let her know about 1880 train-needs photos. Dates of operation, times, etc.



# 2014 IPW SD Leads

## Memo

Pow Wow '95: Series on Native American, at least 6 series, she will send schedules for next year, she took 'Guide to Great Sioux Nation'. Send gtp, press kit. '96 Pow Wow: Doing article on SD. Doing driving tours. Need good slides of Mt. Rushmore and Crazy Horse (1st run). Need by mid-June. Doing tours on Native Americans. Coming in early Sept. to SD. Left me upcoming calendar of features. 4 article ideas: Laura Ingalls coming out in next issue. Lifestyle pieces - American music. Places where famous films were made. SD in article on Native Am. Crafts - Kate's pen name is Loretta Stanwyck. LaVon Shearer on page 61. Passion Play in next issue for outdoors drama. Badlands coming out under deserts. Coming up: Manmade Wonders of America. When comes out, wants to see Deadwood, Devil's Tower, Sioux Country for Plains Indian. Send info for Nov/Dec issue. PowWow 02 New Orleans: SEND Lewis and Clark info, Escort notes re: Lewis & Clark, 1st generation slides.

PowWow 02 New Orleans: Want to do a unique story about 200 year anniversary of Harley Davidson. Want to start at Milwaukee, then Daytona, come to Sturgis. Story for Mar/Apr 2003 to by summer 2002. May use a local writer, want them to submit past stories to show their style then commission a story. Try to ge flavor of Sturgis and include other area interests to see and do. Need photos from SD Tourism. Simon will let maureen know if this story will be planned for this season. 3/03: Requested photos/images for feature on L&C - sent CD Rom

Pow Wow St Louis 03: 10 year old company. Only Exclusive UK Magazine dealing only w/North America. Our area will be featured in the next couple of months. FED-EX pictures of Sturgis and L & C right away. J-peg high res (350 DPI). Check for keel boat on CD ROM or send slide.

Pow Wow LA 4/28/04: Interested in Native culture tours, front part of Mag - What's new Do thematics, dest driving tours sometimes linked w/byways. Talking about doing something on the Dakotas. Did one article on trail out of Philadelphia. Doing ranches the end of this year. SEND info on Native American, Nat'l Scenic Byways, What's New Sheet, Autumn issue, Bronzes of Presidents, Presidents Park, Mt Rushmore, President's Wax Museum, Borglum Museum in Keystone. Photos that are high resolution. Writing about areas linked to Presidential themes to go along with the election.

Pow Wow 05 NYC: Dropped in. Drive in tours featured in their magazine. Theams iten, Native American and Western Heritage. Fly into or out ob RC/Bismarck, ND. 1 to 1 1/2 weeks in SD a;nd works w/Godfrey Hadly Journalist. Places to stay, travel info and e mail her Godfrey's info. (e mail address and info) Working on itinerary for Fly/drive to publish in their magazine. Took highlighted State Map and BH map (down 85, BH then North to Bismarck or to Sioux Falls. Would like to come over on private FAM this year, but probably not till next year. Plan Plan to run this article in Autumn issue. Route North Back to Bismarck or East to Sioux Falls. SEND rough itinerary for article and highlights, GTP, Photo CD.

PW 2013: Drop in

Lindsey Iles

Phone: (469) 335-1169

**Expedia Lodging Partner Services**

Fax: (866) 611-1091

5400 LBJ Freeway Ste 500

Toll Free:

Dallas

TX

75240

E-mail: liles@expedia.com

Web Site:

**Notes**

04/29/2014 IPW 2014 - Chicago - Oversees all secondary markets. Media solutions with Expedia advertising option. Expedia can come to a city and put on a presentation for hotels attractions. Air-Hotel Packages.

Memo

Ms. Afsheen Qureshi

Phone: 4402070192484

**Expedia MediaSolutions**

Fax:

Angel Bulding

Toll Free:

London

EC1V 4EX

E-mail: afqureshi@expedia.com

United Kingdom

Web Site: www.advertising.expedia.com

**Notes**

04/24/2014 IPW 2014 - Chicago - Manages advertising. Just stepped in to say hello and see if we are doing digital SD working with brand USA in coming months. On media buy with Expedia.

Memo



## 2014 IPW SD Leads

Jim Anderson

**Fashion Outlets of Chicago**

5220 Fashion Outlets Way, Ste 230

Rosemont IL 60018

Phone: (847) 928-7500

Fax: (847) 233-0862

Toll Free:

E-mail: janderson@fashionoutlets.com

Web Site:

**Notes**

06/16/2014 IPW 2014 - Chicago

[Memo](#)

Sally McFadyen

**Flight Centre Limited**

Lvl 9, 234 Sussex St

Sidney 2000  
Australia

Phone:

Fax:

Toll Free:

E-mail: sally\_mcfadyen@flightcentre.com

Web Site:

**Notes**

04/22/2014 IPW 2014 - Chicago - Will meet with Caroline Davidson, our Australia rep, regarding the region buying into their Brand USA campaign to offer more than the major cities in the US. Their current promotion includes large cities all over the US and NW area or OR or WA. Will provide a proposal to Caroline and work with her regarding a possible promo.

[Memo](#)

Sue Reddel

**Food Travel Network, Inc**

7115 W North Ave #516

Oak Park IL 60302

Phone: (312) 334-9777

Fax:

Toll Free:

E-mail: sue@foodtravelist.com

Web Site: www.foodtravelist.com

**Notes**

04/24/2014 IPW 2014 - Chicago - Would like an individual (2 people) Fam-Tour-Concentrating on food/culinary/wine. \*Alexa has an itinerary ready for Sioux Falls. looking for a 'give-back' project/charity. Home-made, mom/pop restaurants - bison, game, fine dining, cam cooking, cowboy chuckwagons, desserts, etc. Send whatever you have pertaining to food!

[Memo](#)

Laura Hutter

**FTI Group**

Landsberger Str. 88

Munchen 80339  
Germany

Phone: 49-89-2525-6153

Fax: 49-89-2525-6101

Toll Free:

E-mail: laura.huetter@fti.de

Web Site: www.fti.de

**Notes**

06/16/2014 IPW 2014 - Chicago

[Memo](#)



# 2014 IPW SD Leads

Melissa Tilling

Phone: 02084616891

**Funway**

Fax: 8700664183

Third Floor, Northside House

Toll Free:

Bromley

Kent BR1 3WA

E-mail: mtilling@funwayco.uk

United Kingdom

Web Site: www.funwayholidays.co.uk

**Notes**

- 06/13/2014 2014 IPW Chicago - American Company - American specialists in England under Funway Holidays brand.
  - All FIT's mostly couples. Mostly repeats for SD - need to tweak tours.
  - Use print for marketing. Web for booking (FIT's spend 2 weeks in US)
  - My American Holiday whole new website - heavy on social media has parts of large brochure - Mt. Rushmore and Crazy Horse are in the brochure.
  - Viator.com is used in UK. - told Laura to make sure her tours pop up on that link. 'Everyone' has it.
  - Would like to be contacted for FAM Tour.

Memo

Jacinte "Jaz" Roy

Phone: (215) 572-7676

**Gate1 Travel**

Fax: (215) 886-2228

455 Maryland Drive

Toll Free:

Fort Washington

PA 19034

E-mail: jroy@gate1travel.com

Web Site: www.gate1travel.com

**Notes**

- 07/03/2014 2014 NTA - Los Angeles - Jacinte Roy: Going to RC, tour series with 11 departures for 2014 - sold out. Works with Dakota Bus, Stagecoach West contact for rates. 2 nights RC sstay at HI Rushmore Plaza. Do mount Rushmore, Cz Horse \* & back to Mt Rushmore for lighting. Asked about welcome bags or something in RC. Husband did motorcycle trip across state last year.
- 06/13/2014 IPW 2014 - Chicago - Started tours through 2013. 11 sold out. More in 2014 & 2015. Overnights in RC are set. working on a dinner for 1 departure in 2014 during the Rally, possibly at Ft. Hays. Jaz will be in contact with Michelle in Rapid City to finalize details.
- 06/18/2013 PW 2013: works with fly and drive and now groups. Competes with caravan. Now developing a BH and Yellowstone Trip. 3 1/2 to 4 star hotels. Now send people through another operator -- ATI. Now will build their own. Will fly into RC, do the BH and Yellowstone, then out of SL City. Did ask about receptives. Sample itins.

