

## **Rendez Vous Canada May 2018**

### **Appointments with DCBA – Lisa Hennessy**

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*Cape Breton Island was represented at this year's Rendez-vous Canada held in Halifax May 13-16. Seventy – five appointments with operators from around the world were conducted. Follow up with each appointment has been completed and some have already followed up looking for additional information.*

*Note: Our 2018 Cape Breton Experience Guide was sent to everyone in their follow up and given out at the event itself.*

*If you would like more information on any of these organizations, please email [lisa@dcba.ca](mailto:lisa@dcba.ca) for their full profile sheet.*

#### **ORGANIZATION INFORMATION**

##### **MyCanadaTrips**

3rd floor, Sterling House

20 Renfield Street

Glasgow, G2 5AP

United Kingdom

Phone: (41) 2262950

[Email Address: brianwright@stewarttravel.co.uk](mailto:brianwright@stewarttravel.co.uk)

[Website: www.mycanadatrips.co.uk](http://www.mycanadatrips.co.uk)

##### **Person Information**

[Mr Brian Wright](#), Marketing Director ( Representative )

#### **ORGANIZATION PROFILE**

##### **Social Media**

Twitter hashtag

@mycanadatrips

Facebook Account

[www.facebook.com/mycanadatrips](http://www.facebook.com/mycanadatrips)

##### **Company Profile**

##### **Personalized Company/Organization Description**

MyCanadaTrips are a specialist division of Stewart Travel, Scotland's premier travel company. Established over 10 years ago, MyCanadaTrips excel in creating tailor-made trips to all regions of Canada for their UK-wide customer base.

#### ➤ **Before Appointment Notes:**

They are already coming to Cape Breton Island. They have a self-drive that says to go to Baddeck (stay at the Inverary Inn), do the Cabot Trail, the Fortress of Louisbourg with suggestions of Skyline trail, Celtic Music Interpretive Centre, Glenora Inn and Distillery, Les Trois Pignon, the Gaelic College, Alexander Graham Bell Museum, Highlands Village Museum, and Silver Dart Lodge.

#### ➤ **Appointment Notes:**

During our appointment we talked a lot about what they have and what is new in Cape Breton. He wanted me to send along more information on the new VR experience at Alexander Graham Bell Museum.

I had the experience guide with me, but he wanted it sent electronically as well. Interested in FAM tour to Cape Breton – if not for himself, for one of his team members.

## **ORGANIZATION INFORMATION**

### **Wexas Travel**

Dorset House, Third Floor  
27-45 Stamford Street  
London, SE1 9NT  
United Kingdom

Phone: (20) 78385919

Email Address: [Andy.Austen@wexas.com](mailto:Andy.Austen@wexas.com)

Website: [www.wexas.com](http://www.wexas.com)

### **Person Information**

Mr Andy Austen, Product Manager ( Representative )

## **ORGANIZATION PROFILE**

### **Social Media**

Twitter hashtag  
@WEXAS

### **Facebook Account**

Wexas-Travel-217981894467

### **Company Profile**

#### **Personalized Company/Organization Description**

WEXAS provides bespoke and luxury tailor-made travel services to over 50,000 UK based clients. We strive to seek out the best inspirational travel ideas, products and partners for our clients, and communicate regularly via our Website, through brochures, our own magazine and on-line, creating a whole range of opportunities to target an affluent audience with an average age of 50+.

#### **➤ Before Appointment Notes:**

After viewing their website, I found that they are mostly in Western Canada. They are already coming to Cape Breton Island. Cruise ship comes into Sydney and Louisbourg.

Listed on their website was the “Authentic NS Fly-Drive” which takes you to Ingonish ,whale watching (Cheticamp), Baddeck, Cabot Trail, Fortress of Louisbourg, Sydney and Glace Bay.

#### **➤ Appointment Notes:**

During the appointment he asked for an accommodation list. He was also very interested in learning about the Beggars Banquet. He wants to spend more nights in Ingonish, he was thinking Keltic Lodge after we spoke. He wanted to be sent the CB experience guide 2018 by e-mail.

## **ORGANIZATION INFORMATION**

### **Hospitality Tours**

259 Pleasant Bay Road  
East Harwich, MA, 02645  
United States

Phone: (774) 237-7363

Email Address: [ted@hospitality-tours.com](mailto:ted@hospitality-tours.com)

Website: [www.hospitality-tours.com](http://www.hospitality-tours.com)

### **Person Information**

Ted Nelson , President ( Representative )

## **ORGANIZATION PROFILE**

### **Social Media**

### **Company Profile**

### **Personalized Company/Organization Description**

We are a full-service wholesale tour operator selling to the bank travel clubs of Heritage Clubs International and other US based tour operators. In Canada we offer a variety of tours in the provinces of Ontario, Quebec, New Brunswick, Prince Edward Island, Nova Scotia and Newfoundland and Labrador.

➤ **Before Appointment Notes:**

Could not find much information on website. Saw a picture of the Cabot Trail.

➤ **Appointment Notes:**

During the appointment he let me know that their website was going to be redone, that was the reason for the lack of information listed. They serve two markets. Upper class is their priority. They plan trips for a lot of community banks. 18 tours a year come to NS – many are in the lower part of the province. He was interested in more accommodations.

## **ORGANIZATION INFORMATION**

### **Holiday Vacations**

2727 Henry Ave

Eau Claire, WI, 54701

United States

Phone: (715) 834-5555 ext:317

Fax: (715) 834-8554

[Email Address: jdonahoe@holidayvacations.com](mailto:jdonahoe@holidayvacations.com)

[Website: www.holidayvacations.com](http://www.holidayvacations.com)

### **Person Information**

[Jessica Donahoe](#) , Product Manager ( Representative )

## **ORGANIZATION PROFILE**

### **Social Media**

### **Facebook Account**

<https://www.facebook.com/TravelwithHoliday/>

### **Company Profile**

### **Personalized Company/Organization Description**

Holiday Vacations is one of America's most reputable tour companies, with over 44 years of experience. As a nationwide provider of air, rail, motorcoach and cruise guided vacations to more than 65 destinations worldwide, our fully-guided packages are inclusive of all airfare, deluxe hotels, delightful meals and all the must-see attractions. Our years of experience, dedication to personalized guest service and professional relationships with travel suppliers, ensure tour excellence and incomparable value. Expert tour directors handle all travel details, ensuring a carefree and memorable vacation. Quite simply, the best way to travel!

➤ **Before Appointment Notes:**

I helped Jessica with her itinerary for Cape Breton last year before RVC 2017 in Calgary. She was reviving a tour that the organization used to have. This was 2 nights in Baddeck and full day along the Cabot Trail.

Website did not include us as of yet.

➤ **Appointment Notes:**

During the appointment we spoke again about her itinerary from the previous year and reviewed it. She spoke about how they used to be mainly focused on the Western side of Canada but are working on their itineraries for the Eastern side of Canada.

She was heading to Cape Breton after RVC to do some site inspections. 8 dates are scheduled for 2019 and they will see how they go.

She connected later to ask me a few more questions about stops along the Cabot Trail.

## **ORGANIZATION INFORMATION**

### **Guangzhou Dista International Travel Service co.,LTD**

16th F, C Block Richland Tower  
288 Hengfu Road  
Guangzhou, 510095  
China

Phone: (20) 83251136

Fax: (20) 83251001

[Email Address: ivylee@dista.com.cn](mailto:ivylee@dista.com.cn)

[Website: www.distagroup.com](http://www.distagroup.com)

### **Person Information**

[Miss Ling Li](#) , Supervisor of Operation & Planning Division ( Representative )

### **ORGANIZATION PROFILE**

#### **Social Media**

#### **Company Profile**

#### **Personalized Company/Organization Description**

DISTA is headquartered in Boston and is a member of the National Tour Association. DISTA has been given the honor of being selected as NTA's China Inbound Program Approved Tour Operator. DISTA has been working hard to play a leading role in the American tourist market. DISTA services can provide business travel, customized itineraries, luxury cruise tour, and the facilitation service for U.S. tourist visa. DISTA also arranges regular visits to the Americas for our tourist partners, ensuring they have a deep understanding of American culture tourism.

➤ **Before Appointment Notes:**

Not many pre-notes as their website was difficult to translate. On their profile sheet it said that they were interested in coming to NS but were not yet here.

➤ **Appointment Notes:**

During the appointment I showed them information on Cape Breton along with our Chinese sample itinerary and Chinese content brochure that we created.

She was very happy to see this guide in her language and wanted me to send it electronically as well. She said that NS was not well known in China and that Western Canada is better known. She wanted information on bus companies.

## **ORGANIZATION INFORMATION**

### **Ctrip**

Building 12, Sky Soho, 968 Jinzhong Road

Shanghai, 200335

China

Phone: (21) 34064880 ext:17903

Fax: (21) 5251-4588

[Email Address: ywj@Ctrip.com](mailto:yuwj@Ctrip.com)

[Website: www.ctrip.com](http://www.ctrip.com)

#### **Person Information**

[Wenjun Yu](#), Regional Manager of America Dept. ( Representative )

#### **ORGANIZATION PROFILE**

Social Media

Company Profile

#### **Personalized Company/Organization Description**

Ctrip.com International Ltd. (CTRP) was founded in 1999 in Shanghai, China. The company is a leading provider of travel services including accommodation reservation, transportation ticketing, packaged tours and corporate travel management. Ctrip's market cap has grown by more than 30 times since its listing on the NASDAQ Stock Exchange in 2003. In 2014, the company's gross transaction value reached USD24.5 billion and total commission revenue reached USD1.3 billion. Ctrip is incorporated in the Cayman Islands and currently employs over 30,000 people at branches located in major cities in mainland China, Hong Kong, Taiwan, Singapore, Korea and Japan.

#### ➤ **Before Appointment Notes:**

At the China Readiness session that happened in April 2018, Grace Xin from TIAC mentioned Ctrip as being one of China's biggest OTA.

Lots listed on their website in Sydney, Cheticamp, Baddeck and Ingonish. They were missing a few key operators but they have many. They also offer flight and train information.

#### ➤ **Appointment Notes:**

During the appointment I did let her know that she was missing some bigger operators. She said she would let someone know to update them. She wanted me to e-mail the Chinese sample itinerary and brochure as well as she enjoyed them. She wanted an accommodation list. They would love to add more of Atlantic Canada to their website. They are just new to the Maritime Provinces.

#### **ORGANIZATION INFORMATION**

APT

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Cheltenham, 3192

Australia

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Fax: (3) 8526-1786

[Email Address: hannah.wright@aptouring.com.au](mailto:hannah.wright@aptouring.com.au)

[Website: www.aptouring.com.au](http://www.aptouring.com.au)

#### **Person Information**

[Ms. Hannah Wright](#), Product Manager - North America ( Representative )

#### **ORGANIZATION PROFILE**

Social Media

Twitter hashtag

@APTouring

**Facebook Account**

[www.facebook.com/aptouring](http://www.facebook.com/aptouring)

**Company Profile****Personalized Company/Organization Description**

APT is based in Melbourne, Australia. As the premier touring company in Australia, APT offers fully inclusive touring product aimed at the top end of the market. Clients who travel with APT are looking for the best product and service they can buy. They are generally 55+ and semi-affluent. The program is designed to offer flexibility in touring options together with unique experiences, and we are looking for partners and products to enhance both experiences and strengthen our position within the destination.

