Travel Trade Leads

Leads for: Asian Receptive Tour Operator Sales Calls LA 2011, 10/26/2011 - 10/28/2011

Paul Sherburne, T & T Representative
121 7th Pl E Ste 100
St Paul, MN 55101
(651) 757-1867
paul.sherburne@state.mn.us

America Travel Factory, LLC	Tsutomu Natsuhara, General Manager

811 Wilshire Boulevard, Suite 1250
Los Angeles, CA 90017

Phone: (213) 228-1801
Other Phone: (877) 286-4646
Fax: (213) 228-1861
Email: natsuhara@americatravelfactory.com
Website: www.beikokutravel.com

Campaign Note Date	***Note***
Notes Pre - 2012 5/7/2012 03:33 PM	Junji Makiuchi is new GM
Notes Pre - 2012 5/7/2012 03:33 PM	Rick Sakai, founder and CEO, has history with Twin Cities when he was with Nippon Travel Agency (LA) and was principal planner for America Japan Week in Mpls in 1994.
Notes Pre - 2012 5/7/2012 03:33 PM	Beikoku Travel Network, Inc. created a joint venture with JTB International and renamed the new company America Travel Factory effective Jan 1, 2008.
Notes Pre - 2012 5/7/2012 03:33 PM	MN Product Yr - 2,005
Notes Pre - 2012 5/7/2012 03:33 PM	Ike Ogura departed as GM effective 1/31/06 after 8 years. No word on replacement. He is "exploring other opportunities for personal growth."
Notes Pre - 2012 5/7/2012 03:33 PM	Specializes in technical tours, especially food and retail distribution and agriculture. NUSKIN is big customer. Sends group of 800 every year, flying NW but through Seattle. Usually go to Las Vegas and Grand Canyon. Uses Kiku Enterprise and Minne International. Handles lots of JTB, NTA and TRAPICS (Hankyu) business.
Notes Pre - 2012 5/7/2012 03:33 PM	Yuko Miyamoto, GMCVA, is developing a tour idea to Duluth and Great Lakes region again. Ogura-san was interested last year but the SARS outbreak scared him off. He uses American pronunciation of first name, rhymes with Mike.
Asian Receptive Tour Operator Sales Calls LA 2011 4/10/2012 08:37 PM	Tsutomu 'Tom' Natsuhara, General Manager, has been in LA office for 2.5 years and Takeshi Sato, Assistant General Manager, for 1 year. They currently use Minne and Kiku for MSP transit assistance. They mentioned that free, no penalty, stop overs provided by Delta would be very helpful even if limited to Jan, Feb, Mar. They are interested in sending groups (technical visits - retail, food distribution, Nice Ride project, emergency training) FITs (young adults), and students. Travel Factory is owned by JTB World but they also handle other tour operator companies' land operations.

America Travel Factory, LLC	Takeshi Sato, Assistant General Manager

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Los Angeles, CA 90017

Phone: (213) 228-1801
Fax: (213) 228-1861
Email: takeshi@americatravelfactory.com
Website: www.beikokutravel.com

Campaign Note Date	***Note***
Asian Receptive Tour Operator Sales Calls LA 2011	Tsutomu 'Tom' Natsuhara, General Manager, has been in LA office for 2.5 years and Takeshi Sato, Assistant General Manager, for 1 year. They currently use Minne and Kiku for MSP transit assistance. They mentioned that free, no penalty, stop overs provided by

4/10/2012 08:36 PM	Delta would be very helpful even if limited to Jan, Feb, Mar. They are interested in sending groups (technical visits - retail, food distribution, Nice Ride project, emergency training) FITs (young adults), and students. Travel Factory is owned by JTB World but they also handle other tour operator companies' land operations.

Asia Pacific Travel & Tours Inc	**Sheena Yu, Assitant General Manager**
805 W Duarte Road, Ste 107 Arcadia, CA 91007	*Phone:* (626) 821-1946 *Fax:* (626) 821-4479 *Email:* galaxytourla@gmail.com

Campaign Note Date	***Note***
Asian Receptive Tour Operator Sales Calls LA 2011 4/10/2012 08:07 PM	Does a lot of student groups visiting college and university campuses. Also interested in summer camps and high school exchanges. Summer tours would be 14 days. School year visits would be 1 week. Each would include a balance of academic and sightseeing experiences. She was very interested in our wildlife centers and outdoor education opportunities. They have a relationship with CIAC already. Company will be moving offices shortly within the east LA suburbs. They have a sister company called Galaxy Tour Inc.

