Travel Trade Leads
Leads for:
JATA 2012, 9/17/2012 - 10/2/2012
Paul Sherburne, T & T Representative
121 7th Pl E Ste 100
St Paul, MN 55101
(651) 757-1867
paul.sherburne@state.mn.us

Alltour America	Giselle Masi, Product Specialist
5855 American Way Orlando, FL 32819	*Phone:* (407) 354-2525 *Fax:* (407) 354-2540 *Email:* giselle@alltoursamerica.com *Website:* www.alltouramerica.com

Established in Orlando, FL in 2001, Alltour America Inc, is a full service Receptive Tour Operator and Wholesaler which started in the Brazilian market. Main goal is to provide customized, high-quality and affordable services. Alltour America now offers online availability for all of services. Today Alltour America works with clients from all over the world as well as all destinations in the USA, with hotels, attractions, activities and much more all around the world. Currently, with offices in Orlando, Miami and Los Angeles, they have their own transportation fleet and direct contracts with more than 1000 hotels and attractions all over the USA.

Campaign Note Date	***Note***
JATA 2012 12/3/2012 08:21 PM	Giselle told me Alltours is establishing offices in Japan and China. They are always looking for new product, especially with direct flights from market countries, i.e. Narita-MSP. Open to ideas.

Benesse Corporation	Megumi Hiraiwa, Travel Service Supervisor, Global Service Development Section
Head Office, 3-7-17 Minamigata, Kita-ku Okayama City, Okayama 700-8686 Japan	*Phone:* +81 86-221-5301 *Fax:* +81 86-227-6117 *Email:* i-contact@mail.benesse.co.jp *Website:* www.benesse.co.jp

This is an educational book publisher for readers pre-school to university level. They do study tours for junior and senior high schoolers and university students. They have a Berlitz affiliation and utilize the 50+ localtions in the U.S. including MN.

Campaign Note Date	***Note***
JATA 2012 12/3/2012 05:05 PM	She oversees development of high school products including study tours. These tours focus on English language immersion & ESL classes, home stays and special educational opportunities. She uses English speaking guides. We discussed Wolf Ridge Environmental Center, the three wildlife centers and possible Native American contact and interaction. I gave her contact info for Kiku Enterprises and Minne International.

Center for International Exchange	Hiroko Todoroki, Secretary General
Grande Axe 602, 2-12-18 Koujimachi Chiyoda-ku, Tokyo 102-0083 Japan	*Phone:* +81 3-3511-7171 *Fax:* +81 3-3511-7175 *Email:* todoroki@manjiro.or.jp *Website:* www.manjiro.or.jp

Part of the John Manjiro Whitfield Commemorative

Campaign Note Date	***Note***

JATA 2012 12/3/2012 09:01 PM	Hiroko has been in touch with Ben van Lierop, executive director, Japan America Society of Minnesota about possibly hosting the 2014 conference. The US-Japan Council Tomodachi Club is a potential funder. The 2014 host attends the 2013 conference and presents info about the following year's event and location. Of the 180 attendees, the now locals stay in hotels for 3 nights, the 50-60 students spend 3 nights in hotels and 3 nights in homestays.

Embassy of the United States of America	Tamami Honda, Commercial Specialist
82 Sejong-ro Chongro-ku, Seoul 110-050 South Korea	*Phone:* +81 (3) 32245828 *Fax:* +81 (3) 35894235 *Email:* tamami.honda@mail.doc.gov *Website:* www.cskorea-doc.gov

Campaign Note Date	***Note***
JATA 2012 12/3/2012 09:39 PM	Marjorie Dewey, MRC Japan Rep and I met with Honda san to discuss the U.S. Department of Commerce MRC grant. Honda san is willing to assist as neded/required including use of US Embassy facilities.