➤ **Before Appointment Notes:**

They stop in Sydney on Holland America. Their website says to visit the artisan shops and see our Celtic culture.

➤ **Appointment Notes:**

They're clientele are mostly 55+ of age. They were very interested in updates with Parks Canada programs. They wanted that information e-mailed to them along with our 2018 CB experience guide. Their Atlantic Canada tours are commencing in 2019 (groups are 20 people max, 5 departures). They also wanted access to our images and videos for their website.

## **ORGANIZATION INFORMATION**

**Nagel Tours Ltd.**

906, 11830 Kingsway Ave.

Edmonton, AB, T5G 0X5

Canada

Phone: (780) 475-6666

Fax: (780) 478-6666

[Email Address: headoffice@nageltours.com](mailto:headoffice@nageltours.com)

[Website: www.nageltours.com](http://www.nageltours.com)

**Person Information**

[Mrs. Ruth Drynan](#) , Product Buyer ( Representative )

## **ORGANIZATION PROFILE**

**Social Media****Company Profile****Personalized Company/Organization Description**

Nagel Tours is an escorted motorcoach wholesale tour operator in Alberta, Canada, proudly celebrating 41 years of service under the same ownership. We offer many different itineraries featuring Canadian destinations. As well, we are always open to new program ideas.

➤ **Before Appointment Notes:**

Met with Ruth at Atlantic Canada Showcase in 2016 and Rendez Vous Canada in 2016. In the past she wanted more information on the Gaelic College and I passed along information and contact information. They already come to Cape Breton Island. They come to Baddeck, Alexander Graham Bell Museum, Fortress of Louisbourg, Rita's tea room and they pick up a picnic lunch before going around the Cabot Trail.

➤ **Appointment Notes:**

She wasn't interested in changing what they already have right now. She wanted the Alexander Graham Bell brochure as I mentioned the new VR experience. She also wanted the 2018 CB experience guide along with the Parks Canada information for 2018.

## **ORGANIZATION INFORMATION**

### **Voyages Gendron**

1465 blvd Monseigneur Langlois  
Valleyfield, QC, j6s1c2  
Canada

Phone: (450) 373-8747 ext:304

Fax: (450) 373-2368

[Email Address: Mbelisle@voyagesgendron.com](mailto:Mbelisle@voyagesgendron.com)

[Website: www.voyagesgendron.com](http://www.voyagesgendron.com)

### **Person Information**

[\*\*Mr Jonathan Gloutnay\*\*](#) , Coach Tour & Travel Director ( Representative )

## **ORGANIZATION PROFILE**

### **Social Media**

Twitter hashtag

@VoyagesGendron

### **Facebook Account**

[www.facebook.com/voyagesgendron](http://www.facebook.com/voyagesgendron)

### **LinkedIn Name(ID)**

Voyages Gendron

### **Company Profile**

### **Personalized Company/Organization Description**

In 1982, as ski clubs and trips were becoming increasingly important, Bernard filed his permit application to open his very own travel agency. He ran his agency by himself for a while, and later surrounded himself with experienced people. Today, Voyages Gendron employs more than 50 people. Voyages Gendron specializes in several areas: skiing, golf, tours, travel by coach, inbound, Las Vegas and many others.  
<http://voyagesgendron.com/en/about-2/>

➤ **Before Appointment Notes:**

They do come to Cape Breton Island. As per their website: They go to Baddeck (stay at the Lynwood Inn), Fortress of Louisbourg, Alexander Graham Bell Museum and the Cabot Trail.

➤ **Appointment Notes:**

During the appointment he wanted more information on whale watching cruises and their capacities. He was interested in the Gaelic College, Skyline picnic and Glenora Inn and Distillery. He wanted our 2018 CB experience guide e-mailed as well.

## **ORGANIZATION INFORMATION**

### **Jonview Canada - Atlantic Canada**

191 The West Mall

Suite 800

Toronto, ON, M9C5K8

Canada

Phone: (416) 323-9090 ext:7882

Fax: (416) 323-1334

[Email Address: cfuoco@jonview.com](mailto:cfuoco@jonview.com)

[Website: jonview.com](http://www.jonview.com)

#### **Person Information**

[\*\*Ms Corinne Fuoco\*\*](#), Contracting Manager - Atlantic Canada ( Representative )

#### **ORGANIZATION PROFILE**

Social Media

Company Profile

#### **Personalized Company/Organization Description**

Jonview Canada is Canada's leading receptive operator, providing a full range of travel products and services to the International Tour Operator community. For more than 30 years we have developed relationships that now include over 2000 Canadian suppliers. We welcome over 250,000 visitors annually.

#### ➤ **Before Appointment Notes:**

Met with Corinne last year at RVC 2017 in Calgary. She is always interested in anything new in Cape Breton. I couldn't find anything on their website but I know they do sell Cape Breton product.

#### ➤ **Appointment Notes:**

She is interested in new properties. Mostly needs more accommodations. I gave her a recap of all that was new on CB Island along with a copy of our new 2018 experience guide.

#### **ORGANIZATION INFORMATION**

#### **Across Travel & Tours**

#616-4538 Kingsway

Burnaby, BC, V5H 4T9

Canada

Phone: (604) 605-8813

Fax: (604) 6053396

[Email Address: opcentre@acrosstravel.ca](mailto:opcentre@acrosstravel.ca)

[Website: www.acrosstravel.ca](http://www.acrosstravel.ca)

#### **Person Information**

[\*\*Mr Simon \(Xin\) Zhang\*\*](#), Tour Operator ( Representative )

#### **ORGANIZATION PROFILE**

Social Media

Company Profile

#### **Personalized Company/Organization Description**

For over 25 years, ATTL has built solid business networks by receiving different professional delegations (both from government and private), incentive business travel, private leisure tours and ADS groups from various industries. ATTL gets deeply and thoroughly involved in detailed itinerary design and specific activities of professional visiting and meetings, technical communication and discussions, business promotion and investment, as well as sightseeing. In addition to most popular and regular sightseeing tours, we also have themed tours such as self-driving, motorhome holidays, photographing, golfing, Aurora viewing in Yellowknife and Whitehorse, as well as Arctic + Alaska combination.

➤ **Before Appointment Notes:**

Met with Simon before at Atlantic Canada Showcase 2016. On their website I see that they have a golf tour for the East Coast (but it was Montreal and Toronto, etc). Could not find Cape Breton on their website. A lot of self-drives.

➤ **Appointment Notes:**

During our appointment we talked about all things to do on Cape Breton Island. He was interested in our 2018 CB experience guide, our Chinese brochure and sample itinerary. He also wanted some golf sample itineraries. He planned on flying to Sydney after RVC ended.

## **ORGANIZATION INFORMATION**

### **Wells Gray Tours Ltd**

250 Lansdowne St  
Kamloops, BC, V2C 1X7  
Canada

Phone: (250) 374-0831  
Fax: (250) 374-2711

[Email Address: fraser@wellsgraytours.com](mailto:fraser@wellsgraytours.com)

[Website: www.wellsgraytours.com](http://www.wellsgraytours.com)

### **Person Information**

[Fraser Neave](#), Director of Product Development ( Representative )

### **ORGANIZATION PROFILE**

#### **Social Media**

Facebook Account  
[wellsgraytours](#)

#### **Company Profile**

#### **Personalized Company/Organization Description**

Wells Gray Tours is a retail group tour operator with five offices serving customers in BC, in the Thompson Okanagan and Victoria. We offer 80-90 unique packaged travel tours annually to destinations in British Columbia, throughout Canada and the U.S., and internationally. We sell extensively through travel agents located in the areas where we do not operate offices. We have been in business since 1972 under the same ownership. Tour duration ranges from one day to 31 days, with the greatest percentage being three to seven days in length. Custom group planning makes up about 15% of our business.

➤ **Before Appointment Notes:**

Met at Atlantic Canada Showcase 2016. Their website has a lot more of Western Canada. I can see that they visit the Alexander Graham Bell Museum, Fortress of Louisbourg, and Rita's tea room.

➤ **Appointment Notes:**

During the appointment he was interested in having contact information for Bird Island Boat Tours and Auberge Gisele's Inn in Baddeck, NS. Also, he wanted our 2018 CB experience guide. He will connect if he needs anything further.

## **ORGANIZATION INFORMATION**

### **Jolly Tours LTd.**

1380 Second Street E, Suite 16A  
Cornwall, ON, K6H 2B8  
Canada

Phone: (613) 932-6753

[Email Address: info@jollytours.ca](mailto:info@jollytours.ca)

[Website: www.jollytours.ca](http://www.jollytours.ca)

#### **Person Information**

[Mr. Christopher MacAleese](#), President ( Representative )

#### **ORGANIZATION PROFILE**

Social Media

Facebook Account

<https://www.facebook.com/JollyToursCWT/>

Company Profile

#### **Personalized Company/Organization Description**

Jolly Tours, CWT is a family-owned tour operator with 42 years of experience and longevity in the industry. Specializing in group travel, Jolly Tours proudly designs and directs each travel destination spanning across Canada, North America and the globe. We are continuously pioneering new itineraries and destination to suit each valued client and group. Jolly Tours, CWT offers a full-service independent leisure travel division. As a CWT associate, Jolly Tours, CWT is a redemption agency for RBC rewards.

#### ➤ **Before Appointment Notes:**

They come to Cape Breton Island. From viewing their website, I can see that they visit Sydney, they mention the Big Fiddle too. There is a nice write up about the Cabot Trail and how they stop along the way for photos. They also take a tour of Glenora Distillery.

#### ➤ **Appointment Notes:**

During our appointment he mentioned that they stay in Baddeck, NS. They visit the Alexander Graham Bell Museum too, he was excited to hear about the new VR experience.

When I gave him the Rita's Tearoom oatcakes he mentioned how they use to stop there on their tours and he would sit and visit with Rita.

#### **ORGANIZATION INFORMATION**

#### **North America Travel Service**

The Kennedy Building

48 Victoria Road

Leeds, LS11 5AF

United Kingdom

Phone: (11) 3398-3002

[Email Address: karen.farrar@nats-uk.com](mailto:karen.farrar@nats-uk.com)

[Website: www.northamericatravelservice.co.uk](http://www.northamericatravelservice.co.uk)

#### **Person Information**

[Ms. Karen Farrar](#), Product & Marketing Manager ( Representative )

#### **ORGANIZATION PROFILE**

Social Media

Twitter hashtag

@Northamericatvl

Facebook Account

[www.facebook.com/northamericatravelservice](https://www.facebook.com/northamericatravelservice)

## **Company Profile**

### **Personalized Company/Organization Description**

North America Travel Service offers a vast range of products across the whole of Canada, specializing in 4\* and 5\* luxury products. We offer quality, tailor-made packages designed to suit our discerning customer, as well as offering a selection of preplanned fly/drive itineraries and escorted tours. We have a dedicated 100-page Canada brochure and a 252-page USA brochure, both of which are constantly reviewed to ensure we are featuring the best products available. Our Canadian program currently includes city and resort stays, fly/drives, escorted tours, adventure and sightseeing modules. We sell through UK travel agents (B2B), as well as via our own retail branches (B2C) throughout the UK.

