

Business	First	Last	Email	Country	Notes
Back Roads	Delphine	Berteuil	delpine.backroads@orang.fr	France	Tour operator, only FIT, fly&drives, a la carte, motorhome and car rentals. Uses receptives (ie. Tourmappers/City Tours)
Purely New England	Andrew	Bird	andrew@purelynewengland.co.uk	UK	Online operator, year-round offerings to all NE states. All aspects of travel (lodging, transport, activities). Uses receptives.
Yankee Publishing	Jamie	Trowbridge		US	Publishing partner for new DNE Guide.
Expedia and Hotels.com - Lodging Only	Joelle	Navarro	sspinney@expedia.com	US	Online sites responsible for sourcing hotel supply, reaching 70 countries.
America As You Like It	Philippa	Westwood	philippa.westwood@americaasyoulikeit.com	UK	Lodging, fly&drives, focusing on smaller properties. Range in clientele. Some receptives.
Frontier Travel	Sandra	Potter	sandrapotter@frontier-travel.co.uk	UK	Fly&drives in US & Canada; new to NE. Some receptives. Looking for family and couple-friendly properties/activities.
Japan Pacific Travel Service	Tomoko	Takahashi	ttakahashi@j-pactravel.com	Japan	Based in US. Tour operator. Some receptives. More clientele w/ new BOS flight. Attraction based itineraries, planning for 2014.

Blueberry Travel	Stefano	Serra	stefano.serra@blueberrytravel.it	Italy	Mainly do FIT fly&drive, some groups. Only uses receptives - TourMappers, GTA. They are willing to translate materials.
ANA Saless America	Yoshiharu	Otsu	otsu@anahallousa.com	Japan	Based in US (NY). Very high-end operator. Hub & spoke.
USA Tours	Jeroen	de Jong	info@usatours.nl	Netherlands	Online tour operator, FIT (2-4) and love nature. Uses some receptives. Custom routes & looking to expand NE. Looking for wholesaler. Independent tour operator, tailor-made specialist. 2-3 wk multi-state. Uses some receptives.
Experience Holidays	Yvonne	Dann	yvonne@experienceholidays.co.uk	UK	Independent tour operator, FIT, new to NH, uses receptives, clientele varies but have a lot of honeymooners and romantic trips.
Australia/Seven Worlds	Oriana	Pelagalli	oriana.pelagalli@usaworld.it	Italy	
Travelocity	Dawn	Briggs	dawn.briggs@travelocity.com	US	Dawn does mrktg/adv for lodging domestically. Independent tour operator, mostly FIT- fly&drives, upscale customized tours for families/couples
American Holidays AS	Widar	Jensen	widar@americanholidays.no	Norway	

Amerikareisen.at	Karin	Ochenbauer	karin.ochenbauer@americareisen.at	Austria	Tour operator, tailor made fly & drives for FIT - seniors, families, mixed. Uses receptives. Extended stays. Tour operator - FIT fly&drives, coach tours, motor cycles/homes. Mixed clientele. Uses receptives. Tailor made itineraries.
Reimatours	Paolo	Cearatti	paolo@reimatours.it	Italy	Tour operator- FIT tailor made fly&drives, coach tours, motorhomes for families. Uses receptives. All budgets.
USA Travel Consultants	Sophie	Alsteens	sophie@usatravel.be	Belgium	Based in US (Boston). Tour operator/receptive for coach tours. Spoke from Boston for all types clientele Spring-Fall. Ext stays.
Sunshine Travel Boston	Jolin	Zhou	sunshinejolin@gmail.com	China	Tour operator/wholesaler (2nd largest in Germany), FIT fly&drives, coach tours Uses receptives. 2012: 110 guests to NH for 99 room nights.
Thomas Cook Touristik	Tanja	Kiep	tanja.kiep@thomascookag.com	Germany	Tour operator, tailor made FIT fly&drives (coaches on request). 2 weeks in state.
Nova Vakantiereizen/Ustravel.nl	Jose	Kraan	jose@nova-tours.nl	Netherlands	