Global Youth Bureau Co Ltd	Yukari Nobumoto Fowler, Tour Planner
14 Gibbs Ct Irvine, CA 92617	*Phone:* (949) 725-9693 *Email:* yukabou2005@yahoo.co.jp *Website:* www.gyb.co.jp

US receptive office of Japanese parent company

Campaign Note Date	***Note***
JATA 2012 12/3/2012 09:29 PM	She develops small group tours for seniors usually 7-10 days. These are very high-end clients 40% of which travel in business class. They stay in 3-4 star hotels and use only luxury motorcoaches. They are always looking for new destinations. Yukari is a graduate of Carleton College in Northfield, MN and would love to direct groups to MN. I gave her contact info for Kiku Enterprise and Minne International. We discussed the Twin Cities, Itasca SP and Lake Superior. A Mississippi River cruise is also of interest.

Globetrotter Travel Guidebooks	Satoshi Handa, Producer, Marketing Division
Diamond Big Co, Ltd Sanyo-Akasaka Bldg 3F 3-5-2 Akasaka Minato-ku, Tokyo 107-0052 Japan	*Phone:* +81 (3) 35602113 *Fax:* +81 (3) 35841221 *Email:* hand@arukikata.co.jp *Website:* www.arukikata.co.jp

Campaign Note Date	***Note***
JATA 2012 12/3/2012 07:33 PM	Met Handa san and Yuge san. I told them our Japan partners would most likely advertise again in the 2013-14 USA Guidebook. They'll follow-up with Yuko about this. They also mentioned they hope to have an editor visit MN again in 2013.

Globetrotter Travel Guidebooks	Takahisa Yuge, Senior Producer
Diamond Big Co, Ltd Sanyo-Akasaka Bldg 3F 3-5-2 Akasaka Minato-ku, Tokyo 107-0052 Japan	*Phone:* +81 (3) 35602113 *Fax:* +81 (3) 35841221 *Email:* yuge@arukikata.co.jp

	Website:	www.arukikata.co.jp

Campaign Note Date	***Note***
JATA 2012 12/3/2012 07:36 PM	Met Yuge san and Handa san. I told them our Japan partners would most likely advertise again in the 2013-14 USA Guidebook. They'll follow-up with Yuko about this. They also mentioned they hope to have an editor visit MN again in 2013.

HIS Co, Ltd	**Tomokatsu Seino, Subteam Leader, USA & Canada**	
Sumitomo Fudosan Shinjuku Oak Tower 28F 6-8-1 Nishi-Shinjuku Shinjuku-ku, Tokyo 163-6028 Japan	*Phone:*	+81 (3) 5908 2535
	Fax:	+81 (3) 5908 2418
	Email:	tk-usa@his-world.co.jp
	Website:	www.his-j.com

Campaign Note Date	***Note***
JATA 2012 12/3/2012 05:36 PM	Does not currently have product in MN or MRC region. Interested in shopping, entertainment and dining NOT nature or soft adventure. Discussed possibly combining the Twin Cities with Chicago by motorcoach or train. He has met Don Katagiri with Kiku Enterprise and will follow up with Don regarding this.

JTB World Vacations, Inc	**Kyoko Midorikawa, Planning Specialist, Planning & Purchasing**	
IK Bldg 2-24-9 Kami-osaki Shinagawa-ku, Tokyo 141-0021 Japan	*Phone:*	+81 3 5719 3121
	Fax:	+81 3 5719 3129
	Email:	kmidorikawa2059@jwv.jp
	Website:	www.lookjtb.com

Campaign Note Date	***Note***
JATA 2012 12/3/2012 04:10 PM	Met Midorikawa san along with Sato san, her boss. Discussed senior group tours along the Mississippi River. They need motorcoach company recommendations.

JTB World Vacations, Inc	**Tomofusa Sato, Assistant Manager, Planning & Purchasing**	
IK Bldg 2-24-9 Kami-osaki Shinagawa-ku, Tokyo 141-0021 Japan	*Phone:*	+81 3 5719 3121
	Fax:	+81 3 5719 3129
	Email:	tsato3566@jwv.jp
	Website:	www.lookjtb.com

Campaign Note Date	***Note***
JATA 2012 12/3/2012 04:00 PM	Discussed senior group tours along the Mississippi River. He needs motorcoach company recommendations. Also at meeting was Kyoko Midorikawa who reports to Sato san.