#### ➤ **Before Appointment Notes:**

They have a NS section listed on their website. It mentioned Dundee Resort and Keltic Lodge Resort (for the options of hotels in Baddeck and Ingonish). They are mostly fly/drive.

#### ➤ **Appointment Notes:**

She mentioned that their selection of Atlantic Canada is not as big as they want it yet. They are interested in high end accommodations and activities. They do not necessarily need 5 star but would like close to that. She wanted contact information on the Amoeba Sail Boat Tour and Bird Island Boat Tours. She also wanted a digital copy of our 2018 CB experience guide.

She does not think that NS is travel trade ready but would like to work with anyone who is ready.

## **ORGANIZATION INFORMATION**

### **Carlson Wagonlit Travel**

2425 Matheson Blvd East, Suite 600

Mississauga, ON, L8W 5K4

Canada

Phone: (905) 7403595

[Email Address: Fiona.barclay@carlsonwagonlit.com](mailto:Fiona.barclay@carlsonwagonlit.com)

[Website: www.cwtvacations.ca](http://www.cwtvacations.ca)

### **Person Information**

[\*\*Fiona Barclay\*\*](#), Director, Supplier Management, North American Leisure ( Representative )

## **ORGANIZATION PROFILE**

### **Social Media**

#### **LinkedIn Name(ID)**

<https://www.linkedin.com/in/fbarclay/>

### **Company Profile**

#### **Personalized Company/Organization Description**

Carlson Wagonlit Travel (CWT) is a global specialist in managing business and leisure travel, meetings and events for companies, governments and non-governmental organizations. Tracing its origins back to the 1870s' invention of rail sleeping cars and the creation of Compagnie Internationale des Wagons-Lits by Belgian Georges Nagelmackers, CWT is a privately held travel management company, wholly owned by Carlson Companies. The group has existed in its present form since 1994.

#### ➤ **Before Appointment Notes:**

Not a lot of pre-notes as they are an OTA.

➤ **Appointment Notes:**

She was working on a proposal to a very large company. She is looking to offer more than just regular Canada. She wanted unique product. She wanted experiences to capture customers. Fiona works with head office. She is also trying to provide travel for a new loyalty program. Very interested in our 2018 CB experience guide. She also wanted access to our images and videos.

## **ORGANIZATION INFORMATION**

### **Beijing Fancy Tours International Travel Service Co., Ltd.**

Ruichen Center 518

Beijing, 100125

China

Phone: (10) 65957201

Fax: (10) 65956303

[Email Address: hanxiao@awtour.org](mailto:hanxiao@awtour.org)

### **Person Information**

[Xiao Han](#), Deputy General Manager ( Representative )

## **ORGANIZATION PROFILE**

Social Media

Company Profile

### **Personalized Company/Organization Description**

Beijing Fancy Tours International Travel Service mainly provides tour packages to America (South America and North America). In 2015, its brand AW Tour has served a total of 15,000 tourists. Beijing Fancy Tours International Travel Service pays attentions to user demands and experiences. With unique design and sincere service, its package tours win the trust of clients and thus sells at an annual growing speed of 20%. Our company is well organized and employs more than 100 people. In terms of marketing strategy, we kept a close and long-term cooperation with hundreds of large-scale travel agencies and E-commerce companies.

➤ **Before Appointment Notes:**

No website listed, just had the profile sheet as information on their organization.

➤ **Appointment Notes:**

During the appointment they were looking for basic information on Cape Breton Island. They wanted the 2018 CB experience guide, the Chinese brochure, Chinese sample itinerary and images sent along to them.

## **ORGANIZATION INFORMATION**

### **Canadian Affair**

Hillgate House, 13 Hillgate Street

London, W8 7SP

United Kingdom

Phone: (207) 616-9999

[Email Address: mail@canadianaffair.com](mailto:mail@canadianaffair.com)

[Website: www.Canadianaffair.com](http://www.Canadianaffair.com)

### **Person Information**

[Mr Chris Hedley](#) , Managing Director ( Representative )  
[Mrs Leilah King-Gotlib](#) , Head of Marketing ( Representative )

## ORGANIZATION PROFILE

Social Media

Twitter hashtag

@CanadianAffair

Company Profile

### Personalized Company/Organization Description

Canadian Affair is the UK's #1 tour operator selling holidays to Canada. Our flights are operated by Air Transat who fly from 4 UK and Irish airports to 4 Canadian destinations and beyond. We have a wide range of ground products from hotels, car rental, city breaks, wildlife packages, activity packages, ski holidays, self-drive itineraries, Rocky Mountaineer Railtours, Alaska cruises and escorted tour holidays.

#### ➤ Before Appointment Notes:

They do come to Cape Breton Island. As per their website they come to the CBNHP, Inverness beach, Cheticamp and overnight in Cheticamp. They go whale watching, overnight in Baddeck, Alexander Graham Bell Museum, Highlands Village and 3 nights in Sydney.

#### ➤ Appointment Notes:

During the appointment they mentioned that they have someone who helps them book the 4 Atlantic Provinces. They wanted digital copies of everything. They will send along to the people who book for them.

## ORGANIZATION INFORMATION

**Bridge and Wickers**

25-27 Vanston Place

Fulham

London, SW6 1AZ

United Kingdom

Phone: (20) 7386-4615

Email Address: [davidm@bridgeandwickers.com](mailto:davidm@bridgeandwickers.com)

Website: [www.bridgeandwickers.co.uk](http://www.bridgeandwickers.co.uk)

### Person Information

[Mr David Marriott](#) , Mr ( Representative )

## ORGANIZATION PROFILE

Social Media

Company Profile

### Personalized Company/Organization Description

Bridge & Wickers is a luxury tour operator, offering tailor-made holidays with an emphasis on the different experiences that destinations offer. Set up in 2005, after three years specializing in Australia, New Zealand and the South Pacific, we launched our Canada program. Five years ago, we joined forces with The Ultimate Travel Company to increase our profile and status. We were proud to be awarded The Times & The Sunday Times' Best Luxury Tour Operator UK 2013, and runner-up Specialist Tour Operator for Condé Nast readers in 2014. Ongoing training has seen a year after year increase in sales, with 2016 being our best year ever. We have a strong focus on the high-end family and self-drive market.

➤ **Before Appointment Notes:**

As per their website they go to CBNHP, Ingonis Beach, Keltic Lodge, Glenora Inn and Distillery, and whale watching.

➤ **Appointment Notes:**

During our appointment David spoke about how he would be doing a tour of NS and Cape Breton after RVC ended. He was going to do some site inspections along the way. He was interested on hearing about Cape Breton and things he could do while he was there at the end of May.

## **ORGANIZATION INFORMATION**

### **GZL International Travel Service Ltd**

1,Lejia Rd

Guangzhou, 510403

China

Phone: (20) 8633-8334

Fax: (20) 86348202

[Email Address: 123959539@qq.com](mailto:123959539@qq.com)

[Website: www.gzl.com.cn](http://www.gzl.com.cn)

### **Person Information**

[Weihang Li](#) , Manager ( Representative )

## **ORGANIZATION PROFILE**

### **Social Media**

### **Company Profile**

### **Personalized Company/Organization Description**

GZL International Travel Service Ltd., former Guangzhou Tourist Corporation, head office in Guangzhou, was established in 1980. It has over 600 staffs and professionals in the Head Office and more than 1,300 employees in total. With 33 years ongoing development, it has stepped into one of the top travel agents in China, and was continuously ranked among the top 5 out of one hundred outstanding travel agencies in China during the past five years. In 2013, GZL gained annual revenue of more than 3.6 billion Chinese Yuan with its outbound business ranking no. 1 all over China.

➤ **Before Appointment Notes:**

We met at RVC 2017 in Calgary. Could not find Atlantic Canada on their website. Toronto was the closest Eastern location.

➤ **Appointment Notes:**

During the appointment she wanted to know basic information on Cape Breton. She was interested in the Perfect Picnic program that Parks Canada offers. She liked the Chinese sample itinerary and brochure and wanted them sent digitally. Also wanted our Top 10 experience list along with our CB experience guide.

## **ORGANIZATION INFORMATION**

### **Classic Vacations, LLC.**

5893 Rue Ferrari

San Jose, CA, 95138

United States

Phone: (408) 7944743

Fax: (408) 8586318

[Email Address: jjakkaraju@classicvacations.com](mailto:jjakkaraju@classicvacations.com)

[Website: www.classicvacations.com](http://www.classicvacations.com)

#### **Person Information**

[Julia Jakkaraju](#), Associate Product Manager ( Representative )

#### **ORGANIZATION PROFILE**

##### **Social Media**

##### **Facebook Account**

<https://www.facebook.com/julia.jakkaraju>

##### **LinkedIn Name(ID)**

Julia Jakkaraju

##### **Company Profile**

##### **Personalized Company/Organization Description**

Classic Vacations, an Expedia company, is a top luxury travel wholesaler for Travel Advisors and their clients. Providing a full line of mid-tier to luxury accommodations, Classic Vacations offers suites, villas and residences, as well as competitive pricing on first-class accommodations and experiences for the discerning traveler.

#### ➤ **Before Appointment Notes:**

As per their website: Not in Nova Scotia as of yet. They are interested in luxury accommodations and experiences. Lists hotels for each province on website.

#### ➤ **Appointment Notes:**

She said that they have very limited Canada product. I told her an abundance of information on Cape Breton. She loved it. She knew nothing before and was very interested. She also asked about flights and who comes to Cape Breton. She wanted a copy of everything digitally.

#### **ORGANIZATION INFORMATION**

##### **Routes Adventures**

4 Cataraqui Street Suite W23

Kingston, ON, K7K1Z7

Canada

Phone: (613) 530-2222 ext:223

Fax: (613) 530-2096

[Email Address: vpearson@routesadventures.ca](mailto:vpearson@routesadventures.ca)

[Website: www.routesadventures.ca](http://www.routesadventures.ca)

#### **Person Information**

[Ms Victoria Pearson](#), President ( Representative )

#### **ORGANIZATION PROFILE**

##### **Social Media**

##### **Company Profile**

##### **Personalized Company/Organization Description**

Routes Adventures is the premiere provider of Road Scholar programs in Canada and a leading adventure travel company. Our small-group tours take you behind the scenes with local insiders, and show you the world in a way that cannot be done on your own. Our unique adventures will open your mind, revive your senses and enrich your life through remarkable journeys of discovery and learning.