Memo

International tour operator to Europe, Asisa, Africa, Middle East, Costa Rica, S. Am and Central Am.

Kirsten Skjold

Phone: 4562291210

**Gislev Rejser**

Fax: 45 6229 1249

Oerbaekvej 12-14

Toll Free:

Gislev

DK-5854

Denmark

E-mail: ks@gislev-reser.dk; gislev@gislev-rejser.dk

Web Site: www.gislev-rejser.dk

**Notes**

- 04/25/2014 IPW 2014 - Chicago - Please send posters or photo book to help sell. 6-7 years. Senior groups. Starting in Denver and ending in Denver. Yellowstone. 1 group per year. Stays in Keystone one night. Having problems with budget and can only stay one day/night in South Dakota.
- 06/18/2013 PW 2013: Does at least 1 tour/year. 2 nights in RC. New tours planned to stay in Keystone for 2013 for 2 nights. Getting ideas for seniors to do on the days of touring besides CH, MR, CSP. Please send info on gold factory tours.
- 06/05/2012 Trying to send more business to SD. Groups only. Oldest Danish tour operator. The Wild West was new last year. 2 nites RC, 2 gourps last year and one this year. Could look at other hotels and cities. Day 1: arrive, Day 2: MR, CH, CSP; flies into Denver, BH, DT, YS, Arches, back to Denver. She hasn't been in the area for 15 years. Add to e-mail blast lists.
- 06/14/2010 Will do booking through Anderson in PA. Anne send info on Bus to Base. Through CH had elevator to arm! Coach -SR's group only - coming Sept 09. 2 nts. RC, MTR, CH, CSP, Badlands - Coach up from Estes Park - O/N in Rky Mtn Nat. park. One day of touring in RC then go to Cody and YS. Michelle will email with other options.

Memo



## 2014 IPW SD Leads

Marco Bernacchi

**Glamour Tour Operator**

Via A. Pucci, 15

Viareggio (Lucca)

55049

Italy

Phone: 39 058432991

Fax: 39 05841840234

Toll Free:

E-mail: marco@glamourviaggi.it

Web Site: www.glamourviaggi.it

**Notes**

04/21/2014 IPW 2014 - Chicago - Works with Rocky Mountain Holiday Tours. Met him at Gary's booth. Please send updated SD information - What's New, e-guide, Group Planner, etc. Add to Travel Professional e-news letter mailing list.

[Memo](#)

Maryann Wang

**Golden Travel**

505, No. 142, chung-Hsiao E. Rd. Sec. 4

Taipei

10688

Taiwan

Phone: 02 2775-1138

Fax: 02 2721 2784

Toll Free:

E-mail: maryann@goldtravel.com.tw

Web Site: www.goldtravel.com.tw

**Notes**

04/22/2014 IPW 2014 - Chicago - Specialized FIT. Works with Contiki and Trafalgar. Works with students primarily. Not familiar with the area. Gave her an overview. Works with GTA & ATI, Tour America for wholesalers in US - for hotels and attractions. Met with Michelle Thomson and Laura Bryan.

[Memo](#)

Carlos E Barona

**Grand Destinations & Luxe**

10560 NW 27th St Unit 101-A

Doral

FL

33172

Phone: (305) 592-0827

Fax: (786) 523-7966

Toll Free:

E-mail: cbarona@gd-luxe.com

Web Site: www.gd-luxe.com

**Notes**

06/16/2014 IPW 2014 - Chicago

[Memo](#)

Terje Myklebost

**Great Spa**

Forneburingen 11

Fornebu

N-1360

Norway

Phone: 47-90-57-36-73

Fax:

Toll Free:

E-mail: terje@greatspa.no; termykl@online.no

Web Site: www.greatspa.no

**Notes**

06/06/2014 IPW 2014 - Chicago - Has Golf and Spa magazines. Doing new hotel magazine. Invite to 2014 Buffalo RoundUp.

[Memo](#)



## 2014 IPW SD Leads

Mr. Akihisa Matsuura

**H.I.S. Co., LTD**

Sumitomo Fudosan Shinjuku Oak Tower 28F

Tokyo

163-6028

Japan

Phone: 0359082535

Fax: 0359082418

Toll Free:

E-mail: matsuura.akhisa@his-world.com

Web Site: www.his-j.com

**Notes**

04/24/2014 IPW 2014 - Chicago - H.I.S. is growing very fast and will probably be the largest tour operator in Japan soon. Currently have product in Tetons and Yellowstone. Outdoor adventure. Focusing on it for this year and next. Would like to expand to SD at some point.

[Memo](#)

Ms. Ye Eun Jung

**Hanjin Travel**

2F, Hanjin New Bldg., 88

Seoul

100-070

Korea

Phone: 82 2 726 5795

Fax: 82 2 6743 1351

Toll Free:

E-mail: yejung@kaltour.com

Web Site: www.kaltour.com

**Notes**

04/22/2014 IPW 2014 - Chicago - Has Mount Rushmore in their (new) product with Yellowstone June-Sept. Talked about the area. Flies Denver from LA. Mount Rushmore, Crazy Horse, Yellowstone. Not casinos. Samho - Korea receptive operator in LA. Met with Alexa Steiner and Michelle Thomson.

[Memo](#)

Richard Haris

**Haris Travel Club**

11. Karoly Krt.

Budapest

H-1075

Hungary

Phone: 3613172354

Fax: 3613178613

Toll Free:

E-mail: richard.haris@haristravel.hu

Web Site: www.haristravel.com

**Notes**

04/25/2014 IPW 2014 - Chicago - Would like info and pictures sent with more things to do in the Hills.

[Memo](#)

Mike Osell

**Harley-Davidson Motor Company**

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Milwaukee

WI 53201

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Fax: (414) 343-4456

Toll Free:

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Web Site: www.harley-davidson.com

**Notes**

06/16/2014 IPW 2014 - Chicago

[Memo](#)



# 2014 IPW SD Leads

Jonas Henningsson

**Henningsson&Gren**

Skaneateles 63

Stockholm

11637

Sweden

Phone: 46-8-392327

Fax:

Toll Free:

E-mail: info@jonashenningsson.se

Web Site: www.jonashenningsson.se

**Notes**

06/06/2014 IPW 2014 - Chicago - Writes for the big magazines. Wants to come to SD. He wants to be the only journalist from his country. Keep in touch. Send 'What's New'

06/18/2013 PW 2013: JOURNALIST -- met with Jim and Maureen.

Memo

Wakako Williams

**I Tour Service of America**

197 West 190th Street

Torrance

CA

90504

United States

Phone: (310) 965-0033

Fax: (310) 965-0027

Toll Free:

E-mail: wakako@its-america.us

Web Site:

**Notes**

04/18/2014 IPW 2014 - Chicago - Send the Group Tour Planning Guide to each of them (hard copy & e-guide). We talked about the attractions and cities across SD, the Black Hills, Badlands, all National Parks and Monuments, grasslands, CSP, Crazy Horse, Rapid City, Deadwood, Hot Springs, attractions, scenic byways, etc.

06/06/2012 Send BH Area Map, Escort Notes, Great Parks, Group Travel Planner, State Map, Vacation Guide, DVD, RMI Map. Northern Route coast-to-coast. Only one night in RC (One night each for total of 15 nights). Would be interested in setting up a western tour and stay longer in BH and other surrounding states. Send sample itineraries for the area and state. Japanese tourists - up to 24 people at a time. Small busses come into New York & LA. Has been to the BH, RC and MR. Has been on a FAM tour to SD. Would like hotel info looking for 2013 to add new route (include CH)

Memo

Pekka Makinen

**Icelandair**

Eerikinkatu 27

Helsinki

FI-00180

Finland

Phone: 35895862244

Fax: 35895862260

Toll Free:

E-mail: pekka@icelandair.is

Web Site: www.icelandair.fi

**Notes**

06/16/2014 IPW 2014 - Chicago

04/24/2014 Met at Nordic reception & stopped by booth. He's working with Widar Jensen as well. Talked about a fam tour MSP, ND, SD, Den...Icelandair. Talked about I-90, Black Hills, Badlands. Fam to include tour operators and journalists.