Altrimenti Viaggi	Martina	Zaffani	martina@altrimentiviaggi.com	Italy	Tour operator for motorcycles. Only uses receptives.
Vactions to America	Richard	Wimms	richard@vacationstoamerica.com	UK	Tour operator/wholesaler for tailor made fly&drives or coach tours. Uses receptives.
Amnet	Yasutaka	Kambe	ykambe@amnet-usa.com	Japan	Based in US (NY). Tour operator. Uses receptives. Variety of clientele and budgets.
Bon Voyage Travel & Tours - England	Karen	Niven	karen.niven@bon-voyage.co.uk	UK	Tour operator, high-end tailor made fly&drives. Currently 20 itineraries in NE. Uses some receptives.
Globus Family of Brands	Tracie	Wingo	twingo@globusfamilybrands.com	US	Tour operator, doesn't use receptives, fly&drives and coach tours for mixed clientele.

North American Traveler	Steven	Grasso	sgrasso@natraveler.com	US	Receptive tour operator, with FIT fly&drives and coach tours for mixed clientele (22 and under or families).
Team Wade - UK Travel Writers	Kathy	Arnold	ka@teamwade.demon.co.uk	UK	Press, 25 books, and look for off-the-beaten-path travel.
HIS International Tours	Madoka	Sugifuji	sugifuji.madoka@his-world.com	Japan	Based in US (NY). Also met with Eri Okuma. Inbound/outbound tour operator & receptive. Current year-round pkg from BOS for adults 30-50. Wholesale tour operator for tailor made FIT fly&drives and coach tours. In NE and want to expand. Mod to high-end clientele.
Viaggi Dell'Eelefante	Riccardo	Minozzi	r.minozzi@viaggidellelefante.it	Italy	Based in US (Brookline). Tour operator/agent and receptive for coach tours. Expanding NE offerings. Moderate price point w/ mixed clientele.
Boston International Travel	Hisao	Nakatsuka	nakatasuka@travel-bit.com	Japan	Tour operator for groups only - mixed clientele (avg 50+). In NE now but looking for ideas to expand. Always uses receptives.
World Travel Team	Andreas	Hoffmann	andreas.hofmann@rhein-kurier.com	Germany	

Total Travel & Excursions, Inc.	Mamiko	Maki	mamiko@totaltravl.net	Japan	Based in US (Cambridge). Receptive tour operator for FIT fly&drives and coach tours. Mixed clientele base. Have groups in NH already - boat to ME then drive to Wt. Mtns
Fairflight Touristik	Kristain	Lehmann	lehmann@fairflight.de	Germany	Tour operator (US Specialist) for FIT fly&drives. Some coach tours. Uses receptives (City Tours). Tour operator for FIT tailor made trips. High end and smaller inns/lodging. Uses some receptives (ATP, City Tours, ATI).
Just America Ltd	Michael	Easton	mike@justamerica.co.uk	UK	
Virgin Holidays Limited	Karem	Ibrahim	karem.ibrahim@virginholidays.com	UK	Tour operator for fly&drives. Mixed clientele. Based in US (CA). Tour operator for FIT fly&drives and coach tours. Only in MA and VT now. Uses receptives.
JTB International	Akari	Calder	acalder@jtbi.com	Japan	
Cosmopolis	Guillaume	de Baudrey	cosmopolis.travel@gmail.com	France	Tour operator specializing in geopolitical tours. High-end coach tours.

TUI Travel Specialist Division	Sarah	Lax	sarah.lax@tuispecialist.com	UK	Tour operator for tailor made fly&drives. Uses some receptives. 2012 +17% yoy, 2013 +48% yoy.
Trailfinders	Jane	Poyser	janep@trailfinders.com	UK	Tour operator/wholesaler for fly&drives and coach tours. Uses some receptives for mixed clientele base.
Safrans Du Monde	Guy	Bigiaoui	guy@safransdumonde.com	France	Tour operator for tailor made fly&drives and coach tours. Uses some receptives.
Viator - Online Vendor of Worldwide Tours & Activities	Marissa	Evans	marissa@viator.com	US	Receptive tour operator. Just sell tours & attractions. 15K tours in 1K destinations. Online tour operator & receptive for FIT fly&drives. 160+ sales team. US HQ: Orlando, Intl HQ: Spain. Contract 1yr (4/1-3/31), fixed allotment. Properties manage their inventory. Payment: direct bill or single use CC (on client's departure to destination).
Hotelbeds	Alice	Kilpatrick	a.kilpatrick@hotelbeds.com	US	
American Ring Travel	Jerry	Varnes	jvarnes@americanringtravel.com	US	Receptive tour operator for FIT fly&drives and coach tours.