➤ **Before Appointment Notes:**

I met with Mallory at ACS 2016 and then with Victoria at RVC 2017. They wanted contact information for the Gaelic College as they were looking to make another stop there. They were interested in hiking – they have a hiking itinerary on their website that lists Uisageban Falls, staying at Gisele's Inn, Salmon Pools trail, Cap Rouge, etc.

➤ **Appointment Notes:**

During the appointment I let her know about our update to the website with our hiking section (which was only a few days old at the time). They made changes to their itinerary, they now stop in Ingonis and they added an extra night in Cheticamp. She was going to be making some site visits after RVC (Glenora was one of them).

## **ORGANIZATION INFORMATION**

### **HHtravel**

B2109, Hanwei Plaza, No.7, Guanghua Road

Chaoyang District

Beijing, 100004

China

Phone: (010) 85906788 ext:8641

Fax: (010) 85906776

Email Address: [yangmengran@hhtravel.com](mailto:yangmengran@hhtravel.com)

### **Person Information**

[Helen Yang](#) , ( Representative )

### **ORGANIZATION PROFILE**

#### **Social Media**

#### **Company Profile**

#### **Personalized Company/Organization Description**

HHtravel is the top travel brand of Ctrip.com International, Ltd. Being China's leading luxury travel brand, HHtravel has successfully issued the "top travel-around-world in 80 days" masterpieces in consecutive years. As an innovative challenge taker and exquisite service provider, HHtravel has been creating state-of-the-art travel products with the highest standards. Business class, top hotels, Michelin catering and private groups under 10 persons are the everlasting features of HHtravel. We offer hundreds of luxurious routes covering the seven continents, departing from Beijing, Shanghai, Guangzhou, Chengdu, Hongkong, Taipei and other main cities in great China.

➤ **Before Appointment Notes:**

No website listed. I did find one online but it was not translatable.

➤ **Appointment Notes:**

Their company is a top brand of Ctrip (which is one of China's largest OTA). They have luxury experiences. They require the highest standard of service. Most of their accommodations are Fairmount hotels. They do private groups (max 10 people). Usually families. They do not combine groups. Average price range is \$20,000 for 10 days. She wanted me to send digital copies of the Chinese brochure, along with our 2018 CB experience guide.

## **ORGANIZATION INFORMATION**

### **Hanover Holiday Tours**

73 14th Avenue

Hanover, ON, N4N 3W9

Canada

Phone: (519) 364-4911

Fax: (519) 364-2299

[Email Address: info@hanoverholidays.com](mailto:info@hanoverholidays.com)

[Website: www.hanoverholidays.com](http://www.hanoverholidays.com)

#### **Person Information**

[Ms Diane Diebel](#), Vice President ( Representative )

[Christine Yanke](#), Tour Planner ( Representative )

#### **ORGANIZATION PROFILE**

Social Media

Facebook Account

[www.facebook.com/hanover.holidays](http://www.facebook.com/hanover.holidays)

Company Profile

#### **Personalized Company/Organization Description**

Operating fully escorted Motor Coach Tours across Canada since 1974. First class accommodations, breakfast daily and a well paced itinerary with included attractions. Sold to Canadians via Travel Agents from across Canada. Many of our itineraries visit unique destinations. Our focus is often on Natural History and Culture. We don't own Motor Coaches so we many tours begin with flights using local carriers on arrival.

#### ➤ **Before Appointment Notes:**

They do come to Cape Breton Island. On their website it says that they go to Rita's tea room, Fortress of Louisbourg, Sydney, Cabot Trail and they do a picnic lunch.

#### ➤ **Appointment Notes:**

During our appointment they let me know that they currently stay at the Holiday Inn in Sydney. Their tours are mostly seniors. She wanted me to send updated information on Parks Canada programs. They like their trip as is for now but are always interested in what's new.

#### **ORGANIZATION INFORMATION**

**MAPLE FUN TOURS LTD.**

#610-997 Seymour Street

Vancouver, BC, V6B 3M1

Canada

Phone: (604) 6835244

[Email Address: mkobari@maplefun.com](mailto:mkobari@maplefun.com)

#### **Person Information**

[Masumi Kobari](#), Montreal Branch Manager ( Representative )

#### **ORGANIZATION PROFILE**

Social Media

Company Profile

#### **Personalized Company/Organization Description**

Receptive Tour Operator

#### **Personalized Company/Organization Description**

Voyagiste réceptif

**Best Description of Main Type of Business\***

Receptive Tour Operator

Category of Products/Services\*

Budget,Moderate,Premium

➤ **Before Appointment Notes:**

Unable to translate website. They do come to Halifax, NS. Not sure if they come to CB.

➤ **Appointment Notes:**

He was a bit late to our appointment so we did not get to cover everything but he was very interested in Cape Breton and especially in our golf courses. He is from their Montreal office. He mentioned that as of June, Montreal was getting a direct flight from Tokyo which should bring more people to our Eastern provinces. He wanted everything e-mailed as well.

## ORGANIZATION INFORMATION

### Maxxim Vacations

2A-39 Pippy Place  
St. John's, NL, A1B 3X2  
Canada  
Phone: (709) 7546666  
Fax: (709) 7548780

[Email Address: julie@maxximvacations.com](mailto:julie@maxximvacations.com)

[Website: www.maxximvacations.com](http://www.maxximvacations.com)

### Person Information

[Jill Curran](#) , President ( Representative )  
[Julie Curran](#) , Marketing Manager ( Representative )

## ORGANIZATION PROFILE

### Social Media

Twitter hashtag  
@maxximvacations

### Facebook Account

[www.facebook.com/MaxximVacations](http://www.facebook.com/MaxximVacations)

### Company Profile

#### Personalized Company/Organization Description

As Atlantic Canada vacation experts, Maxxim Vacations offers customized self-drive and escorted tours throughout Newfoundland and Labrador, Nova Scotia, New Brunswick and Prince Edward Island. Our self-drive vacations include accommodation at select bed and breakfasts, country inns or hotels, car rental with unlimited kilometres, and admission to unique local experiences. In addition to these components, we give you our expertise, an insider's view into some of the most authentic cultural experiences you can have in Atlantic Canada. We are very proud to call Atlantic Canada home, and look forward to showing you why.

➤ **Before Appointment Notes:**

Met with Jill before at ACS 2016. They love Cape Breton. On their website they have Mabou, Ingonish, Fortress of Louisbourg, Baddeck and Alexander Graham Bell Museum listed.

➤ **Appointment Notes:**

During the appointment we spoke about what was offered during our off seasons (May and October) as they had difficulty having things to do for their clients in May of this year.

They were interested in finding out any new accommodations or experiences that Cape Breton has to offer. They wanted everything sent digitally as well.

## **ORGANIZATION INFORMATION**

### **Discover the World**

Arctic House  
8 Bolters Lane  
Banstead, SM7 2AR  
United Kingdom

Phone: (1737) 218 ext:800

[Email Address: lauren@discover-the-world.co.uk](mailto:lauren@discover-the-world.co.uk)

[Website: www.discover-the-world.co.uk](http://www.discover-the-world.co.uk)

### **Person Information**

[\*\*Ms Lauren Garner\*\*](#), Product Manager - Canada & Alaska ( Representative )

## **ORGANIZATION PROFILE**

### **Social Media**

Twitter hashtag

@DTW\_Holidays

### **Facebook Account**

DiscoverTheWorldUK

### **Company Profile**

#### **Personalized Company/Organization Description**

For over 30 years Discover the World has offered holidays to destinations including Iceland, New Zealand, Scandinavia, and the Polar regions. From tailor-made independent holidays to wildlife watching, expedition voyages and fly-drive touring, there is something to suit every budget and taste. Independently owned and operated, we target affluent mid-to upper-range travellers who are looking for a wide range of experiences and activities and are part of a specific attitudinal group i.e. quality of experience taking precedence over luxury, though not necessarily excluding it. Our comprehensive Canada programme was launched in 2010, featuring a range of holidays across the country.

#### **➤ Before Appointment Notes:**

After reviewing their website, they have a fly/drive that includes the Cabot Trail, Baddeck, Fortress of Louisbourg, Cheticamp, CBNHP and Ingonish.

#### **➤ Appointment Notes:**

During the appointment, Lauren let me know of her pre-FAM tour of Cape Breton. It was early in May so a lot of things were closed. She had the chance to see the Fortress of Louisbourg, Glenora, the Cabot Trail, and the Alexander Graham Bell Museum.

She was interested in any information I could give her about Cape Breton and wanted me to send along an e-mail with a copy of our 2018 experience guide and top 10 experiences.

## **ORGANIZATION INFORMATION**

### **Canadian Sky**

Garland Road  
East Grinstead, RH19 1NJ  
United Kingdom  
Phone: (1342) 331-799  
Fax: (1342) 322-391

Email Address: [info@americansky.co.uk](mailto:info@americansky.co.uk)

Website: [www.canadiansky.co.uk](http://www.canadiansky.co.uk)

#### **Person Information**

Ms Kathryn Glover , Head of Product ( Representative )

#### **ORGANIZATION PROFILE**

##### **Social Media**

Twitter hashtag

@tropicalsky

##### **Facebook Account**

[www.facebook.com/CanadianSky](http://www.facebook.com/CanadianSky)

##### **Company Profile**

##### **Personalized Company/Organization Description**

After thirteen successful years, Canadian Sky is continuing to expand the portfolio of Canadian products and destinations with the introduction of new family orientated packages, self-drive and rail products, and new special interest holidays throughout Canada, from the West Coast to the East Coast.

#### **➤ Before Appointment Notes:**

They come to Cape Breton Island. I met with her last year at RVC 2017. After viewing their website they visit Silver Dart Lodge, Alexander Graham Bell Museum, Gaelic College, Cabot Trail, Baddeck and stop for lunch in Cheticamp. In 2017, she was looking for more accommodations.

#### **➤ Appointment Notes:**

They've been trying to build on Nova Scotia over the past few years. They work with Jonview and Insight Vacations. They do a lot of fly/drive and escorted tours. She wanted images and videos of Cape Breton Island for their new website. She also wanted our 2018 CB experience guide.

#### **ORGANIZATION INFORMATION**

##### **Fresh Tracks (Canada) Inc.**

1200-885 West Georgia St

PO Box 1024

Vancouver, BC, V6C 3E8

Canada

Phone: (604) 737-8743

Email Address: [fiona@freshtrackscanada.com](mailto:fiona@freshtrackscanada.com)

Website: [www.freshtrackscanada.com](http://www.freshtrackscanada.com)

#### **Person Information**

Ms Fiona Scott , Product Training Manager ( Representative )

#### **ORGANIZATION PROFILE**

##### **Social Media**

Twitter hashtag

@freshtracker

##### **Facebook Account**

[www.facebook.com/FreshTracksCanada](http://www.facebook.com/FreshTracksCanada)

##### **LinkedIn Name(ID)**

Fresh Tracks Canada Inc.