Memo

Barbara Glanz

**Intrepid Group**

Marktplatz 17

Holzkirchen

83607 Holzkirchen

83607

GERMANY

Phone: 0 80 24 47 449 0

Fax: 0 80 24 47 449 20

Toll Free:

E-mail: barbara.glanz@intrepidtravel.com

Web Site: www.intrepidtravel.com

**Notes**



# 2014 IPW SD Leads

04/21/2014 IPW 2014 - Chicago - Greg - groups manager and product development. Peak Adventures is their management company. They are running the trips for Intrepid and other companies. They're the ones searching for new product. Now they're working on new itinerary. Has my What's New.

### Memo

Pow Wow '93: An American tour operator with sales offices in Germany, Switzerland, Australia. Like camping, adventure. Carry 15,000 passengers a year through SD. Need add'l info on activities. Main office in San Francisco - Marcus Bilger - use 800#. 1-800-292-9596. Also get requests from small tour operators in Germany to set itineraries for them. Howard will send idea info. Send all info. Picked up nothing. Wants to work out trip to SD, WY, MT, next year to work out her itineraries for the company. They send vans through our area with 10-13 people. Send Great Parks, map, travel guide, vacation guide, RMI Guide and regional map. Pow Wow '94: Want posters to decorate windows. Sent gtp, maps and new guide to gsn and posters. Pow wow '98: Van tours with camping. Product planner. Wanted all info on Plenty Star and Four Winds for teepee camping. Took Adventure Guide and GTP. PowWow 01 Orlando: Thad SEND jpg of Mt Rushmore, Native American, Black Hills, Buffalo, Badlands, Adventure pictures by the end of May.

4/05: Sent 5 SD luggage totes for gifts to attract bookings, they will be sending out newsletter to 1,500 consumers to promote Dances With Wolves tour in the RMI states.

Larry C. Hsin

### **Intrepid Tours**

4f, No.252, chung Hsiao E. RD. Sec.5

Taipei

Taiwan

Phone: 0223457111

Fax: 0223450432

Toll Free:

E-mail: larryint@ms24.hinet.net

Web Site: www.daway.com.tw

### Notes

04/18/2014 IPW 2014 - Chicago - Tours are 9 to 13 days depending on budget, high class or special interest tour. See National Parks. Going on ag tour to IL after this show. Travel, scenery, sightseeing. Needs a travel agency who can quote a price from Portland to SD and back. Needs a flight to Denver or Portland. The have United and Delta. Took map, Rodeos, Powwows, Parks. Looking for 4 star or 3 1/2 star hotels, must include breakfast if possible.

### Memo

Shane A Boocock

### **iTravelWriter**

5 Putiki Road

Ostend, Waiheke Island 1081

New Zealand

Phone: 64-0-9-372-2525

Fax:

Toll Free:

E-mail: itravelwriter@gmail.com;

Web Site: shane@letstravel.com;  
www.itravelwriter.com;  
www.letstravelmag.com

### Notes

06/16/2014 IPW 2014 - Chicago

### Memo

Helene Pouveste

### **Jet Tours**

92/98 Boulevard Victor Hugo

Clichy Cedex 92115

France

Phone: 00330176772437

Fax:

Toll Free:

E-mail: helene.pouvesle@thomascook.fr

Web Site: www.jettours.com

### Notes

04/17/2014 2014 IPW - Chicago - Jet Tours - all FIT's last year (subsidiary of Thomas Cook) - Now doing only small groups & fly/drives. round trip/fly and drive - set itinerary. Only one trip incorporated Deadwood (INT) and Rapid (INT) Come from Cody - to Denver. 15 days - send ideas for itineraries - both fly/drive & small groups.

### Memo





# 2014 IPW SD Leads

Kally Kang  
**JunMiJu Tour**  
 2504, Jangkyo Bldg 25F  
 Janggyo-dong, Jung-gu Seoul  
 Korea

Phone: 01033404870  
 Fax:  
 Toll Free:  
 E-mail: realgirls0@hotmail.com  
 Web Site:

### Notes

04/18/2014 IPW 2014 - Chicago - Was on a Fam tour from Chicago through SD, to Garden of Gods. Beautiful. Interested in hotels. Drop by.

[Memo](#)

Alexandru Marginean  
**Karpaten Turism**  
 Str. teleajen nr. 77A, Sector 2  
 Bucuresti RO-021466  
 Romania

Phone: 40213233006  
 Fax: 40213214197  
 Toll Free:  
 E-mail: alexandru.marginean@karpaten.ro  
 Web Site: www.karpaten.ro

### Notes

04/21/2014 IPW 2014 - Chicago - Developing United States/Midwest product. June-Sept. focus is on group travel. 14 days, 2015. Starting in New York. Delta Airlines. Could fly from NY to Minneapolis, come across state, do Rushmore and attractions 4 star hotel properties. 5-7 day itinerary from Fort Hays- (Laura-Mt. Rushmore Tours, please contact) . Possibly fly out of Rapid to Chicago. Breakfast, dinner, hotel, included. Would like to include Yellowstone. Took digital images.

[Memo](#)

Robin Engel  
**Knechtreisen**  
 Knecht reisen ag  
 Windisch CH-5210  
 Switzerland

Phone: 41 062 834 71 11  
 Fax: 41 062 83471 00  
 Toll Free:  
 E-mail: rengel@knecht-reisen.ch  
 Web Site: www.knecht-reisen.ch

### Notes

04/21/2014 IPW 2014 - Chicago - 4th largest tour operator in Switzerland. F/O a FIT. Few groups. A lot of repeat customers and want to see something special. Looking to do a 'Best of the West' tour with states having 1 page photo and 1 page description. (10,000 copies left sample & proposal) Has talked to RMI & states. He has never been to SD. Updated on the area. Customers travel 2-3 weeks. Wants to come to the Roundup in SD.

[Memo](#)

Susanne Schmitt  
**Kuoni Travel Ltd.**  
 Kuoni Reisen AG  
 Zurich CH-8037  
 CH-8037 Zurich Switzerland

Phone: 01-277-41-51  
 Fax: 01-271-52-82  
 Toll Free:  
 E-mail: susanne.schmitt@kuoni.ch  
 Web Site: www.kuoni.ch

### Notes

05/01/2014 IPW 2014 - Chicago - Just starting with Kuoni

[Memo](#)

Knows Cruise American folks. Wanted info on adventure activities, ranches. Main office is in Switzerland. Bought Allied & T Pro.



# 2014 IPW SD Leads

Lucio Rossi

**Latitudes Travel Magazine**

Via Carbonera 10

Milano

20137

Italy

Phone: 011 39 02 6192273

Fax: 011 39 02 6198136

Toll Free:

E-mail:

Web Site:

**Notes**

05/01/2014 IPW 2014 - Chicago - Almost all print mags are gone in IT. Now web magazines and mobile. Uses soundtracks as the beginning of articles and video also uses voice copies. Mass was 1st in US. Jan 2014 SD issue Native Americans. Needs to come back to the area to learn more.

Memo

99 Buff Rndp: Is a Freelance photojournalist who has a commission for an article in In Viaggio (77,000 circulation). He plans to write an article about ranches, the buffalo roundup and South Dakota.

Renaud Defosse

**Let's Go Travel**

Chaussee de Charleroi, 135

Fleurus

B-6220

Belgium

Phone: 071 88 58 08

Fax: 071 88 58 18

Toll Free:

E-mail: renaud@letsgotravel.be

Web Site: www.letsgotravel.be

**Notes**

04/24/2014 IPW 2014 - Chicago - sell all over US. Work with TA in Belgium. FAM with RMI in 2008. Has customer who goes to Rally every other year. FIT's only - works with Gary, GTA - usually fly into Denver or Salt Lake - include Yellowstone. May include trip from Mnpls. across the state to Black Hills. Has signed up for RMI in SD next year.

06/15/2011 BENELUX OFFICE: send brochures; 200 maps; 150 VG; 3 GTP; 150 Custer Resorts and Activities.

Memo

Lars Lindmark

**Lindmark Reportage**

PO Box 6067

SD 18106 Lidingo

Sweden

Phone: 45 8 767 62 13

Fax: 4687678760

Toll Free:

E-mail: lasse@lindmarkreportage.com

Web Site: www.lindmarkreportage.com

**Notes**

04/24/2014 IPW 2014 - Chicago - Send web link with more info about the Roundup. Send the web link. Met Kevin Costner asked about his attractions. Would like to come back and write about SD. Will review our What's New. Send industry story ideas - story about Crazy Horse too.