JTB-CWL Business Travel Solutions	**Kazuhiro Nozawa, General Manager, Sales & Marketing Division**	
JTB Business Travel Solutions, Inc., Tokyo Park Side Bldg, 5-8-40 Kiba Koto-ku, Tokyo 135-0042 Japan	*Phone:*	+81 3-5245-9719
	Fax:	+81 3-5245-9579
	Email:	kazuhiro_nozawa@jtb-cwt.com
	Website:	www.jtb-cwt.com

JTB-Carlson Wagonlit Travel corporate travel

Campaign Note Date	Note
JATA 2012 12/3/2012 04:32 PM	Met at Brand USA reception

Keishin Hayashi	Keishin Hayashi, Radio Personality/Freelance Writer
#710-36 Tsuboi-cho Funibashi City, Chiba 274-0062 Japan	*Email:* cbl18178@nifty.com

Campaign Note Date	Note
JATA 2012 12/3/2012 06:55 PM	Keith stopped by to say 'Hi.' Nothing new to report. We discussed his interest in cars and a possible future visit to Brainerd International Raceway. He's interested but issue is airline ticket.

Kinki Nippon Tourist Co Ltd	Satoru Murata, Manager
Sumitomo-shoji Kanda-Izumi-cho Bldg 13F Chiyoda-ku, Tokyo 101-0024 Japan	*Phone:* +81 (3) 56387583 *Fax:* +81 (3) 56387554 *Email:* murata884315@mb.knt.co.jp *Website:* www.knt.co.jp

Campaign Note Date	Note
JATA 2012 11/30/2012 09:40 PM	Met at JATA related reception. Murata san is Junko Watanabe's boss.

Kinki Nippon Tourist Co, Ltd	Yoko Suwa, Clicky Planning & Operations Section
Kinshicho Mark Bldg, 8F 3-4-2 Kotobashi Sumida-ku, Tokyo 130-0022 Japan	*Phone:* +81 (3) 6733-3174 *Fax:* +81 (3) 56387554 *Email:* suwa042086@mb.knt.co.jp *Website:* www.knt.co.jp

Campaign Note Date	Note
JATA 2012 11/30/2012 09:33 PM	Develops consumer sales via website with low cost tours sold direct to consumer. The program is in its second year. The demographic is, not surprisingly, young and internet savvy. She wanted images for possible use. I gave her the EMT 2012 Media CD.

Kinki Nippon Tourist Co, Ltd	Junko Watanabe, Assistant Manager, Group Planning
Kinshicho Mark Bldg, 8F 3-4-2 Kotobashi Sumida-ku, Tokyo 130-0022 Japan	*Phone:* +81 (3) 56387620 *Fax:* +81 (3) 56387558 *Email:* watanabe833283@mb.knt.co.jp *Website:* www.knt.co.jp

Campaign Note Date	Note
JATA 2012 11/30/2012 09:05 PM	Develops group tours which get pushed out to retail branches, for example: a technical, business or ag tour with flight, hotel & possible add- ons. Also looking for sample ad on tours either in state or combined with another destination. Looking

	specifically for ideas including Twin Cities and Chicago.

Kyosai Tourist Co, Ltd	Osamu Enomoto, General Manager
A1 Bergo Nogizaka #208 9-6-28 Akasaka Minato-ku, Tokyo 107-0052 Japan	*Phone:* +81 (3) 34082141 *Fax:* +81 (3) 54744780 *Email:* osamu@waltz.ocn.ne.jp *Website:* www.kyosaitourist.com

Campaign Note Date	***Note***
JATA 2012 12/3/2012 09:33 PM	Enomoto san stopped by the booth to say Kyosai hopes to return to MN again in 2013. He'll contact me and Yuko Miyamoto if he needs assistance.