##### **Company Profile**

##### **Personalized Company/Organization Description**

Fresh Tracks Canada Inc. – At Fresh Tracks Canada, we believe great vacations start with inside knowledge and attention to every detail. Located in Vancouver, Canada, we have been creating extraordinary vacations for visitors to Canada for over 25 years. Whether it is a scenic rail journey through the iconic Canadian Rockies and Lake Louise, a romantic escape along the charming cobblestone streets of old city of Québec City, or a wilderness adventure in British Columbia's Great Bear Rainforest, we make all the arrangements from beginning to end.

➤ **Before Appointment Notes:**

I met with Fiona at RVC 2017 in Calgary. She was interested in hiking trails, Cabot Trail, Fortress of Louisbourg. On their website they list self-drives coming to Baddeck, CBNHP, and Cabot Trail.

➤ **Appointment Notes:**

During their appointment she mentioned that she was coming to Cape Breton on her own FAM to do some sight inspections and to check out locations. She wanted access to our images and videos for their new website. Interested in Ceilidhs.

They booked 109 room nights on Cape Breton last year.

## ORGANIZATION INFORMATION

### Die Landpartie Radeln und Reisen GmbH

Am Schulgraben 6

Oldenburg, 26135

Germany

Phone: (441) 57068317

Fax: (441) 57068319

[Email Address: inge.hauer@dieLandpartie.de](mailto:inge.hauer@dieLandpartie.de)

[Website: www.dielandpartie.de](http://www.dielandpartie.de)

### Person Information

[Inge Hauer](#), Managing Director ( Representative )

## ORGANIZATION PROFILE

Social Media

Company Profile

### Personalized Company/Organization Description

die Landpartie Radeln und Reisen GmbH is a German tour operator specialized in biking and hiking programs in Europe and America. We have an upscaled very well-educated clientele and operate only with tailor-made itineraries. In 2018, our new Destination Canada (Ontario and Quebec) will start, and we are on our way to extend the program in Canada.

➤ **Before Appointment Notes:**

Website was not able to be translated.

➤ **Appointment Notes:**

They offer cycling and hiking holidays. Group tours mostly. They are not in Nova Scotia yet but are trying to start bringing tours here. She wanted information on bike rentals, cycling map, and bus tour companies.

Their receptive tour operator is Voyages Terra Natura Travel.

## **ORGANIZATION INFORMATION**

### **Audley Travel**

New Mill,  
New Mill Lane  
Witney, Oxfordshire, OX29 9SX  
United Kingdom  
Phone: (1993) 838700  
Fax: (1993) 838010

[Email Address: james.butler@audleytravel.com](mailto:james.butler@audleytravel.com)

[Website: www.audleytravel.com](http://www.audleytravel.com)

### **Person Information**

[\*\*Mr. James Butler\*\*](#), Canada, Alaska & Arctic Product Manager ( Representative )

## **ORGANIZATION PROFILE**

### **Social Media**

### **Company Profile**

### **Personalized Company/Organization Description**

Audley Travel is a dynamic, award-winning company specialising in travel to all four corners of the world. Canada is one of our most popular countries and is again experiencing exceptional demand from our repeat and recommended client base. We pride ourselves on superb destination knowledge and the finest client service. We have offices in Oxfordshire (head office) and London (U.K.) and in Boston (U.S.A.) We are principally a direct sell FIT tour operator selling bespoke holidays to a discerning and adventurous clientele.

#### ➤ **Before Appointment Notes:**

Met last year at RVC 2017 in Calgary. They offer self-drives that go to Ingonish (Lantern Hill and Hollow), Louisbourg (Point of View Suites), Cheticamp.

On the website this year I could not find anything on Cape Breton.

#### ➤ **Appointment Notes:**

Trying to develop Atlantic Canada. They work with Maria at Vision Atlantic. He wanted me to e-mail him the 2018 CB experience guide because they are trying to focus more on their experiences. He was very interested in sailing. They are planning a FAM to NS in September and will be trying some things from the experience guide.

## **ORGANIZATION INFORMATION**

### **Great Canadian Trails**

47 William St  
Ottawa, ON, K1N6Z9  
Canada  
Phone: (613) 2414354  
[Email Address: nathalie@greatcanadiantrails.com](mailto:nathalie@greatcanadiantrails.com)  
[Website: www.greatcanadiantrails.com](http://www.greatcanadiantrails.com)

### **Person Information**

[\*\*Ms Keri May\*\*](#), Product Manager ( Representative )

## **ORGANIZATION PROFILE**

### **Social Media**

**Twitter hashtag**

@GCT\_we

**Facebook Account**

[www.facebook.com/GreatCanadianTrails](http://www.facebook.com/GreatCanadianTrails)

**Company Profile**

**Personalized Company/Organization Description**

Great Canadian Trails (GCT) specializes in active holidays in Canada, with both options - guided small group and supported self-guided - available. GCT offers a growing selection of innovative hiking and cycling adventures throughout Canada. Its itineraries draw upon some of the country's most inspiring landscapes, incredible networks of trails, and stunning national parks. GCT is committed to facilitating active travel in Canada by reducing the weight of packs on wilderness guided hikes and by moving luggage on self-guided walks and cycle trips.

➤ **Before Appointment Notes:**

After reviewing their website they do come to Cape Breton Island. They listed the CBNHP and the Cabot Trail.

➤ **Appointment Notes:**

During the appointment I mentioned our new hiking section on the cbisland.com website. They are not yet coming to Cape Breton but would like to in the future.

She wanted information on bike rentals, and a cycling map. She was also interest in a list of accommodations.

## **ORGANIZATION INFORMATION**

**Trailfinders**

215 Kensington High Street

London, W8 6BD

United Kingdom

Phone: (07) 368-1525 ext:5407

[Email Address: carolyn.stead@trailfinders.com](mailto:carolyn.stead@trailfinders.com)

[Website: www.trailfinders.com](http://www.trailfinders.com)

**Person Information**

[Melloney Styles](#) , Senior Contractor - Eastern & Northern Canada ( Representative )

## **ORGANIZATION PROFILE**

**Social Media**

**Company Profile**

**Personalized Company/Organization Description**

Experts in tailormaking itineraries worldwide, Trailfinders offers exceptional service and unbeatable value. Trailfinders was founded in 1970 and remains privately owned. Today it has a staff of over 1,000 with 31 travel centres across the UK and Ireland. As the pioneers of tailormade travel we believe there is no substitute for one-on-one, bespoke service and our travel consultants between them have travelled to over 96% of the world's countries. As a result the service and advice they offer is second to none.

➤ **Before Appointment Notes:**

I met them at RVC 2017 in Calgary. After reviewing their website, they do come to Cape Breton Island. They visit Sydney, CBNHP, Ingonish, and the Fortress of Louisbourg. They work with Jonview.

➤ **Appointment Notes:**

During our appointment they let me know that they added in Baddeck to their tour last year, it used to be just Sydney and Ingonish. They would like digital copies of the experience guide too and an accommodation list.

Last year, they booked: 83 rooms in Baddeck. 32 in Ingonish.

## **ORGANIZATION INFORMATION**

### **The Internet Traveller**

Falcon House  
Primett Road  
Stevenage, SG1 3EE  
United Kingdom  
Phone: (01737) 646459  
[Email Address: laura.lansbury@ppleisure.travel](mailto:laura.lansbury@ppleisure.travel)  
[Website: www.theinternettraveller.com](http://www.theinternettraveller.com)

### **Person Information**

[Laura Lansbury](#), ( Representative )

### **ORGANIZATION PROFILE**

#### **Social Media**

Twitter hashtag  
@ITraveller1

#### **Facebook Account**

[www.facebook.com/TheInternetTraveller](http://www.facebook.com/TheInternetTraveller)

#### **Company Profile**

#### **Personalized Company/Organization Description**

The Internet Traveller specialises in long haul luxury tailor-made holidays for individual and group travellers. Whatever type of experience you want, a chill out beach holiday, a weekend in one of the world's great cities, an amazing safari or a multi-centre holiday of a lifetime, our experienced and passionate specialists will tailor make your journey around you, your needs, budget and interests. Our approach and philosophy is very simple, we believe in a personalised, friendly and respectful service and travel advice, whether you are a new customer or one of our many returning Internet Travellers.

➤ **Before Appointment Notes:**

After reviewing their website, I see that they have a tour called "Captivating CB Tour" which goes to the Lynwood Inn, Louisbourg (Louisbourg Harbour Inn), Glace Bay, CBNHP and Cabot Trail.

➤ **Appointment Notes:**

She said that Nova Scotia is getting more and more popular. She wanted me to send her digital copies of everything. She will be in contact if she needs anything else.

## **ORGANIZATION INFORMATION**

### **Barrhead Travel**

85 Oswald Street  
Glasgow, G1 4PA  
United Kingdom  
Phone: (141) 2507888 ext:1102  
[Email Address: annemarie.kirke@barrheadtravel.co.uk](mailto:annemarie.kirke@barrheadtravel.co.uk)

Website: [www.barrheadtravel.co.uk](http://www.barrheadtravel.co.uk)

**Person Information**

Elaine Farley , ms ( Representative )

Anne Marie Kirke , Mrs ( Representative )

**ORGANIZATION PROFILE**

Social Media

Company Profile

**Personalized Company/Organization Description**

Founded in 1975, the Barrhead Travel Group has grown from a single high street shop in the suburbs of Glasgow to a UK-wide travel giant. The expansive portfolio includes over 70 retail locations, Business Travel offices, a homeworking division, a dedicated Training Academy and several specialist contact centres. From 1st February 2018, Barrhead Travel embarked on a new chapter with the announcement of its acquisition by Travel Leaders Group, one of North America's largest travel companies. Our business to Canada continues to grow both offline & online with the focus on barrheadtravel.co.uk and canadatravelspecialist.com.

➤ **Before Appointment Notes:**

After reviewing their website, they have a great NS webpage. They list Louisbourg, Cabot Trail, whale watching, Alexander Graham Bell Museum and a boxed lunch. They have suggestions such as the Skyline trail, Glenora Inn and Distillery, Les Trois Pignon, Gaelic College and Highlands Village. They have both self-drive and guided tours.

➤ **Appointment Notes:**

During our appointment I let them know of anything that was new for Cape Breton. They work with Vision Atlantic. They were looking for signature experiences, they wanted a copy of our 2018 CB experience guide and a digital copy sent to them. They also wanted access to our images and videos. They were planning on working with Tourism Nova Scotia for a FAM in September.

**ORGANIZATION INFORMATION**

**Shanghai CYTS Tours Ltd., Co.**

No 2 Hengshan Road

Shanghai, 200031

China

Phone: (21) 6474-7525

Fax: (21) 6471-0740

Email Address: [miaoyi\\_lu@scyts.com](mailto:miaoyi_lu@scyts.com)

Website: [www.scyts.com](http://www.scyts.com)

**Person Information**

Bingjia Wang , Manager of America & Oceania Dept. ( Representative )

**ORGANIZATION PROFILE**

Social Media

Company Profile

**Personalized Company/Organization Description**

Shanghai CYTS is a comprehensive travel enterprise covering inbound, outbound and domestic travels. Since 1993 SCYTS has been listed amongst top 100 travel agencies in international and domestic tourism. Over the 30 years since the founding of Shanghai CYTS, we have consistently carried out a mission to promote tourism and strived for our goal of upgrading professionalism, service quality and name branding so as to

establish our credibility of service, quality & efficiency. The company has more than 400 employees.