Memo

05/06/06 PowWow: Send Press Kit. Rose met Lars and Ann-Marie on the bus 5/10/06 on the way to the Convention Center. Ann-Marie had been to ND and had info on that state. No info on SD. I gave her a short history of the BH, Season 2 of Reality & Romance, museum info, gaming info, Crazy horse and Mt Rushmore and how close they are to everything.  
May 2006: Press Kit, What's New Newsletter

Greta Peng

**Lion Travel Service Co., LTD**

No. 111 Ru Hu St. Neihu District

Taipei City

114

No. 111, Ruihu St., Neihu District, TaipeiTaiwan, Province of  
City, Taiwan R.O.C. China

Phone: 87932313

Fax: 66002099

Toll Free:

E-mail: gretapeng@liontravel.com

Web Site:

**Notes**



# 2014 IPW SD Leads

- 05/01/2014 IPW 2014 - Chicago - Hasn't been to area - looking for update. - fly into Denver to Rapid City. - looking for info on rest of state and other attractions in the hills to include. Fly to Mnpls - overnight. Laura will pick up - bus to Sioux Falls - overnight. Tour-travel SD. Stop in Mitchell/Chamberlain. Badlands/Caputa store. All regular stuff in Black Hills: Mt. Rushmore, Crazy Horse, Custer State Park. Stay in Rapid City. Add Ft. Hayes, possibly Brule!. Maybe bus to Yellowstone. 10-12 day tour. Visited with Alexa, Laura, Anne & Cindy.
- 02/15/2013 Go West: Met with Risha Na & Herman Chen (Herman Chen is manager) Based in Taiwan - totally separate from Lion Tours, but do have office in LA. Doing some regular tours but plan to do something unique in US. Send Web links. Planning to bring more people to states, places visitors don't usually go - like nature, etc. She thinks they are working on a Yellowstone & BH tour. Wondering where to fly in and where to stay. Will take info to marketing dept. Gave RMHT BH/Yellowstone itin and introduced her to Gary. Gave her press kit CD, G Park, map, Follow up with website links, BH/Yellowstone tour & other links.

## Memo

Ric Garrido  
**Loyalty Traveler**

Phone:  
 Fax:  
 Toll Free:  
 E-mail: ricgarrido@loyaltytraveler.com  
 Web Site: www.loyaltytraveler.com

## Notes

- 06/16/2014 IPW 2014 - Chicago
- 06/18/2013 PW 2013: Does articles for families and those that enjoy the outdoors. Looking to come explore BH/SD and do an article in 2014.
- 06/05/2012 Writes online for Loyalty Travelers about hotels. He's expanding to also include info about the destinations.

## Memo

Johnny Yeh  
**Lulutrip**  
 2890 Zanker Rd #203  
 San Jose CA 95134

Phone: (408) 980-1288  
 Fax:  
 Toll Free:  
 E-mail: johnny@lulutrip.com  
 Web Site: www.lulutrip.com

## Notes

- 04/21/2014 IPW 2014 - Chicago - Took Chinese packet, GTP. Send links to Chinese website, e-guide, etc. Took images as well.

## Memo

Miklos Farkas  
**Lupus-Travel**  
 1056 Budapest, So u. 8.

Hungary

Phone: 36 1 266-9911  
 Fax: 36 1-267-9911  
 Toll Free:  
 E-mail: farkas.miklos@lupustravel.hu  
 Web Site: www.lupustravel.hu

## Notes

- 06/06/2014 IPW 2014 - Chicago - Send links to e-guide. Photo cd, videos, into on all in booth. Very interested in expanding to SD. SD/Yell tour 10-14 days.

## Memo



## 2014 IPW SD Leads

Gabriel Derita

**Magic Bus**

San Fransico

CA

Phone: (855) 969-6244

Fax:

Toll Free:

E-mail: e gabe@magicbusSF.com

Web Site: www.magicbusssf.com

**Notes**

06/16/2014 IPW 2014 - Chicago

[Memo](#)

Lorenzo De Antonis

**Maverik Motion Picture Productions**

15-17 Middle St

Brighton

BN1 1AL

England

Phone: 44 0 1273 311817

Fax:

Toll Free:

E-mail: lorenzo@maverik.tv

Web Site: www.maverik.tv

**Notes**

06/16/2014 IPW 2014 - Chicago

[Memo](#)

Phillippe Orain

**Michelin Travel Partner**

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Boulogne-billancourt

cedex

92650

France

Phone: 33-0-1-78-76-47-08

Fax:

Toll Free:

E-mail: porain@tp.michelin.com

Web Site:

**Notes**

06/16/2014 IPW 2014 - Chicago

[Memo](#)

Neil Murray

**Neilmurray Features**

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Surrey KT6 5RP

UNITED KINGDOM

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Toll Free:

E-mail: neil@murrayfeatures.com

Web Site: www.murrayfeatures.com

**Notes**

04/17/2014 2014 IPW - Chicago - Interested in 125th Anniversary of SD. Will write about that in the Sept. 2014 issue. Would also like to received updates and announcements on the Crazy Horse project. Neal atteded the 2006 Buffalo RU. Let him know of any other interesting stories and ideas. Took What's New and CD press kit.

06/06/2012 Send what's new and press kit

[Memo](#)

05/06/06 PowWow: Took RC Tour Planner. Working Wi Claire, Fam, Flies to Denver

7/31, 2 nights 1 Cheyenne 7/2 came from Cheyenne to CSP to RC overnight RC, 2 nights, Aug 3-4. 1 day Mr CH, RC, 1 day

Badlands, Wall to Spearfish, Aug 5, 1 night Spearfish to Sheridan, 250, 000 - 2 Scottish newspapers, 1 is regional. 1/2 million

August 3-7, 2006: Attended Press Fam on Black Hills Region for article on SD and WY area. Was interested in major attractions and

National attractions.

05/01/07 PowWow: sent new press kit CD and website info, article in July 07 in Essentially America.



## 2014 IPW SD Leads

Ms. Chyako Yoshida  
**Nippon Travel Agency Co. Ltd.**  
2-20-15 shimbashi-ekimae bldg no. 1  
  
Tokyo 105@8606                      Japan

Phone: 03-3572-8771  
Fax: 06-3572-8194  
Toll Free:  
E-mail:  
Web Site:

### Notes

06/13/2014 IPW 2014 - Chicago - (Previous contact name is Atsuko Kobayashi) Int. Cong. - incentive travelers. Looking for conference destinations. Michelle will get info for conf. ctrs. possibly in DVR & Salt Lake where clients could visit over region also.  
-Joined by Osamu  
-Int. for tours in area and car rentals.  
Could possibly come to Sioux Falls from Conf. in Mnpls.  
-Asked about conv. cntrs in our state and transportation.  
-Asked about business incentives - Said - Business, (MICE) Medicine, farming, ranching, school of mines - gave Rapid City Lodging Booklet - Osamu explained attractions.

### Memo

Maureen attended with Osamu '96.

Ms. Jose Kraan  
**novavakantiereizen.nl**  
Dorpssingel 12  
Beuingen                      BE      6641  
6641 BE Beuingen                      The Netherlands

Phone:                      310246778750  
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Toll Free:  
E-mail: jose@nova-tours.nl  
Web Site:

### Notes

04/17/2014 2014 IPW - Chicago - Dutch tour operator. Mostly sell direct airline, customized fly/drive. A few groups on request. Have had a few people through area not well known. Flies into Denver to Yellowstone. Talked about what to see and do in the area. Works with receptives - Travalva Tourico, HotelBed, Novatel. She will talk to RMHT at RU. Would like images. Will be at Roundup.

### Memo

Madalina Nicolescu  
**Olimpic International Turism**  
5 Visana Str, Bl 43  
Bucharest                      AP, 66 S 4  
Romania

Phone:                      40213306152  
Fax:                          40213305123  
Toll Free:  
E-mail: mada.nicolescu@olimpic.ro  
Web Site: www.olimpic.ro

### Notes

04/25/2014 IPW 2014 - Chicago - Romania travel. 4 days in South Dakota. Would like photos and itineraries sent by email. They have not sent any FIT to SD - yet. Want to develop itinerary - esp. for BH, but perhaps flying into Minnesota, then driving to SF and across SD 4 to 5 days in SD. Liked Mt. Rushmore tours for day trip. Took all info from Partners, but would like followup with checked (x) items. Works through receptives - she said "all of them" suggested RMHT.  
She was here for her Boss who had tried to stop by many times, but we were busy! Not familiar with anything other than Mt. Rushmore!  
Met with Alexa, Cindy & Tim.