ATI - AmericanTours International	**Thomas Gu, Sales Manager, China Market**
ATI Bldg, LAX, Ste 600 6053 W Century Blvd Los Angeles, CA 90045	*Phone:* (310) 590-4145 *Fax:* (310) 649-3877 *Email:* thomas-gu@americantours.com *Website:* www.americantours.com

Campaign Note Date	***Note***
Asian Receptive Tour Operator Sales Calls LA 2011 4/10/2012 08:42 PM	We discussed ATI's interest in technical visits with regard to the Chinese market. They are interested in medicine & medical technology including possible Mayo Clinic executive check-up programs. They currently send VIP groups to UCLA for annual check-ups. Student and other educational exchanges of great interest. They want suggested student itineraries. Also of interest are Great River Steamboat Company excursions and Mall of America (20th anniversary). Chinese investment in real estate and business (mining and mining equipment) of possible interest. ATI only works with the top 5 Chinese tour operator companies stressing quality or quantity. They need letters of invitation for groups.Also Sister City exchanges with Harbin, CN have great potential. Note: Jimmy Jiang is from Harbin.

ATI - AmericanTours International	**Akihiro Iizuka, Vice President**
ATI Bldg, LAX, Ste 600 6053 W Century Blvd Los Angeles, CA 90045	*Phone:* (310) 590-4237 *Fax:* (310) 590-4331 *Email:* akihiro_iizuka@americantours.com *Website:* www.americantours.com

Campaign Note Date	***Note***
Notes Pre - 2012 5/7/2012 03:33 PM	MN Product Yr - 2,005
Notes Pre - 2012 5/7/2012 03:33 PM	--ATI does both technical and leisure travel, also homestays of 15-40 days.. --Working on increasing GROUP business. Use Kiku Enterprises in Minnesota. --Requests for technical tours are sometimes specific ("I want a tour of Walmart in Seattle.") and sometimes vague ("I want to see a department store.") So they were very impressed with our news about Mall of America, our Japanese language collateral, especially Yuko Gosda's homemade technical tour guide/summary. --Will pass on information to Miki Tours in Japan, which

	markets their products (is their GSA). Miki does both FIT and Group travel, mostly incentive and technical visits. Also "FIC" which is FIT with special requests. --Uses Kiku Enterprises. --They get lots of HOMESTAY requests. --Will attend Pow Wow
Asian Receptive Tour Operator Sales Calls LA 2011 4/10/2012 08:43 PM	We discussed ATI's interest in technical visits with regard to the Chinese market. They are interested in medicine & medical technology including possible Mayo Clinic executive check-up programs. They currently send VIP groups to UCLA for annual check-ups. Student and other educational exchanges of great interest. They want suggested student itineraries. Also of interest are Great River Steamboat Company excursions and Mall of America (20th anniversary). Chinese investment in real estate and business (mining and mining equipment) of possible interest. ATI only works with the top 5 Chinese tour operator companies stressing quality or quantity. They need letters of invitation for groups.Also Sister City exchanges with Harbin, CN have great potential. Note: Jimmy Jiang is from Harbin.

ATI - AmericanTours International	**Jimmy Jiang, null**
ATI Bldg, LAX, Ste 600 6053 W Century Blvd Los Angeles, CA 90045	*Phone:* (310) 590-4143 *Other Phone:* (310) 641-9953 *Fax:* (310) 216-5807 *Email:* jimmy_jiang@americantours.com *Website:* www.americantours.com

Campaign Note Date	***Note***
Asian Receptive Tour Operator Sales Calls LA 2011 4/10/2012 08:41 PM	We discussed ATI's interest in technical visits with regard to the Chinese market. They are interested in medicine & medical technology including possible Mayo Clinic executive check-up programs. They currently send VIP groups to UCLA for annual check-ups. Student and other educational exchanges of great interest. They want suggested student itineraries. Also of interest are Great River Steamboat Company excursions and Mall of America (20th anniversary). Chinese investment in real estate and business (mining and mining equipment) of possible interest. ATI only works with the top 5 Chinese tour operator companies stressing quality or quantity. They need letters of invitation for groups.Also Sister City exchanges with Harbin, CN have great potential. Note: Jimmy is from Harbin.