➤ **Before Appointment Notes:**

After reviewing their website I could not find any Atlantic Canada provinces even though their profile states that they do come to NS.

➤ **Appointment Notes:**

During our appointment they let me know that they usually have a lot of business trips. They are 50% groups and 50% tailor made. Groups usually consist of 4-10 people. Couples or family. They are looking for luxury experiences. She wanted the Chinese brochure and sample itinerary sent to her digitally.

## **ORGANIZATION INFORMATION**

### **China Bamboo Garden International Travel Service Co., Ltd.**

No.457-3 Fahuazhen Road

Shanghai, 200052

China

Phone: (21) 3106-3151

Fax: (21) 3106-3106

[Email Address: nina@qtravel.cn](mailto:nina@qtravel.cn)

### **Person Information**

[Miss Nina Ni](#) , Deputy GM ( Representative )

### **ORGANIZATION PROFILE**

#### **Social Media**

#### **Company Profile**

#### **Personalized Company/Organization Description**

China Bamboo Garden International Travel Service Co., Ltd., established in 1996. With more than 10 years of experience, we now provide professional quality travelling service to European countries including France, Germany, etc. We have also set up branches in other Chinese cities such as Shanghai, Chengdu, Shenyang, Qingdao, Wuhan, Kunming, Xi 'an, Xiamen and Zhengzhou. The company has more than 600 employees. Since 2000, in line with the aim of adapting to market demand, we have to develop the north and South America (the United States, Canada, Brazil, etc.); Australia (Australia, New Zealand); Africa, Middle East (Israel, Egypt, Turkey, South Africa, Kenya).

➤ **Before Appointment Notes:**

No website listed. We did meet at RVC 2017 in Calgary. One of the biggest wholesalers in China. European market based mostly. They were not coming to Cape Breton but were interested.

➤ **Appointment Notes:**

During our appointment Nina told me that it was her first time in NS. She is hoping that they will have NS product next year. Their groups are 12-30 people. FIT groups. 45-70 years old. She liked the Chinese materials and wanted a digital copy. She will connect if she needs more information.

## **ORGANIZATION INFORMATION**

### **Newmarket Air Holidays**

Cantium House

Railway Approach  
Wallington, SM6 0BP  
United Kingdom  
Phone: (20) 2083354934  
[Email Address: mandy.mcglade@newmarketholidays.co.uk](mailto:mandy.mcglade@newmarketholidays.co.uk)  
[Website: www.newmarketholidays.co.uk](http://www.newmarketholidays.co.uk)

#### **Person Information**

[Miss Mandy McGlade](#), Product Manager ( Representative )

#### **ORGANIZATION PROFILE**

Social Media

Twitter hashtag

@NewmarketHols

Facebook Account

NewmarketHolidays

Company Profile

#### **Personalized Company/Organization Description**

UK market leader in the provision of escorted motorcoach tours for the reader holiday market, selling extensively in partnership with the UK national press as well as direct to the consumer and through the trade. Always open to new and unique ideas for touring holidays in all seasons and as value added to existing tours. Keen to grow our accommodation bases in major cities and looking to increase our joint marketing with Canadian regions in cooperation with our national newspaper clients in the UK.

➤ **Before Appointment Notes:**

After reviewing their website I could not find much information on Cape Breton. One thing about a ship docking in Sydney and traveling to CBNHP.

➤ **Appointment Notes:**

She was late to the appointment so we did not get to have a lot of time. I did talk to her about the Cabot trail and some experiences. She wanted to know some more accommodations in the Baddeck area.

#### **ORGANIZATION INFORMATION**

**Argus Reisen**

Alte Dorfstr. 44a

Bovenden, 37120

Germany

Phone: (5594) 930930

[Email Address: dirk@argusreisen.de](mailto:dirk@argusreisen.de)

[Website: www.argusreisen.de](http://www.argusreisen.de)

#### **Person Information**

[Dirk Büttner](#), owner ( Representative )

#### **ORGANIZATION PROFILE**

Social Media

Company Profile

#### **Personalized Company/Organization Description**

ARGUS REISEN offers fly-drives, ranch vacations, ski vacations, outdoor packages, city packages, tour-/showtickets and sightseeing tours, campers, motorcycles and cruises for FITs and small groups. For more information visit [www.argusreisen.de](http://www.argusreisen.de)

➤ **Before Appointment Notes:**

After reviewing their website I could not translate very much. I did notice that they come to CBNHP, Cheticamp, Ingonish, and Louisbourg.

➤ **Appointment Notes:**

During the appointment we spoke about how they would like to extend their time in Cape Breton and we spoke about some options. They use Canadvac and Jonview. He wanted me to e-mail a map, experience guide and the top 10 experience list.

## **ORGANIZATION INFORMATION**

### **Shanghai Utour International Travel Service. Co., Ltd**

No.70 Tongchuan Road

Shanghai, 200333

China

Phone: (021) 80281266 ext:9122

[Email Address: sandywang127@163.com](mailto:sandywang127@163.com)

[Website: www.uzai.com](http://www.uzai.com)

### **Person Information**

[Jueru Wang](#), Supervisor ( Representative )

### **ORGANIZATION PROFILE**

#### **Social Media**

#### **Company Profile**

#### **Personalized Company/Organization Description**

Founded in 2009, Shanghai UTour International Travel Service Co., Ltd. ("UTour Shanghai") is a wholly owned subsidiary of Beijing UTour International Travel Service Co., Ltd. Since its establishment, UTour Shanghai has been holding the leading position in the outbound tourism market, especially in long-term tour segment. We are one of the top 10 wholesalers of outbound tourism service in Eastern China. Over the last few years, UTour has been persisting in the strategy of "integrating wholesale and retail, combining online and offline". On January 23, 2014, UTour was successfully listed in Shenzhen Stock Exchange and became the first listed private travel agency in Class A share market.

➤ **Before Appointment Notes:**

After reviewing their website I could not find anything information on Cape Breton. I did however see Peggys Cove and Halifax, NS.

➤ **Appointment Notes:**

During the appointment they let me know that this was their first year including Halifax product. They will try to expand on Atlantic Canada. They have both younger and older people that book with them. 20 to 30 per group. They wanted digital copies of the Chinese brochure and sample itinerary.

## **ORGANIZATION INFORMATION**

### **En Route Travel Canada**

PO Box 23012

Penticton Plaza

Penticton, BC, V2A 8L7

Canada

Phone: (778) 371-7343

[Email Address: info@ertcanada.com](mailto:info@ertcanada.com)

[Website: enroutetravelcanada.com](http://enroutetravelcanada.com)

#### Person Information

[Mr. Kimo Linders](#), Partner | Operations ( Representative )

[Mrs. Joanne Linders-Recter](#), Partner | Product Development ( Representative )

#### ORGANIZATION PROFILE

Social Media

LinkedIn Name(ID)

En Route Travel Canada

#### Company Profile

#### Personalized Company/Organization Description

We are a Receptive Tour Operator based in BC and are specialized in packaged and pre-booked self-guided RV Itineraries for international tourists traveling with Rental RVs, operating B2B exclusively. Our FIT and Group itineraries always include campgrounds and can be further customized by add-ons like activities, (guided) tours, accommodations and transportation. End-to-end services include a personalized comprehensive Travel Book in multiple languages, a mobile Travel App, and emergency phone.

#### ➤ Before Appointment Notes:

Not in Nova Scotia yet. In Western Canada.

#### ➤ Appointment Notes:

During our appointment they spoke about how they were heading to Cape Breton after RVC so we talked about their time they were going to spend and I sent them some information. They are trying to expand into the Atlantic provinces.

#### ORGANIZATION INFORMATION

**Groupe Voyages Québec**

1000-2525, boul. Laurier

Québec, QC, G1V 2L2

Canada

Phone: (418) 525-4585

Fax: (418) 525-8411

[Email Address: info@gvq.ca](mailto:info@gvq.ca)

[Website: www.gvq.ca](http://www.gvq.ca)

#### Person Information

[Mme Julie Godbout](#), Responsable des achats ( Representative )

#### ORGANIZATION PROFILE

Social Media

Twitter hashtag

@gvqvoyages

Facebook Account

[www.facebook.com/groupevoyagesquebec](http://www.facebook.com/groupevoyagesquebec)

#### Company Profile

#### Personalized Company/Organization Description

Founded in 1979, Groupe Voyages Québec (GVQ), a Tour Operator and Travel Agency, is a renowned leader in Québec for their North American packages. Throughout the years, we have become a diversified business that reaches a clientele of more than

120,000 tourists who travel to all parts of North America and overseas. We also differentiate ourselves through our receptive division which offers itineraries to the European clientele. GVQ organizes more than 2,000 group tours annually. Recently, we have enhanced our offer with a new collection for individual travelers (FIT), and also a corporate division.

➤ **Before Appointment Notes:**

After reviewing their website I see that they do go to the Alexander Graham Bell Museum, the Cabot Trail, Louisbourg and spend two nights in Sydney.

➤ **Appointment Notes:**

During our appointment I found out that they spend their nights in Sydney. They have 7 groups that come here, 40-50 people, mostly seniors from Quebec. She wanted all information sent to her digitally.

## **ORGANIZATION INFORMATION**

### **Askja Reizen**

Izaak Evertselaan 1

Arnhem, 6814 JH

Netherlands

Phone: (26) 352-9390

Fax: (26) 352-9391

[Email Address: karin@askja.nl](mailto:karin@askja.nl)

[Website: www.askja.nl](http://www.askja.nl)

### **Person Information**

[Mrs Karin Tolsma](#) , Senior Product Manager ( Representative )

[Mrs Saskia Van der Meij](#) , Product manager ( Representative )

## **ORGANIZATION PROFILE**

### **Social Media**

Facebook Account

AskjaReizen

### **Company Profile**

#### **Personalized Company/Organization Description**

Askja Reizen is a small tour operator specialised in self-drives and tailor-made holidays. Our clientele ranges in age from around 25 to 70 and they have an interest mainly in self-drives with overnight stay in B&B's, hotels and cabins, soft adventure excursions, nature based, wildlife orientated tours and motorhomes. We want to look for authentic and special accommodations and small tour packages to add to our self-drives in order to offer our clients unique experiences, for good rates. In Canada, we promote tours in British Columbia, Alberta, Yukon, Manitoba, Ontario, Québec, Prince Edward Island, New Brunswick, Nova Scotia, Labrador and Newfoundland.