### Memo



# 2014 IPW SD Leads

Ashley O'Neill

**Orbitz Worldwide**

500 w Madison St, Ste 1000

Chicago IL 60661

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Fax: (312) 276-4497

Toll Free:

E-mail: ashley.oneill@orbitz.com

Web Site: www.orbitz.com

Notes

06/16/2014 IPW 2014 - Chicago

[Memo](#)

Enrico Brignoli

**OVET**

Viale Papa Giovanni XXIII 110

Bergamo 24121  
Italy

Phone: 035243723

Fax:

Toll Free:

E-mail: enrico.brignoli@ovetviaggi.it

Web Site: www.ovetviaggi.it

Notes

06/16/2014 IPW 2014 - Chicago

06/18/2013 PW 2013: Send guest ranchings in Wyoming near the BH. Was here on MEGAFAM. Needs new itins for FIT. Works with RMHT, allied, Team America, Hotel Beds. Sends quite a few people. Likes native and cowboy experiences. 2 nights -- RC, maybe 1 night HS and DW. Fly in to Denver.

[Memo](#)

2003 RMI Roundup April 4-8, 2003

Gregory Mazzola

**Peak Adventure Travel**

77 W 3rd St

Santa Rosa CA 95401

Phone: (707) 525-6775

Fax:

Toll Free:

E-mail: greg.mazzola@peakadventuretravel.com

Web Site: www.peakadventuretravel.com

Notes

04/24/2014 IPW 2014 - Chicago - Sends small groups of about 12 people in vans cross country only MR/CH/BL. Does lodging and camping trip. "Younger" people on the trips. Likes outdoor activities. Are there water activities to participate in near Chamberlain? Send guides for Black Hills outdoor activities. Planning a 2017 coach tour coinciding with and exlipse. chicago to Yellowstone.

[Memo](#)

Johnny Tsai

**Perfect Travel Agency LTD**

3F 129 Chang Chun Rd

Taipei 104 Taiwan

Phone: 20 2521-5241#110

Fax: 02 2542-6817

Toll Free:

E-mail: tjia1@mis.perfect.com.tw

Web Site: www.perfect.com.tw

Notes

05/01/2014 IPW 2014 - Chicago - Will access web sites on back of Maureens card. Now fly into Minneapolis looking for new products on east side of sate - already do Black Hills. Alexa will give images and info.

[Memo](#)



# 2014 IPW SD Leads

PowWow Miami 99: 8-9 day tour. 1 day Bhills. Likes tour in SD GtP. UA-Motorcoach trips SLC or Denver to Yellowstone, Cody and over to Black Hills Bring ppl from Taiwan. Fly out of RC. Day 6, Cody to RC, Keystone, Mt Rush. Send by mail GTP, Winter travel info, Slides (presentation & brochure attraction slides include Mt Rush), St Map, BH map. Pow Wow 00: Groups. Has done Black Hills. Looking for new things (site seeing, restaurants, accommodations, Holiday Inn category).  
 PowWow 01 Orlando: Stopped visiting area (RC) because of air fares too expensive. More Info. May fly to Denver. Does Groups. SEND slides for Brochures.  
 05/06/06 PowWow: Drop in, Tour Operator, Groups, Planning 2007, took Info. Wants to SD in National parks tour. (Western National prks) Mt Rushmore, Crazy horse, Badlands, took a number of Brochures.  
 May 2006: Sent Group Tour Planning Guide, Vacation Guide, State map, What's New Newsletter

Linda Ragusin	Phone: (630) 794-0696
<b>Premier Travel Media</b>	Fax: (630) 794-0652
621 Plainfield Rd, Ste 406	Toll Free:
Willowbrook IL 60527	E-mail: linda@ptmgroups.com
	Web Site: www.ptmgroups.com

### Notes

06/16/2014 IPW 2014 - Chicago

[Memo](#)

Henriette Maj Odby	Phone: 45 77 33 55 51
<b>Profil Rejser</b>	Fax:
Rosenoems Alle 29, 1.Floor	Toll Free:
Frederiksberg C, 1970 Denmark	E-mail: head@profilrejser.dk
	Web Site:

### Notes

04/24/2014 IPW 2014 - Chicago - Self drive FITS. American. New Product. Fly into Denver. Yellowstone tours. Interested in Laura (Mt. Rushmore Tours) tours for FIT. Took digital images.

[Memo](#)

PowWow Miami 99:  
PowWow 02 New Orleans: No availability. Has a appointment with Brian. (MT)

Dr. Olga Mazzoni	Phone: 011 02 33105841
<b>RMI - Italy</b>	Fax: 011 02 33 10 58 27
Via Carlo Pisacane, 26	Toll Free:
20129 Milano ITALY	E-mail: Rockymountain@themasrl.it
	Web Site:

### Notes

# 2014 IPW SD Leads

05/01/2014 IPW 2014 - Chicago - Attended last PowWow in RC? in Oct. - Check dates. Wants to. He is a journalist. Traveler by Conde Nast. Buffalo Roundup this year. Also has a radio program on iconic classic music. 2 projs of Country music Classic of the place. Native American-go to the reservations. Pictures of Native Americans and cowboys plus visit a couple ranches in Black Hills that depict cowboy of the plains. High Country Ranch would record and broadcast on site. Record Circle B & Brule'. Check on dates. Music of plains cowboy. Ft. Hays. -Let Olga know day. Pass date on to Olga so she can book this month. Olga has a social personality too.

Eagle Rider trip June 2015. 2 states maybe SD. Good tour operators.

Look at Alidays Fam tour. Geocaching Sept 2013. Olga said to review - BW will give rooms on this Fam tour. 2 Cars - Annalisa escorting. 8 people - 6 travel agents - 4 per car. Stop at location we point out and must take photo & video & put on social network. Engaging tour - count presidents in RC - Post when came to states.

Hertz donates. Can Maureen make them SD.

Prior to ITB music buffet & fun. Wounded Knee, Red Cloud, other native leaders, cultures, etc. Mitchell Corn Palace. Be local, buy local. Buffalo. Monuments. Authentic places that belong on to your state. Buy local - authentic SD products. Local foods etc. Local wines, beers, Crazy Horse artists, Prairie Edge, SF Prairie Star.

## Memo

Came on a fam of western South Dakota in July 15-19, 1999 to get familiar with the state. Attended WRU Pre-fam in South Dakota. Rndup 2000: Olga attended Summer Roundup.

RMIRU01: Attended RMIRU pre fam Mar 15-20. Both Olga and Alessandra. Need to fedx the following brochures to their offices: 250 CSP, individual ranches; listing of powwows, 1 copy each of new brochures; email Custer State Park's web site. Canale 5 is considering 01 Buffalo Roundup, Julia Zentilomo - production of buffalo, source of economy and business, economic ideas that contribute to economy with buffalo. BH Gold, other economic ideas to film. Cavallo is also looking at doing buffalo Roundup. Let Olga know how many she can send to Buff., RU. Sylvestro Serra, Gente Viaggi is another possibility.

2002 MegaFam Participant. Sept 27-Oct1, 2002. Thema Nuovimondi is also mentioned (Lorena Ranzanil attended)

2003 RMI Roundup April 3-11, 2003 (Olga, Barbara Barili)

10/03: 03 RMI Megafam participant - states WY, MT, ID 9/26/03-10/06/03.

2004 RMI Roundup Oct 8-12, 2004 (Olga)

Osamu Hoshino

Phone: 801-266-3345

**RMI - Japan**

Fax: 801-262-9570

853 Germania Ave.

Toll Free:

Salt Lake City

UT 84123

E-mail: ohoshino@comcast.net

Web Site: www.uswest.tv

## Notes

06/06/2014 IPW 2014 - Chicago - Send GTP & e-guide link.