ATI - AmericanTours International	**Jingyi Li, null**
ATI Bldg, LAX, Ste 600 6053 W Century Blvd Los Angeles, CA 90045	*Phone:* (310) 590-4126 *Fax:* (310) 216-5807 *Email:* jingyi_li@americantours.com *Website:* www.americantours.com

Campaign Note Date	***Note***
Asian Receptive Tour Operator Sales Calls LA 2011 4/10/2012 08:44 PM	We discussed ATI's interest in technical visits with regard to the Chinese market. They are interested in medicine & medical technology including possible Mayo Clinic executive check-up programs. They currently send VIP groups to UCLA for annual check-ups. Student and other educational exchanges of great interest. They want suggested student itineraries. Also of interest are Great River Steamboat Company excursions and Mall of America (20th anniversary). Chinese investment in real estate and business (mining and mining equipment) of possible interest. ATI only works with the top 5 Chinese tour operator companies stressing quality or quantity. They need letters of invitation for groups.Also Sister City exchanges with Harbin, CN have great potential. Note: Jimmy Jiang is from Harbin.

ATI - AmericanTours International	**Megumi Sawa, Group Sales Manager**
ATI Bldg, LAX, Ste 600 6053 W Century Blvd Los Angeles, CA 90045	*Phone:* (310) 590-4239 *Fax:* (310) 216-5807

Email:	megumi_sawa@americantours.com
Website:	www.americantours.com

Campaign Note Date	***Note***
Asian Receptive Tour Operator Sales Calls LA 2011 4/10/2012 08:45 PM	We discussed ATI's interest in technical visits with regard to the Chinese market. They are interested in medicine & medical technology including possible Mayo Clinic executive check-up programs. They currently send VIP groups to UCLA for annual check-ups. Student and other educational exchanges of great interest. They want suggested student itineraries. Also of interest are Great River Steamboat Company excursions and Mall of America (20th anniversary). Chinese investment in real estate and business (mining and mining equipment) of possible interest. ATI only works with the top 5 Chinese tour operator companies stressing quality or quantity. They need letters of invitation for groups.Also Sister City exchanges with Harbin, CN have great potential. Note: Jimmy Jiang is from Harbin.

ATI - AmericanTours International	**Stephen Yu, null**
ATI Bldg, LAX, Ste 600 6053 W Century Blvd Los Angeles, CA 90045	*Phone:* (310) 590-4190 *Fax:* (310) 216-5807 *Email:* stephen_yu@americantours.com *Website:* www.americantours.com

Campaign Note Date	***Note***
Asian Receptive Tour Operator Sales Calls LA 2011 4/10/2012 08:45 PM	We discussed ATI's interest in technical visits with regard to the Chinese market. They are interested in medicine & medical technology including possible Mayo Clinic executive check-up programs. They currently send VIP groups to UCLA for annual check-ups. Student and other educational exchanges of great interest. They want suggested student itineraries. Also of interest are Great River Steamboat Company excursions and Mall of America (20th anniversary). Chinese investment in real estate and business (mining and mining equipment) of possible interest. ATI only works with the top 5 Chinese tour operator companies stressing quality or quantity. They need letters of invitation for groups.Also Sister City exchanges with Harbin, CN have great potential. Note: Jimmy Jiang is from Harbin.

Delta Air Lines, Inc.	**Kozo Yoshida, Account Executive - Nikkei**
Atlanta, GA	*Phone:* (310) 378-4026 *Fax:* (310) 378-4063 *Email:* kozo.yoshida@delta.com

Campaign Note Date	***Note***
Asian Receptive Tour Operator Sales Calls LA 2011 4/10/2012 08:39 PM	Discussed his past and continuing interest in providing comp tickets for West Coast Japanese RTOs to participate on a fam tour of the Twin Cities during the summer of 2012. He is willing to supply up to 8 tickets but will need to get approval of his Atlanta headquartered boss. He'll initiate this immediately. . We mentioned the RTO's interest in technical visits. He would like a sample itinerary. We discussed MSP* tour, Mall of America tour (20th anniversary), Target Field VIP tour and attendance at a Twins game. A visit to MTL/Delta World Vacations also a must. *Delta is in the midst of a $2 billion world-wide airport facility upgrade including MSP. We can pick several proposed dates built around Twins games and/or other special events.