➤ **Before Appointment Notes:**

After reviewing their website I see that they come to Louisbourg, Bras D'or Lake, the Cabot Trail, Margaree, and Mabou. They stay at Glenora Inn and Distillery and Point of View Suites. They also had a picture of Castle Rock Country Inn on their site.

➤ **Appointment Notes:**

During our appointment she said that they are trying to extend their stay in Cape Breton. I told her some more things to do and see while here. They work with Canadvac. She was interested in finding out more information on bike rentals and wanted me to e-mail our 2018 CB experience guide.

## **ORGANIZATION INFORMATION**

### **Kuoni**

Kuoni House

Dorking, RH5 4AZ

United Kingdom

Phone: (44) 1306-740888

Fax: (44) 1306744286

[Email Address: dagmar.marrocco@kuoni.co.uk](mailto:dagmar.marrocco@kuoni.co.uk)

[Website: www.kuoni.co.uk](http://www.kuoni.co.uk)

### **Person Information**

[\*\*Mrs Dagmar Marrocco\*\*](#), Senior Manager Discover ( Representative )

## **ORGANIZATION PROFILE**

### **Social Media**

Twitter hashtag

@KuoniTravelUK

Facebook Account

[www.facebook.com/kuonitraveluk](http://www.facebook.com/kuonitraveluk)

### **Company Profile**

#### **Personalized Company/Organization Description**

Kuoni is part of DER Touristik, one of Europe's leading travel groups. Kuoni has continued to set the pace in luxury worldwide travel in the UK market for over fifty years and is regularly voted one of the best holiday companies in the country by readers of national newspapers and travel industry titles. The company excels in creating tailor-made holidays and honeymoons to more than 90 destinations around the world. Since 2008, Kuoni has grown its retail network across the UK and can be found in 47 locations on premium high streets and in selected John Lewis department stores. Each store is unique in design and showcases Kuoni's Personal Travel Experts and personalized customer service.

#### **➤ Before Appointment Notes:**

After reviewing their website I see they had the Keltic Lodge listed, I could not find anything else.

#### **➤ Appointment Notes:**

During our appointment she told me that she was doing a post FAM tour to Cape Breton with Tourism Nova Scotia. They feature a Jonview self-drive for NS. She said that she will connect if she needs more information. She wanted me to send all information by e-mail and to give access to our photos and videos.

## **ORGANIZATION INFORMATION**

### **CAISSA Tourism Group**

Floor 11th, Tower AB Office Park, No.10

Jingtong West Road, Chaoyang District

Beijing, 100020

China

Phone: (010) 64606666 ext:6553  
[Email Address: wangqiuizi@caissa.com.cn](mailto:wangqiuizi@caissa.com.cn)  
[Website: www.caissa.com.cn](http://www.caissa.com.cn)

#### **Person Information**

[Qiuqi Wang](#) , Product Manager ( Representative )

#### **ORGANIZATION PROFILE**

Social Media

Company Profile

#### **Personalized Company/Organization Description**

Caissa Touristic was founded in 1993, with its headquarter in Beijing. After more than 20 years of steady development, it has established 6 branches in core cities around the world, including Hamburg, Paris, London and Los Angeles; it has also established more than 40 sub-branches in port cities and core commercial cities in China, including Beijing, Shanghai, Guangzhou, Chengdu and Shenyang. In October of 2015, Caissa Touristic went public on A share market and successfully accessed the capital market - stock symbol: SZ000796. Caissa Touristic, which originated in Europe, has actively developed the concept of an international mature tourism market and given full play to the advantages of over

#### ➤ **Before Appointment Notes:**

After reviewing their website I see that they come to Halifax and for Cape Breton they only listed Louisbourg.

#### ➤ **Appointment Notes:**

During our appointment they let me know that they do come to Cape Breton. They stay in Sydney. They do the Cabot Trail. Their local agent is from Halifax and she helps them create their itineraries. Not many groups come to NS yet. They had 12 people last year. They wanted more information on hiking. They wanted me to send the Chinese brochure and Chinese sample itinerary.

#### **ORGANIZATION INFORMATION**

**China Travel Service Head Office Co., Ltd.**  
15/F,CTS(HK)Grand Metropark Hotel Beijing  
No.338 Guanganmennei Street, Xicheng Dist  
Beijing, 100053  
China

Phone: (10) 8590-8845

Fax: (10) 8590-8475

[Email Address: 20605304@qq.com](mailto:20605304@qq.com)

[Website: www.ctsho.com](http://www.ctsho.com)

#### **Person Information**

[Cong Ling](#) , Manager of American Department ( Representative )

#### **ORGANIZATION PROFILE**

Social Media

Company Profile

#### **Personalized Company/Organization Description**

China Travel Service Head Office Co., Ltd. (CTS) is a wholly owned travel company under China National Travel Service (HK) Group Corporation. 60 years in travel and tourism business, It boasts to be the biggest and most comprehensive travel company in China. Head quartered in Beijing with a CTS national and CTS international network.

The company's business covers outbound travel, inbound travel, domestic travel, MICE, visa services, hotel reservation and ticketing services.

➤ **Before Appointment Notes:**

After reviewing their website I could not find a lot of information about Canada's East Coast but they do come as far as Toronto.

➤ **Appointment Notes:**

During our appointment we talked about everything Cape Breton as she was very interested. Atlantic Canada is a very new market for them. They have FIT and self-drive for NS. She really liked our Chinese materials and wanted another copy sent digitally.

## **ORGANIZATION INFORMATION**

### **de Jong Intra Vakanties**

Havenkade 1

Ridderkerk, 2984AA

Netherlands

Phone: (180) 457713

[Email Address: wilfried.verkaik@dejongintra.nl](mailto:wilfried.verkaik@dejongintra.nl)

[Website: www.dejongintra.nl](http://www.dejongintra.nl)

### **Person Information**

[Mr. Wilfried Verkaik](#), Senior Product Manager ( Representative )

## **ORGANIZATION PROFILE**

### **Social Media**

### **Company Profile**

### **Personalized Company/Organization Description**

We're an all round over 45 years old privately owned Dutch tour operator specialized in packaged pre build but also completely tailor made holidays. We sell the whole world, but Canada is our 3rd most important long haul destination and since we've started selling and promoting Canada 10 years ago, the numbers have only been growing, our product offer has been increasing and we look forward to keep on growing and increasing together with you!

➤ **Before Appointment Notes:**

After reviewing the website, they had listed CBNHP, Alexander Graham Bell Museum, and two nights in Baddeck. They use Canadian receptive.

➤ **Appointment Notes:**

During our appointment he said that this year is the start of their Atlantic Canada product. They work with Jonview. He wanted access to our images and videos. He wanted the 2018 CB experience guide emailed to him.

## **ORGANIZATION INFORMATION**

### **Beijing Utour Magic Travel International Travel Service Co. Ltd**

West Gate 2, ChaoYang Park road, No. 8

ChaoYang District

Beijing, 100125

China

Phone: (10) 64489696 ext:64030

Email Address: [puxia@utourworld.com](mailto:puxia@utourworld.com)

Website: [www.uzai.com](http://www.uzai.com)

#### **Person Information**

MRS Xia Pu, Product Manager ( Representative )

#### **ORGANIZATION PROFILE**

##### **Social Media**

##### **Company Profile**

##### **Personalized Company/Organization Description**

PROFILE Beijing UTour International Travel Service Co., Ltd. (abbreviated by Utour) is approved by China National Tourist Office, by Beijing Municipal Administration of Tourism and by Beijing Municipal Administration of Industry and Commerce. Since then, the company has served for both the inbound and outbound travel markets, together with Chinese domestic requirements. We are a member of PATA and IATA. Utour's head office is located in Beijing, with branch offices in Shanghai, Chengdu and Shenyang. Utour is the largest outbound travel service supplier in China; it provides a comprehensive product line system that covers Europe, Australia and New Zealand, Africa, the Middle East, the Americas, Asia, domestic and Inter

#### ➤ **Before Appointment Notes:**

After reviewing their website I could not find any information on them coming to NS although their profile stated that they do work with NS.

#### ➤ **Appointment Notes:**

They were a bit late to the appointment so we had less time to talk. Their clientele are mostly seniors. The groups are 6-20 people. They wanted to know what to do and what to see while on Cape Breton Island. She wanted access to our videos and images as well.

#### **ORGANIZATION INFORMATION**

##### **JMB Voyages**

10 Rue Alexandre III

Dijon, 21000

France

Phone: (3) 80449100

Email Address: [jean-marie@jmbvoyages.fr](mailto:jean-marie@jmbvoyages.fr)

Website: <http://jmbvoyages.fr>

#### **Person Information**

Mr Jean-Marie Bernard , Gérant ( Representative )

Mme Audrey Lorans-Garbay , Associée ( Representative )

#### **ORGANIZATION PROFILE**

##### **Social Media**

##### **Facebook Account**

<https://www.facebook.com/JMBVoyages/?ref=bookmarks>

##### **LinkedIn Name(ID)**

<https://www.linkedin.com/in/jmbmessigny/>

##### **Company Profile**

##### **Personalized Company/Organization Description**

JMB Voyages is a young French travel agency. Created in 2016 in Dijon, Burgundy, we are specialized in Canada destinations, especially the province of Québec. Historically, we work with Québec since 2002 because we are the publisher of the tourism magazine "Québec le Mag". This experience gave us a large knowledge about the

Québec destination, allowing us to propose to our customers personalized road-trips. JMB Voyages has 2 other specializations: travel for groups and a travel game "On the Road a Game" for team-building travels.

➤ **Before Appointment Notes:**

After reviewing their website I see that they have listed the St. Peter's Canal, Sydney, and the Cabot Trail.

➤ **Appointment Notes:**

During our appointment he told me that they are new to the travel trade. He mentioned about the start of the direct flight to Paris starting in June from Halifax. This will help grow the Maritimes. He wanted lots of information on Cape Breton along with me sending him all of our materials by e-mail.

## ORGANIZATION INFORMATION

### Go Canada

Amsterdamsestraatweg 9C

Naarden, 1411 AW

Netherlands

Phone: (35) 750-3225

[Email Address: Roderick@gocanada.nl](mailto:Email Address: Roderick@gocanada.nl)

[Website: www.gocanada.nl](http://Website: www.gocanada.nl)

### Person Information

[Mr. Roderick Aalbers](#), Owner ( Representative )

[Mrs. Vivian De Graaff Terlingen](#), Product manager ( Representative )

## ORGANIZATION PROFILE

### Social Media

### Facebook Account

[www.facebook.com/gocanada](http://www.facebook.com/gocanada)

### Company Profile

### Personalized Company/Organization Description

GoCanada is one of the leading Canada specialists in the Dutch market. With good online exposure and a Canadian Visitors Centre in the middle of the Netherlands we found the perfect combination of brick and click. We offer tailor made high end tours, but also campertrips, winter holidays and group travel. Or so to say, everything you can think of involving travel to Canada from Coast to Coast.

➤ **Before Appointment Notes:**

After reviewing their website I could not find any information on Cape Breton, but just on Halifax. Met last year at RVC 2017.