TourMappers North America, LLC	Donatella	Cedrone	donatella@tourmappers.com	US	Full service receptive operator. Primary clients UK/EU/Scandinavia operators. Receptive operator for escorted tours. Currently in NH.
Travalco	Annette	Zamora	annette@travalco.com	US	
America Travel Guide/Net Travel	Marcus	Blok	marcus@nettravelassociates.com	Netherlands	Tour operator for FIT fly&drives. New to NE. Mod to high-end clientele, elderly, couples and families. Uses some receptives.
Destination America	Andrew	Brescini	andrew.brescini@dest-amer.com	US	Receptive tour operator for coach tours. Receptive operator moving towards groups, but in transition.
AlliedTPro	Stacey	Cohen	stacey.cohen@alliedtpro.com	US	
GTA Americas LLC	Julie	Bideaux	julie.bideaux@gta-travel.com	US	Receptive operator currently working in NH. Tour operator for fly&drives and coach tours. Currently in Wt. Mtns, Portsmouth, N Conway & Jackson.
Reis Tour & Travel - RTT Services, Inc.	Brian	Lincoln	brian@rttservices.com	US	
Canadvac Travel Services Ltd.	Franziska	Fenselau	f.fenselau@canadvac.com	Canada	Receptive tour operator for fly&drives. Families & mixed clientel. Moderate to high-end.

Tourismus Schiegg	Markus	Schiegg	markus.schiegg@tourismus-schiegg.de	Germany	Tour operator for tailor made fly&drives and coach tours. Uses receptives. Mixed clientele and mod to high-end. Can do direct sell.
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Requests

Interested in new itineraries, esp. culinary. Will notify if they need maps.

Interested in rail/bike trails, soft & outdoor adventure, wildlife viewing (**send info on Lincoln/Gorham**). Would like info on Gunstock & asked about disabled parking passes. Discussed ad opportunities and will follow-up (discounts for advertising in all three lang. guides)

Looking to reach out to more lodging properties, esp. in Wt. Mtns. Want to attend Gov. Conf. and/or host industry session in NH. Add to NH Update.

Does extended stays, **Indian Head Offer**, looking for new attractions.

Jim S to follow-up and fulfill collateral (maps, images & brochures). Looking for new inns, resorts. **Indian Head offer.**

Lori H to follow-up. Wants info on: museums, attractions along I-93, The Cog, Conway Scenic RR, outlets.

Interested in new attractions,
wineries.

Looking for high-end lodging
(discussed Mt. Washington,
Wentworth, and Mill Falls).

Interested in M/S Mt.

Washington, outlets, and scenic
drives.

Want to add nature & cities,
would like itineraries. Want RR
information to combine w/
nature. Interested in info on
Portsmouth. Moderate lodging
(hotels/motels for couples 25-
65).

Looking for ski info (**connect
with NH Ski Group**), inns, B&Bs
and rail trails. Sug. Mill Falls,
Pleasant Lake.

Looking for events to help sell
region. Interested in Portsmouth,
lodging, culinary tours/tastings.

Add to NH Update. **Send
suggested itineraries.**

Looking for coop from
states/regions - doing rich media
campaigns in BOS/NYC.

Opportunity for very targeted
marketing using IP addresses.

Would like itineraries -
history/culture/nature/food/wine/
beer and lodging info (all high-
end).

Looking to do more in NE.
Interested in seacoast, itineraries,
Wt. Mtn. Forest, gardens. **Send
German brochures for
consumer shows.**

Looking for family/group
attractions - send info. Works
with Eagle Rider - discussed Bike
Week.

Looking for hub & spoke options
and outdoor activities/attractions
for families. **Wants materials to
give clients.**

Looking to add Dec-May
activities. Full day tour options
from Boston. Educational tours,
hiking for seniors, itineraries with
good scenery, Portsmouth, sled
dogs.

Advertising opportunities - 11K
travel agencies. Poster: 3600
euros, Flyer: 1700 euros.
Facebook promo: \$ TBD -
highlighting city or town/day.
Looking for families & couples,
attractions -
ziplining/coasters/canopy tours,
RV rentals, campgrounds &
state parks.