04/11/2014 Go West 2014: Met with Osamu or Japanese Rep, his main focus now is finding lodging and attractions in the Rapid City and Deadwood area. Osamu will be accompanying Cole on the 2014 Japanese Fam at the end of May. Osamu is in the process of collecting participants for fam. Need to send over promotional materials for his NY and LV Sales missions.

## Memo

8/04: Sent 200 GPGM Japanese version to Osamu. Also sent 1,000 to Japanese office.

Gary Schluter

Phone: 970-482-5813

**Rocky Mountain Holiday Tours**

Fax: 970-482-5815

PO Box 2063

Toll Free:

Fort Collins

CO 80522

E-mail: products@rmhtours.com

Web Site: www.rmhtours.com

## Notes

06/13/2014 IPW 2014 Chicago - Previous contact was Brian Gomi. Top reservation agent coming on educational FAM tour to SD with her husband. They could choose any area Gary promotes & she chose us. She would like to stay 2 nights Keystone and 1 night traveling with husband. Deadwood in May. Also would like to visit Bear Country. Gave Gary VG & Map, BH Map, Scenic Byways. Send attractions pass letter, etc.





# 2014 IPW SD Leads

02/11/2013 Go West: Met with Hidiki & Gary. Need rates for Dwd Mtn Grand immediately - need to get in tarriff 2014-15 need info by June/July 2013 - black out dates are fine.

### Memo

Pow Wow '94: Divison of Powder River Transportaion. Took gtp, vg, tg, maps. Sent 1 box of maps. Michelle Lintz met with at NTA Seattle '92. 95% is international inbound groups. Send all info. Sent gtp, travel gde, map, escort notes, adventure. '95 gt co-op: Sent slides, vg, gtp, escort. 2000: GTP, Vac Guide, State map, Gen Video. 8/00: Sent info on Northern Plains Tribal Arts & Living History Days.  
RMIRU01: Looking for international tour operators looking for local receptives to make their life easier. SEND all updates. Fam invite Ru02:  
2002 MegaFam Participants. Sept 27-Oct 1, 2002 Hideki Gomi also participated.  
03: Looking for someone in the Black Hills to book the adventures for their clients. '03 Megafam. Sent SD newest brochures.  
Lead from Paul Sheburne: 2 Nation Lead  
2 Nation Tour Operator Lead List.  
Gary attended RMI Mega Fam on October 8-12, 2004  
6/04: Emailed requesting a new supply of maps - sent 1 case.

Sara Fried

Phone: (857) 350-4661

**Secret Escapes**

Fax:

Toll Free:

E-mail: sara.fried@secretescapes.com

Web Site: www.secretescapes.com

### Notes

04/22/2014 IPW 2014 - Chicago - Started in London. Now expanded through Europe and new in US. Product has been Europe to US. Currently just hotel product. Looking for 5 star properties. 1-2 week booking window/flash sell. She does not know the area well. She was here on a family trip once. VS site launches soon. SF & RC send upscale properties. Talked with The Lodge at Deadwood. She will send us a copy of the presentation. Affluent customers. 20% commission. Met with Michelle Thomson and Alexa Steiner

### Memo

Pieter Demuyck

Phone: (325) 133-3318

**Selectair - Penta Reizen**

Fax: (325) 131-4753

Nieuwstraat 31

Toll Free:

Izegem

B-8870

E-mail: info@pentareizen.be

B-8870 Izegem

Web Site: www.pentareizen.be

### Notes

04/21/2014 IPW 2014 - Chicago - RMHT & New World Travel - Mostly FIT occasional group. Maybe individual FAM tour would be best. Time is the issue. Looking for new ideas, things to see and do in SD, BH, BL and across the state.

### Memo

Frank ten Cate

Phone: 31 06 25022366

**Senses Travel**

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Vredehof 8

Toll Free:

E-mail: info@sensestravel.nl

The Netherlands

Web Site: www.sensestravel.nl

### Notes

04/22/2014 IPW 2014 - Chicago - Not very familiar with South Dakota. Will be adding a itinerary to website. Chicago & Minneapolis are gateways for them. Some RV Tours. Self drive - 35-40% Encourage visitors to experience a destination. Hubbing and spoking is good. Take time to meet locals and see a destination.

### Memo



# 2014 IPW SD Leads

Ken Takahashi

**S-Planner Co. LTD**

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Tokyo

103-0014

Japan

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81358472855

Fax:

81358472856

Toll Free:

E-mail: takahashi@splanner.com

Web Site: www.splanner.com

## Notes

04/18/2014 IPW 2014 - Chicago - Send the Group Tour Planning Guide to each of them (hard copy & e-guide). We talked about the attractions and cities across SD, the Black Hills, Badlands, all National Parks and Monuments, grasslands, CSP, Crazy Horse, Rapid City, Deadwood, Hot Springs, attractions, scenic byways, etc.

## Memo

Tatsuo Isobe

**S-Planner USA Inc.**

97-50 Queens Blvd., #C-10

Rego Park

NY

11374

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Fax: (718) 425-9899

Toll Free:

E-mail: isobe@splanner.com

Web Site: www.splanner.com

## Notes

04/18/2014 IPW 2014 - Chicago - Send the Group Tour Planning Guide to each of them (hard copy & e-guide). We talked about the attractions and cities across SD, the Black Hills, Badlands, all National Parks and Monuments, grasslands, CSP, Crazy Horse, Rapid City, Deadwood, Hot Springs, attractions, scenic byways, etc.

## Memo

Tommy Swanson

**Swanson's Travel Ltd.**

V. Storgatan 32, Box 164

Osby

SE-283 23 Osby

Sweden

Phone: 46 479-144 35

Fax: 46 479-150 39

Toll Free:

E-mail: tommy@swansons.se

Web Site: www.swansons.se

## Notes

- 04/18/2014 IPW 2014 - Chicago - He is the largest tour operator in Sweden. Maybe some new photos. Send cover of VG. Need cowboy or Native American photo for cover of his magazine - unique photos? Was at his office during the Scandinavian Mission and they did presentation to all the agents he works with.
- 06/18/2013 PW 2013: Things are going well in the area. US travel is increasing. Needs brochures -- noted he gets what they need the US. Everything is good with product. Magnus is new in the positions but had worked with Swanson several years ago. Has a Swedish guided tour overnighing in RC. Mostly flies into Chicago then Denver to RC and Cody.
- 06/15/2011 Would like a great Native Am or cowboy picture from SD for catalog cover (possible). Has two sales people in the Black Hills currently on a fam. Likes using Rapid City as the overnight for tours in the area. Clients usually fly to Denver and drive in.

## Memo

We've met w/ at previous Pow Wows. They are bringing 5 groups May - Sept. staying at the Hilton. Wants 25 RC Maps. Pow Wow '98: Do fly drives into area. Send all info. PowWow Miami 99: FIT. Uses Radisson in RC. 150 brochures, maps, 'Road West' 1999, BH, CH, Keystone, Deadwood, Lead,?R. Sent GTP, Slides, St Map, Vacation Guide. Pow Wow 00: Per Lief Johnson, Tommy is the best Tour Operator in Sweden.

PowWow 02 New Orleans: Does Groups and FITs. Runs SD tours, stays overnight. SD tour planned for 2002, 2003. Largest promoter to US in Sweden. 2 groups per year to RC. Do Badlands, Pine Ridge, Wounded Knee, Mt Rush, Crazy Horse Mem, Custer State Park, Needles hwy, Iron Mtn Rd, Keystone, Dwd, Lead, Hot Springs, Wind Cave, Jewel Cave. Their offices look like an Old West setting. They also push Mpls, SD, ND loop. SEND 50 Vacation Guides and 50 National Treasures, Some slides of Cowboys and/or Indians for cover too, 10-20 State Maps, Guide to Reservations, Guide to Great Sioux Nation.

Pow Wow 05 NYC: Have Chad send new Native American or Cowboy photos for coverof magazine. SD has the cover this year. New tour to SD, WY, MT and ND, Co op between the States in his catalog. Brochures/info. They do Groups and FIT. SEND 3 GTP, Photo CD, and 100 Vacation Guide.



# 2014 IPW SD Leads

Liv Hammersmark

**TEMA Reiser AS**

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0152

Norway

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Web Site: www.temareiser.no

**Notes**

04/21/2014 IPW 2014 - Chicago - TEMA Reiser stopped by. Do group, incentive and senior travel.