HanaTour	**Young Moon Lee, President**
3053 W Olympic Bouvelard, #101 Los Angeles, CA 90006	*Phone:* (213) 201-5361 *Other Phone:* (213) 201-5360 *Fax:* (213) 736-1221

Email:	ymlee@hanatour.com
Website:	www.usahanatour.com

Campaign Note Date	***Note***
Asian Receptive Tour Operator Sales Calls LA 2011 4/10/2012 08:25 PM	HanaTour is a subsidiary of a major Korean industrial conglomerate. It is the largest travel company in Korea. They are exclusively a wholesaler. The company is expanding its product beyond the West Coast which has been its mainstay to date. They are establishing branch offices elsewhere in the US and Canada and will have one in Chicago in 2012 where there are 200,000 Koreans and Korean-Americans. Lee is excited about expanding product offerings in the Midwest and is particularly interested in the Twin Cities and Minnesota. 20% of business is groups, 80% FIT. A sister company, based in Korea, called MotoTours develops HanaTour's FIT product 60% of which it sells thru HanaTours and 40% to other travel companies. They do a lot of student/parent college site inspection tours. Minnesota would be a natural for this possibly combined with another city such as Chicago or Boston. The accompanying mothers love to include shopping with their tours so Mall of America holds a lot of potential. 100% of their North American MICE and hotel bookings are handled by Jina Chung out of a separate office in L.A. Her e-mail is Chungjin1975@gamil.com . HanaTour publishes the only travel magazine in Korean, a glossy, upscale publication. They are developing a travel website that will include travelogues for which they are seeking programs and destinations to profile. The company also produces a major trade and consumer travel show each May in Seoul. Now in its 6th year it draws 2600 suppliers and 45,000 consumers. It contains a travel congress, seminars and entertainment. The USA Pavilion is handled by B-For International.

Hyde International Inc	**Shadow Wu, Project Manager**

281 E Workman St, Ste 202 Covina, CA 91723	*Phone:*	(626) 966-3768 ext 106
	Email:	shadow@hydegroup.us
	Website:	www.hydegroup.us

Campaign Note Date	***Note***
Asian Receptive Tour Operator Sales Calls LA 2011 4/10/2012 08:10 PM	They do government and business groups primarily from Beijing, Shanghai and Guangzhou with destinations and meetings based on clients' needs and specific requests, mostly to east and west coasts. They have sent small groups to Minnesota. They have no contracts in the Twin Cities with hotel chains or individual properties. They negotiate individual contracts for each group. They are interested in adding Mall of America to next MSP group itinerary.

JBS Group Inc	**Sarah Gao, Senior Vice President**

260 S los Robles Ave, Ste 115 Pasadena, CA 91001	*Phone:*	(626) 397-2886 x112
	Fax:	(626) 397-2881
	Email:	sarah.gao@jbsgroup.org
	Website:	www.jbsgroup.org

Campaign Note Date	***Note***
Asian Receptive Tour Operator Sales Calls LA 2011 4/10/2012 08:15 PM	Company started in 2001 by three partners (Julian, Barbara & Sarah, hence JBS) marketing exclusively to China. They now have 17 staff. They work with wholesalers doing direct negotiations and bookings of hotels. IHG only uses JBS for the China market. Business projects call for a 50-60% increase in 2012. They require the agencies they work with to guarantee $10,000 of bookings per month. At an average rate of $75/person/night that works out to 133 persons per month. That said, they are very interested in quality and demand follow up. They have two staff dedicated exclusively for technical visits. They require good local land operator and have met with CIAC. Sarah wants a list of highlighted, high-end MOA stores for a more focused shopping experience – 520 stores and the coupon book is too overwhelming for the Chinese with limited English skills. They do some student groups and are willing to pay for host family experience.

Lion Tours & Travel, Inc	Christopher Chan, Sales Manager

8831 E Las Tunas Dr
Temple City, CA 91780

Phone: (626) 285-3333
Fax: (626) 285-8848
Email: info@liontours.com
Website: www.liontours.com

Campaign Note Date	***Note***
Asian Receptive Tour Operator Sales Calls LA 2011 4/10/2012 08:11 PM	They handle MICE, groups tours, technical visits, FIT and students from China, Taiwan, Indonesia, and Malaysia. They would like sample itineraries and info on casinos, lock and dam tours, and student home stays.

Lion Tours & Travel, Inc	Christina Ho Lee, Tour Operator

8831 E Las Tunas Dr
Temple City, CA 91780

Phone: (626) 285-3333
Fax: (626) 285-8848
Email: info@liontours.com
Website: www.liontours.com

Campaign Note Date	***Note***
Asian Receptive Tour Operator Sales Calls LA 2011 4/10/2012 08:13 PM	They handle MICE, groups tours, technical visits, FIT and students from China, Taiwan, Indonesia, and Malaysia. They would like sample itineraries and info on casinos, lock and dam tours, and student home stays.