First time in NE. Discussed bike week. Can work with lodging directly but mostly uses Tourmappers. Looking for 2014 program.

9 pax FAM to Jackson/Meredith dep 26/27. DTTD

meet/greet/meal. Need suggestions to fill itinerary.

Looking to expand (add Can to Bos trip). Discussed Cog, Portsmouth (for peace treaty), and historical society. **Would**

like info on outlets and accomodations in white

mountains. Requested skiing, hiking, and wineries info.

Looking for new attractions, off-the-beaten-path. Interested in Littleton, Cog observatory, northern lights, Wolfeboro Inn, Laconia, moose tours. Jim S to talk with AMC about rates/booking.

Working with N. Conway already and looking for resorts outside that area but in Wt. Mtns or Lakes region. Interested in cultural tours (have active seniors), lakes activiteis, Shaker Village. Need 20 room blocks and avg stay is 1 night.

Looking for private tour guides and/or private transport - not busses but vans and minivans.

Send names of step on area guides and companies that help with this in Wt. Mtns.

Interested in Gunstock Adventure Park/ziplining, adrenaline tours, Northern ATV trail, bike trails.

Motor coach options. Interested in ski info and foliage tours, outlet shopping, Cog RR, mtn and lake attractions, Portsmouth historical tours. **Send fall tour in Wt. Mtns info.**

Looking for info on Wt. Mtn scenic byways, CT river scenic byways, Lakes Region, Sunapee, Christmas Farm Inn.

Send 20 Japanese lures.

Looking for 1 day foliage bus tour in Oct - need 1 day lunch buffet. Interested in Cog RR, covered bridges, scenic boat rides, Hobo RR, and outlets.

Looking for new tour from BOS 2/3 nights and another for 3/4 nights.

Send 12 Japanese lures. Also has grops from BOS -> Mt. Mtns -> VT -> Lakes Region. Interested in Merrimack outlets and beer tour.

Send 50 maps & German lures. Looking for unique events and attractions for blog and Facebook. Discussed Keene Pumpkin Fest., rail trail, and AMC. **Send web link to rail trail.**

Looking for Inns. Discussed Inn at Pleasant Lake, Highland Lake Inn and YouTube videos.

Looking at Margate, Inns at Mill Falls, Wolfeboro Inn. Loon area (Comfort Inn) +52%; N. Conway - 24%. Looking to hub&spoke from Lakes Region.

Send info on outlets. Looking to expand to NH (Portsmouth) and for fall foliage. Interested in scenic drives, moose tours and lake cruises.

Looking for sophisticated and educational tours. Interested in Concord (politics), Mt Washington (weather obv ctr), Bretton Woods. **Send other cultural options (e.g. Portsmouth for peace treaty)**

Interested in main street communities. Spoke about Littleton, Franconia (**Flume/Cannon-send images & info**), Wolfeboro, Laconia, also shopping and winter activities.

Looking for lodging in lakes regions, seacoast, Sunapee, New London - full service or breakfast. 10 rooms +.

Interested in moose safaris in Lincoln/Gorham.

New to NE. Interested in theater, arts and literary connections.

Interested in starting a NH microsite to list attractions. Add to NH update and distribute contact to industry members.

Looking to promote NE more. Want to connect with new hotels & properties. **Send info to chambers.** **Need more info on NH outside Conway & Mt. Wash. Send info from DMOs.** Would like to do a FAM (eventhough not int'l operator).

Work with lodgings which offer FIT rates and can invoice by voucher. Add to NH Update.

Send info on rail trail.

Send images, sample itineraries and 25 maps.

Looking for off-the-beaten-path ideas.

Looking for lodging for Columbus Day weekend 2013 - 2 nights, 25 rooms for VIPs.
Contact: Dee.Blanco@dest-amer.com

14/15 no FIT, expanding group department.

Hotels only. Clients book ~2.7 nights in Bos and then travel independently.

Looking for info on 3/4 * lodging, chains, full service, free sell on request. He will contact state. Looking for rental homes. **Send 50 NH maps.** Also wants Wt. Mtn maps, lakes maps, leaf peeper guides. **Send info on outlets.**

Would like images & **2x maps,**
guide, leaf peepers guide.

Interested in lakes and
mountains.