[Memo](#)

Mark Wm. Sheehan

**The America First Campaign**

21 Hollywood Drive

Newport

NSW 2106

Australia

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Fax:

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Web Site: www.arethoseyourunderpants.com;  
www.newholland.com.au

**Notes**

06/16/2014 IPW 2014 - Chicago

[Memo](#)

Rick Gresh

**The James**

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IL 60611

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**Notes**

06/16/2014 IPW 2014 - Chicago

[Memo](#)

Steven Zhao

**Think.&.Studio**

4460 Brookfield Corporate Dr Ste K

Chantilly

VA 20151

Phone: (703) 817-0275

Fax:

Toll Free:

E-mail: prd781121@163.com;

Web Site: stevenzhao@matusatravel.com;  
www.thinkstudio.com.cn  
matzht@gmail.com

**Notes**

04/24/2014 IPW 2014 - Chicago - After conference leisure travel fly into Houston, NY & LA. Like direct flight from TX to SF. Also Chicago to SD. Small meetings 10-20 people. Would fly into US for a conference/meeting then travel to do sight seeing. Small group or Fly-Drive.

[Memo](#)



# 2014 IPW SD Leads

Shino Feagins  
**Tokyu Travel America Inc**  
 1899 Western Way Ste 310  
 Torrance CA 90501

Phone: (310) 320-3790  
 Fax: (310) 320-9252  
 Toll Free:  
 E-mail: sfeagins@ttatour.com  
 Web Site: www.tta-us.com

## Notes

- 04/24/2014 IPW 2014 - Chicago - Customized - incentive, student, leisure. 60% Corporate - 40% Student. She knows the Black Hills from Osamu. Thinks students would like it. Talked about the area with Osamu.
- 03/02/2011 Osamu the reason she came to SD. They know Osamu and love his presentation info. If receive Japan inquiries then provide hotels, send hotel. They can introduce events and happenings to their clients. Sign up for newsletter to send info to clients. Send GTP Great Parks and 1 map.

## Memo

Eiko Tanaka  
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 Tokyo 104-0028  
 Japan

Phone:  
 Fax:  
 Toll Free:  
 E-mail: eiko\_tanaka@touramerica.us.com  
 Web Site: www.touramerica.us.com

## Notes

- 04/21/2014 IPW 2014 - Chicago - 2015 Tour. Flying into Denver then bus to Black Hills, Yellowstone. 10-15 days. Start and end in Denver.
- 02/21/2013 NAJ '13: Their primary concern is restaurants that can efficiently cater to groups (mentioned Deadwood Gulch, Ft. Hays). \*\*RESTAURANT PROPERTIES-PLEASE FOLLOW-UP. They generally have groups of 30-45 and want to be able to bus people in, order from pre-set, pre-priced menu and then eat and get everyone loaded and ready to go with HIGH efficiency. They've dealt with a lot of restaurants (all over the US, not SD specific) who tend to get overwhelmed when large groups come in. Looking for restaurants with experience in working with groups. Looking for bus companies (Steve will send info). Their groups stay at the Best Western and Clarion in RC. Fly to LA>DEN>RC...always fly out of Rapid. Will be booking more groups when United opens direct flights from Tokyo to Denver. Send RMHT info.
- 06/14/2012 Need restaurants. Gave her GTP. Send What's New with new hotels. NEEDS HOTELS. Clients mostly from Japan and SE Asia. Also Singapore, Malaysia, Thailand and India. Use SLC for Yell/BH tours. Mostly visit relatives and do shopping. Hong Kong chooses cities as destination. Needs hotels and transportation info. Point out restaurants that do groups. Send BH/Yellowstone tour in English.
- 07/07/2011 Also diving into Japanese market and have rep in Japan, Japanese asking for National parks- Mt Rushmore and Yellowstone top ones. Send link to Chinese and Japanese restaurants and the Thai and Vietnamese restaurants.

## Memo

JaeMyung Lee  
**Tour Marketing Korea Inc.**  
 Seoul 110-794  
 194-4 Insa-dong, Jongro-gu Korea

Phone: 02. 732. 8301  
 Fax: 02. 734. 0328  
 Toll Free:  
 E-mail: jmlee@tourmktg.co.kr  
 Web Site: www.tourmktg.co.kr

## Notes

- 04/29/2014 IPW 2014 - Chicago - Has car rentals - wants to make suggestions of things to see and do. Works closely with TA to offer itinerary in SD. His website can link to individual websites. Wants to offer a lot of attractions - has hotels. Korea has a direct to Houston then to SF. Would have a car there - then F/D across the state. Wants to send one of their 'Bloggers' to SD on a Fam-tour so they can write about it when they return to Korea. Korea also has a direct flight to Dallas/Ft. Worth then on to RC. Very impressed with all there is to see and do across the state!



# 2014 IPW SD Leads

05/28/2009 On Alamo website, hae attached itineraries with Fly n Drive into. New to SD-needs ideas to offer his clients. Vacations are 7-10 days in length. Works directly with ATI. Give him into re: Rocky Mtn Holiday Tours. He does their own booking through their company for FIT's and groups will start at a later date. No technical tours at this time. Will do their first FIT themselves to Vegas and Yosemite to see how it will go. Book more than 5000 car rentals through the US. Visa's from Korea have been waived. Younger Koreans want to start traveling more. No programs available for tours into Korea. They want to get FIT's going.

[Memo](#)

Alexey Dneprovoy

**tours-TV.com**

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Saint Petersburg

190013

Russia

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Toll Free:

E-mail: dir@tours-tv.com

Web Site: www.tours-tv.com

## Notes

06/16/2014 IPW 2014 - Chicago

06/18/2013 PW 2013: Drop in. Took Press Kit CD, Travel DVD. Interest in MR. Took Maps. Send PowWow list. Send GTPG, Escort Notes, VG online. Wants to show the real America.

[Memo](#)

Ike Ogura

**Trans Orbit USA.**

330 E. @nd Street, Suite 201-A

Los Angeles

CA

90012

United States

Phone: (636) 235-0812

Fax: (636) 412-5947

Toll Free:

E-mail: ike@hog-usa.com

Web Site: www.navitourusa.com

## Notes

06/05/2014 IPW 2014 - Chicago - 2014 Japanese Fam Participant- Ike is looking to set up a group of travelers to come to South Dakota near the end of this year.

04/21/2014 IPW 2014 - Chicago - Stopped by to say 'Hi'. He is coming on the Japanese FAM. Talked about itinerary. He will probably be a late arrival to RC as he is flying from BC. He will let Michelle know if he needs anything.

04/03/2014 2/05 NAJ RTO Summit- Marina Del Rey, CA- Met with Ike Ogura. Ike will be joining Cole on his Japanese fam of the BH at the end of May. Was interested in the BH and Badlands region. He is looking for nature, national parks, and culturaleal heritage for his groups. Hiking tours in the Badlands are an area of interest for his clients. He took a HWY map/ BH map/ Travel CD and profile sheet.

[Memo](#)

Mr. Takeshi Sato

**Travel Factory**

811 Wilshire Blvd, Ste 1250

Los Angeles

CA

90017

Phone: (213) 228-1801

Fax: (213) 228-1861

Toll Free:

E-mail: takeshi@americatravelfactory.com

Web Site:

## Notes

04/24/2014 IPW 2014 - Chicago - Sends some people through West Yellowstone. ITB Intl group a FIT. 50/50. Talked about the area. Osamu went thru West and the itinerary. He is the new GM and is sending a staff person on the May Fam. He hopes to come out personally in June. Send link to TPG and TourSDakota

[Memo](#)



# 2014 IPW SD Leads

Colleen Kelly

**Travel Film Productions**

233 S Wacker 84th Floor

Chicago IL 60606

Phone: (312) 275-5727

Fax:

Toll Free:

E-mail: colleen@travelfilmproductions.com

Web Site:

**Notes**

04/21/2014 IPW 2014 - Chicago - Colleen was in WY last year. Have Jim talk to Diane. Family Travel - Colleen comes out with her kids (11 & 9) and experiences the area. Talked about coming in the summer to see what families would see. Airs a PBS in spring - repeats nationally - also anytime. 24-7 airs in Chicago. 8 years old. 25-54 year old demographics. #1 more geared to adult/no kids, travel, but there is some family focus. Culinary, Mixology. Could just do one segment.