Lion Tours & Travel, Inc	Tina Yang, Sales Manager

8831 E Las Tunas Dr
Temple City, CA 91780

Phone: (626) 285-3333
Fax: (626) 285-8848
Email: info@liontours.com
Website: www.liontours.com

Campaign Note Date	***Note***
Asian Receptive Tour Operator Sales Calls LA 2011 4/10/2012 08:13 PM	They handle MICE, groups tours, technical visits, FIT and students from China, Taiwan, Indonesia, and Malaysia. They would like sample itineraries and info on casinos, lock and dam tours, and student home stays.

Shine Tours Inc	Dora Tu, Deputy GM

3146 E Garvey Ave S
West Covina, CA 91791

Phone: (626) 653-1688
Fax: (626) 653-1694
Email: dora@shinetours.net
Website: www.shinetours.net

Campaign Note Date	***Note***
Asian Receptive Tour Operator Sales Calls LA 2011 4/10/2012 08:09 PM	Small Chinese receptive handling mostly west coast and some east coast government and business group tours.

Tour America, Inc	Johnny Azhar, Manager

800 Wilshire Blvd Ste 808
Los Angeles, CA 90017

Phone: (213) 683-1188
Fax: (213) 489-3293
Email: info@touramerica.us.com
Website: www.touramerica.us.com

Campaign Note Date	***Note***
Asian Receptive Tour Operator Sales Calls LA 2011 4/10/2012 08:20 PM	Company markets in China, Hon Kong, Indonesia, Malaysia, Singapore, Thailand and the Philippines. They do MICE, technical tours and corporate and government tours plus some leisure group tours but not in the Midwest. Medical conventions and tours are big, especially for the Philippines. They do have an office in Chicago. Always looking for pre and post MICE tour options including local sightseeing tours (metroConnections).

Tour America, Inc	Prayitno Hadinata, Tour Planning Manager

Phone: (213) 683-1188
Email: info@touramerica.us.com
Website: www.touramerica.us.com

Campaign Note Date	***Note***
Asian Receptive Tour Operator Sales Calls LA 2011 4/10/2012 08:17 PM	Company markets in China, Hon Kong, Indonesia, Malaysia, Singapore, Thailand and the Philippines. They do MICE, technical tours and corporate and government tours plus some leisure group tours but not in the Midwest. Medical conventions and tours are big, especially for the Philippines. They do have an office in Chicago. Always looking for pre and post MICE tour options including local sightseeing tours (metroConnections).

Tour America, Inc	Frances Lam, Operations Manager

800 Wilshire Blvd Ste 808
Los Angeles, CA 90017

Phone: (213) 683-1188
Fax: (213) 489-3293
Email: info@touramerica.us.com
Website: www.touramerica.us.com

Campaign Note Date	***Note***
Asian Receptive Tour Operator Sales Calls LA 2011 4/10/2012 08:22 PM	Company markets in China, Hon Kong, Indonesia, Malaysia, Singapore, Thailand and the Philippines. They do MICE, technical tours and corporate and government tours plus some leisure group tours but not in the Midwest. Medical conventions and tours are big, especially for the Philippines. They do have an office in Chicago. Always looking for pre and post MICE tour options including local sightseeing tours (metroConnections).

Tour America, Inc	Preeti Sehrawat, Tour/Events Coordinator

800 Wilshire Blvd Ste 808
Los Angeles, CA 90017

Phone: (213) 683-1188
Fax: (213) 489-3293
Email: info@touramerica.us.com
Website: www.touramerica.us.com

Campaign Note Date	***Note***
Asian Receptive Tour Operator Sales Calls LA 2011 4/10/2012 08:22 PM	Company markets in China, Hon Kong, Indonesia, Malaysia, Singapore, Thailand and the Philippines. They do MICE, technical tours and corporate and government tours plus some leisure group tours but not in the Midwest. Medical conventions and tours are big,

	especially for the Philippines. They do have an office in Chicago. Always looking for pre and post MICE tour options including local sightseeing tours (metroConnections).

Tour America, Inc	Julyana Tan, Business Develpment Manager
800 Wilshire Blvd Ste 808 Los Angeles, CA 90017	*Phone:* (213) 683-1188 *Fax:* (213) 489-3293 *Email:* info@touramerica.us.com *Website:* www.touramerica.us.com

Campaign Note Date	***Note***
Asian Receptive Tour Operator Sales Calls LA 2011 4/10/2012 08:23 PM	Company markets in China, Hon Kong, Indonesia, Malaysia, Singapore, Thailand and the Philippines. They do MICE, technical tours and corporate and government tours plus some leisure group tours but not in the Midwest. Medical conventions and tours are big, especially for the Philippines. They do have an office in Chicago. Always looking for pre and post MICE tour options including local sightseeing tours (metroConnections).