➤ **Appointment Notes:**

During our appointment he wanted to know everything about Cape Breton. He is coming to Cape Breton this August or September with his family and will let me know if he has any questions following his time here.

## ORGANIZATION INFORMATION

### Vacations by Rail

309 W, Washington Street

Suite 650

Chicago, IL, 60606

United States

Phone: (877) 929-7245

Fax: (312) 878-6411

[Email Address: dawn@vacationsbyrail.com](mailto:dawn@vacationsbyrail.com)

[Website: vacationsbyrail.com](http://vacationsbyrail.com)

#### **Person Information**

[Ms. Jeanne Czerwinski](#), Chief Operating Officer ( Representative )

[Dawn Rogan](#), Product Manager ( Representative )

#### **ORGANIZATION PROFILE**

##### **Social Media**

Twitter hashtag

@vacationsbyrail

##### **Facebook Account**

[www.facebook.com/vacationsbyrail](http://www.facebook.com/vacationsbyrail)

##### **LinkedIn Name(ID)**

Vacations By Rail

##### **Company Profile**

##### **Personalized Company/Organization Description**

Vacations By Rail is North America's leading supplier of train travel and tours, and the trusted authority on rail offering the largest selection of independent rail vacations, escorted train tours, and custom train packages to worldwide destinations. Our well-planned vacations aboard iconic trains like the Rocky Mountaineer, Amtrak and VIA Rail Canada, combine a world-renowned train experience with hotel accommodations, comprehensive sightseeing and much more. Our collection of rail vacations take travelers to outstanding destinations from famous national parks and cosmopolitan cities, to the captivating Canadian Rockies and its resort towns.

#### ➤ **Before Appointment Notes:**

After reviewing their website I could not really find much information on Cape Breton. I did meet with them at RVC 2017 in Calgary and they said that they do come to Baddeck and Sydney.

#### ➤ **Appointment Notes:**

During our appointment they spoke about how they are trying to switch up what they are doing. They want to change their product and itineraries. They wanted me to send our images and videos and would let me know if they need any further information. I also gave them our 2018 CB experience guide.

#### **ORGANIZATION INFORMATION**

**Meso Reisen GmbH**

Otto-Suhr-Allee 59

Berlin, 10585

Germany

Phone: (30) 212341911

Fax: (30) 212341927

[Email Address: info@meso-berlin.de](mailto:info@meso-berlin.de)

[Website: www.meso-berlin.de](http://www.meso-berlin.de)

#### **Person Information**

**Patrick Schreiber** , Senior Product & Sales Manager ( Representative )

## **ORGANIZATION PROFILE**

Social Media

Facebook Account

[www.facebook.com/MESO-ReisenAlternativ-Tours-162499683795100](http://www.facebook.com/MESO-ReisenAlternativ-Tours-162499683795100)

Company Profile

Personalized Company/Organization Description

MESO Reisen is a German wholesaler serving North America since 1992. We mostly sell individual fly/drive tours, B&B-tours, escorted tours, individual motorhome tours, lodge and resort packages, city trips, cruises and some group tours in all Canadian provinces and territories.

### ➤ **Before Appointment Notes:**

After reviewing their website I could not find much information as it was difficult for me to translate.

### ➤ **Appointment Notes:**

During our appointment he told me that he would be joining the post FAM after RVC to Cape Breton with Tourism Nova Scotia. They work with Canadvac, they feature same itineraries. He wanted me to tell him more about Cape Breton as he was not familiar. He also wanted our materials sent to him by e-mail.

## **ORGANIZATION INFORMATION**

Premier Holidays

Building 1020

Cambourne Business Park

Cambourne, CB23 6DW

United Kingdom

Phone: (1223) 516516

Fax: (1223) 516516

Email Address: [tim.greathead@premierholidays.co.uk](mailto:tim.greathead@premierholidays.co.uk)

Website: [www.premierholidays.co.uk](http://www.premierholidays.co.uk)

Person Information

**Tim Greathead** , ( Representative )

## **ORGANIZATION PROFILE**

Social Media

Company Profile

Personalized Company/Organization Description

Premier Holidays is a privately owned, independent tour operator with 80 years experience in arranging tailor made holidays.

### ➤ **Before Appointment Notes:**

After reviewing their website it said that they come to Eastern Canada but I could not find anything on Atlantic Canada.

### ➤ **Appointment Notes:**

During our appointment he spoke about how they work with Jonview and feature one of the self-drives for Nova Scotia. 50-100 room nights in NS last year. He is hoping for this to grow. He wanted digital copies of our 2018 CB experience guide, our Top 10 Experience list and a map. He will keep in touch and let me know if he needs anything else.

## **ORGANIZATION INFORMATION**

### **Periodico Viaje**

Santa Barbara 15 Col. Del Valle  
CDMX, DF, 03100  
Mexico

Phone: (55) 55344909

[Email Address: rodrigo@periodicoviaje.com](mailto:rodrigo@periodicoviaje.com)

[Website: periodicoviaje.com](http://periodicoviaje.com)

### **Person Information**

[M Rodrigo Caire](#) , Content and Strategic Alliances Manager ( Representative )

## **ORGANIZATION PROFILE**

### **Organization Description**

EISA Multimedios specializes in generating tourism content for national media. For the past 20 years we produce a radio show for various market niches (5 times a week). Viajes is a weekly supplement that comes with El Financiero Bloomberg newspaper for the luxury leisure market and business. Bon Voyage is weekly and comes with Excelsior newspaper, it is of general interests. Periodico Viaje is specially for the industry, we analyze the subjects that move the scale. Ulokaal is an app to transform tourist into locals. And Viajero 40 is a national TV show to give listeners a variety of travel options in an in-depth look at particular destinations.

#### **➤ Before Appointment Notes:**

Their website was in Spanish and was not able to be translated.

#### **➤ Appointment Notes:**

During our appointment he told me so much information about their organization. He said that their weekly newspaper El Financiero has 7 million visitors per month. You can put a supplement into this high end newspaper. They have 6 different products, 3 are print products which they give out to government, schools, airports, these talk about what's new. They also have a TV show in which they can feature a destination. They also are in the process of an app. He wanted anything I could send him as it was his first time in Nova Scotia and he really loved it.

## **ORGANIZATION INFORMATION**

### **Canadian Travel Design**

3 Alpenglow Court  
Kimberley, BC, V1A 3E3  
Canada

Phone: (778) 4815132

Fax: (250) 4325155

[Email Address: theo.janssen@canadiantraveldesign.com](mailto:theo.janssen@canadiantraveldesign.com)

[Website: www.canadiantraveldesign.com](http://www.canadiantraveldesign.com)

### **Person Information**

[Theo Janssen](#) , Owner ( Representative )

## **ORGANIZATION PROFILE**

### **Social Media**

### **Facebook Account**

[www.facebook.com/canadaavontuur](http://www.facebook.com/canadaavontuur)

#### **Company Profile**

#### **Personalized Company/Organization Description**

Canadian Travel Design is an incoming Receptive tour operator for West Canada. We specialize in delivering authentic Canadian experiences for FIT customers.

#### **➤ Before Appointment Notes:**

After reviewing their website I could find no information on them visiting Cape Breton. I did however find a itinerary which included Nova Scotia.

#### **➤ Appointment Notes:**

During our appointment he mentioned that he would be joining the Post FAM tour to Cape Breton with Tourism Nova Scotia. He was excited to be visiting Cape Breton and wanted some more information before he went as he was very unfamiliar. They are currently trying to find a receptive tour operator for Eastern Canada.

### **ORGANIZATION INFORMATION**

#### **Gate 1 Travel**

455 Maryland Drive  
Fort Washington, PA, 19034  
United States

Phone: (215) 572-7676 ext:1275

Fax: (215) 886-2228

[Email Address: jroy@gate1travel.com](mailto:jroy@gate1travel.com)

[Website: www.gate1travel.com](http://www.gate1travel.com)

#### **Person Information**

[Ms Kirsten Kern](#) , Manager Canadian Operations ( Representative )

[Jacinthe Roy](#) , Product Manager, North America ( Representative )

### **ORGANIZATION PROFILE**

#### **Social Media**

Twitter hashtag

@gate1travel

#### **Facebook Account**

[www.facebook.com/Gate1Travel](http://www.facebook.com/Gate1Travel)

#### **Company Profile**

#### **Personalized Company/Organization Description**

Gate 1 Travel delivers More of the World for Less by developing quality, affordable vacations for North Americans. Founded in 1981 with 3 employees; now with over 400 employees worldwide and 25 overseas offices. Gate 1 Travel offers escorted tours, European river cruises, independent vacations and customized worldwide vacation packages for less. Continuously expending programs to Canada.

#### **➤ Before Appointment Notes:**

After reviewing their website I found that they do visit Cape Breton. They come to the Alexander Graham Bell Museum, Baddeck (stay the night, not sure where), and the Cabot Trail. This is a part of a NS and PEI tour.

#### **➤ Appointment Notes:**

During our appointment I found out that when they stay in Baddeck and use two properties. They were interested in the Gaelic College as it is close to Baddeck. They said that they were not interested in changing anything as of now, they like their tour as is. They have 25 groups per year, 42 people per group.

## **ORGANIZATION INFORMATION**

### **Master Tours**

Hessenstraatje 25 B2.2, 2000

Anwerpen, 2000

Belgium

Phone: (3) 6053502

Fax: (3) 6053491

[Email Address: info@master-tours.com](mailto:info@master-tours.com)

[Website: www.tooku.be](http://www.tooku.be)

### **Person Information**

[Mrs Evita Deroo](#), Product Manager ( Representative )

## **ORGANIZATION PROFILE**

### **Social Media**

### **Facebook Account**

[www.facebook.com/tooku.be](http://www.facebook.com/tooku.be)

### **Company Profile**

### **Personalized Company/Organization Description**

Master Tours Ltd. is one of the leading tour operators in Belgium. Master Tours carries two brands: The Tooku brand represents the FIT department that offers a genuine & tailor-made travel experience in Canada, India, Indonesia, Japan, Maldives, Malaysia, Seychelles, Southern Africa, Sri Lanka and Thailand. The andersandananders brand specializes in long-haul destination round trips, for Belgian travelers, with a cultural, ecological or ethnic accent, in upscale accommodation and accompanied by a specialized professional Flemish tour leader trained by Master Tours. Groups are limited to max 21 pax. Quality and authenticity are key in the design of the round trips.

#### **➤ Before Appointment Notes:**

After reviewing their website I found that they do a PEI and NS trip. They visit the Fortress of Louisbourg, Alexander Graham Bell Museum, CBNHP, Ingonish (Staying at Keltic Lodge), Cabot Trail, and Cheticamp.

#### **➤ Appointment Notes:**

During our appointment she let me know that this is their 3<sup>rd</sup> summer selling Canada product. They are more FIT and tailor made. They had a travel agent who would be visiting the area in July. She will let me know if they have any questions. She wanted me to send along digital copies by e-mail.