Memo

Charline Lambert

**Travel Lab SAS**

22 Rue dieumegard

St Ouen Cedex 93407 France

Phone: 0155878131

Fax: 0155878283

Toll Free:

E-mail: charline.lambert@kuoni.fr

Web Site: www.kuoni.fr

**Notes**

04/18/2014 IPW 2014 - Chicago - Learning about everything in the state. Unfamiliar with South Dakota. Fly into Denver. July & August.

Memo

Ulrich Pfaffenberger

**Travelwriter**

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**Notes**

04/24/2014 IPW 2014 - Chicago - Uli - needs information from all of us on western stories, interesting personalities, events, western museums, lifestyle, any stories that would be interesting. Buffalo RoundUp info, etc. Anything for the horse riding people. Also preparing a series of e-books. Any places that have a story to them or a place where the place has a story, grandfathers recipe, etc. Next SD story not till 2015. High resolution photos needed - Saddle Pass Trail -BLNP. Bernice & Grady crew (Prairie Homestead) Experienced Riders. Also - HC Guest Ranch - Novice/Beginners/Experienced Riders. Trail Ride on Mickelson Trail. Took "What's New" list, Rodeos, PowWows and Ranches.

06/18/2013 PW 2013: new customer a horse magazine -- would like to include BRU. Wanted to talk to Maureen. Also has a blog now blow "Uli USA" [www.ulrich-phaffenberger.com](http://www.ulrich-phaffenberger.com). Would like extra material to write from. Wants horse ranch cowboy Native American information sent via email or mail -- sooner the better.

Memo

Elizabeth Persons

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**Notes**



# 2014 IPW SD Leads

04/18/2014 IPW 2014 - Chicago - Help tell the story.

1. Help destination stimulate demand.
2. Tell the destination story.  
Can use the page as a multi-level co-op and include partners.  
Can focus on the drive market on national.

Her colleague, Biagio, has spoke with Natasha. SD participated the Golden Ticket give away last year. Needs offers from activities, can be off-season. She will get us info on Canadian promos.

[Memo](#)

Britt Hestenes

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Norway

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www.export.gov/Norway

## Notes

04/22/2014 IPW 2014 - Chicago - Organize travel shows in all states. Anything they can do to help bring tourism to our region. Needs to be invited to a state in order to see it all first hand.

06/18/2013 PW 2013: Say Hi to Vicky! Appreciates Vicky and efforts in Norway. Took CD press Kit, DVD. Asked to do an overview of SD, went through map and photo book.

[Memo](#)

Elizabeth Walsh

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## Notes

06/16/2014 IPW 2014 - Chicago

[Memo](#)

Stefano Gnerucci

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www.strada66.com

## Notes

04/24/2014 IPW 2014 - Chicago - Has been to SD many times. Gave "What's New". Needs images for his website - very interested in Brule' and upscale properties. Golf courses - send link. Took Ft. Hays/Mt. Rushmore info. Send: Rodeo & "All one sheets" Wants to improve the golf & biker group business. Send buffalo image (the one in the booth) to him.

06/06/2012 Send autumn info. Been to SD many times. Las time in 08 on Megafam. Wanted new info for the area and SD. FIT's - work with Olga. Use mostly receptives.

[Memo](#)



## 2014 IPW SD Leads

Kenny

**UNO Tour Taiwan**

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China

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Notes

04/22/2014 IPW 2014 - Chicago - All groups. Series of tours.

Transfer through Denver & fly to RC. coming in 2014. Coach Company is from Vegas as they end there. 15 to 30 people. Prefer the larger coach for groups - 15 or over. May 16 - 1st tours. 1 night RC and 1 night Gillette, then Yellowstone. Laura contact re: coaches for future trips. Mt. Rushmore, Yellowstone, Crazy Horse, Salt Lake City, Vegas, Mon Valley, Zion, Bryce.

Memo

Leslie Graham

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Notes

06/16/2014 IPW 2014 - Chicago

06/18/2013 PW 2013: requested to be added to the media mail list

06/15/2011 Asked who did our media in the UK. Took a press kit.

Memo

Paul G. Bergman, Jr.

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Notes

04/22/2014 IPW 2014 - Chicago - Avoiding Sturgis Motorcycle Rally. 2 weeks - Denver - Yellowstone - Black Hills - Denver on motorcycles. Need guide. Coming on a WE. Arrive in Deadwood the 23rd of July, need hotel. Arrive around noon? Tour 24th then leave SD. Talk into staying longer? Provide scope of ideas to stay longer?

Memo

Remi Venitien

**Vacances transat - Le voyage illimite**

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Notes

04/24/2014 IPW 2014 - Chicago - Fly into Denver. 14 day tour. 3-4 days in Black Hills area. Escorted tours with Go West Tours. Looking for new bus companies. 2015 May-September. 1-2 times per month. Have 2014 and 2015 set. Possible new itinerary from Sioux Falls to Rapid City. Liked the idea of flying into Minnesota and coaching to Rapid City and Yellowstone.

Memo





## 2014 IPW SD Leads

Lilianna M. de Arguello

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### Notes

04/25/2014 IPW 2014 - Chicago - Panama to Chicago. Staying one night in Chicago. Shopping, then onto RC Airport. Tour the hills from there.

05/29/2009 Dropped by-very interested in learning about the area-Needs help with itin. would book direct or thru receptive. Also works for Visit USA Committee Panama

### Memo

Delphine Aubert

### Visit USA Committee

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### Notes

04/17/2014 2014 IPW - Chicago - Was in SD on Mega-Fam in Sept 2013. They market directly to French ppl. as well as tour operators and travel agents via website, newsletters, email, facebook and other social media. Interested in cattle/guest ranches - High Country Guest Ranch.

06/10/2010 New promotion manager. Articles for their news letter. CD - send to over 6000 clients. If cities have news they need to send to Maureen adn then she can forward info. workshop - in Nov. - US and Canada. Gave info to Maureen.

### Memo

Reno Mauricio

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U.S. Commercial Service

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Portugal

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### Notes

06/16/2014 IPW 2014 - Chicago

06/05/2012 His people are very interested in bringing people to RMI regions. Took Great Parks and Real America guide. Wanted to know who could book tours - took him to RMHT.

06/15/2011 Stepped by and took NA guide. Has an operator with him that wants to offer the region. Send info.

### Memo

Christophe Robin

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### Notes

06/16/2014 IPW 2014 - Chicago



# 2014 IPW SD Leads

## Memo

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		Canada	Web Site:

## Notes

04/21/2014 IPW 2014 - Chicago - \*Groupon of Canada. Packages to Market Online...weekly email. Booking made online. Canadian Traveler. Travel alerts - they book on the individual hotel/attraction website. 1.5 million on site each month. Will contact Tasha re: advertising.

## Memo

Alexey Dneprovoy			Phone:	78124907488
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		Russia	Web Site: www.tours-tv.com	

## Notes

04/18/2014 IPW 2014 - Chicago - Saw us last year. Received info, SD on his website. Wants to start a social media series. Natural America & feature National Parks. Needs park images, videos and contact. Free for NPS. Makes \$ from Russian tour operators. Russians are interested in big cities, shopping & Nat'l Parks. Also will feature historical monuments like Crazy Horse.

06/14/2010 Russia Operator - free advertisement on their site.

## Memo

Dave Costabile			Phone:	978-867
<b>Yankee Holidays</b>			Fax:	978-922-0419
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			Web Site: www.ylginc.com	

## Notes

04/18/2014 IPW 2014 - Chicago - Talked about doing an Amtrack package from Wiliston, ND to BH, SD. Yankee Holidays - All package travel. Pushing National Parks packages. Really wants to push for 2015 market. Nicole Trainor and Dave will be traveling the area in May to get everything down for the Package-Promotion.

## Memo

NTA 03 Charlotte: has potential. Does a lot of FIT, Request Tour Planner, CD ROM, works with students and Senior tours. Would like sample itin. Looking to Develop National Parks tour. Look for information Mt Rushmore, CSP, Deadwood, SEND Black Hills map. DWD

NTA 06 Salt Lake: Would like to see one major operator channel ALL National Parks product into one brochure. They would like to be that operator. They sell any of their clients that are interested in our area into Collette. Presently they do not plan on a Black Hills program in their tour offerings. Follow-up: all National Park info.