Nihombashi Traveller's Club Co, Ltd	Toru Nishiyama, Managing Director
Nisshokan Bldg 1F 1-10 Nihombashi-Kabutocho Chuo-ku, Tokyo 103-0026 Japan	*Phone:* +81 (3) 32420111 *Fax:* +81 (3) 32420112 *Email:* nishiyama@travellers.co.jp *Website:* www.travellers.co.jp

Campaign Note Date	***Note***
JATA 2012 12/3/2012 09:45 PM	Mississippi River package didn't sell. We discussed options for altering the itinerary to make it more appealing and/or less expensive. He'll follow-up with Yuko Miyamoto and me.

R&C Tours Co, Ltd	Yuichi Nakamura, Manager, Marketing & Planning Section
Koga Bldg 3-18-11 Hatchobori Chuo-ku, Tokyo 104-0032 Japan	*Phone:* +81 (3) 32973458 *Fax:* +81 (3) 32973371 *Email:* y_nakamura612@rctours.jp *Website:* www.rctours.co.jp

Campaign Note Date	***Note***
JATA 2012 12/3/2012 07:45 PM	Nakamura san told me they are still handling both Delta Vacations and United Vacations. Leisure travel thru Delta has decreased significantly while group travel (40-50 age range) is up. United is more dynamic FIT packages so they really in direct competition. They use American Travel Factory (LA) as receptive. Typical Delta groups go for 7-10 days on motorcoaches with 10-20 pax. Interested in new destinations is increasing so MSP has a chance.

Royal Road Ginza Division	Miho Fujisaki, Sales Manager
JTB Tokyo Metropolitan Corp. 6-6-7 Ginza Chuo-ku, Tokyo 104-0061 Japan	*Phone:* +81 (3) 35725883 *Fax:* +81 (3) 35725076 *Email:* m_fujisaki558@met.jtb.jp *Website:* www.royalroad.jp

Campaign Note Date	***Note***
JATA 2012 12/3/2012 04:45 PM	High end group and individual tailor-made product for middle age and seniors. Fujisaki san and colleague Ono san were not at all hopeful as the middle of the US

	is extremely difficult to promote and sell to their client base.

Royal Road Ginza Division	Yasumi Ono, Sales Manager
JTB Tokyo Metropolitan Corp. 6-6-7 Ginza Chuo-ku, Tokyo 104-0061 Japan	*Phone:* +81 (3) 35725883 *Fax:* +81 (3) 35725076 *Email:* y_ono382@met.jtb.jp *Website:* www.royalroad.jp

Campaign Note Date	***Note***
JATA 2012 12/3/2012 04:41 PM	High end group and individual tailor-made product for middle age and seniors. Ono san and colleague Fujisaki san were not at all hopeful as the middle of the US is extremely difficult to promote and sell to their client base.

Tabi Book: Digital Travel Magazine	Nori Konno, Representative
Japan	*Email:* norikonn55@gmail.com *Website:* www.tabibook.p2.bindsite.jp

This digital travel magazine solicits, commissions, accepts and publishes travel stories from freelance writers in Japan including US articles.

Campaign Note Date	***Note***
JATA 2012 12/3/2012 06:51 PM	Konno-san hopes to visit MN spring or summer of 2013. He'll contact me and MRC regarding this.

Tabi Book: Digital Travel Magazine	Toshiya Tani, Producer
Japan	*Email:* tani@azzurra.jp *Website:* www.tabibook.p2.bindsite.jp

This digital travel magazine solicits, commissions, accepts and publishes travel stories from freelance writers in Japan including US articles.

Campaign Note Date	***Note***
JATA 2012 12/3/2012 06:49 PM	Met with Tani san and his colleague Konno san to discuss this new project. Konno is an old friend of MN adn will help get MN content on the site. See separate note about Konno san.

Travel Gallery Co Ltd	Yoko Adachi, Overseas Division Manager
Osaka Ekimae 3rd Bldg 15F, 1-1-3 Umeda Kita-ku, Osaka 530-0001 Japan	*Phone:* +81 6-6456-4122 *Fax:* +81 6-6456-4880 *Email:* adachi@t-galley.co.jp *Website:* www.t-gallery.co.jp

Handles all aspects of travel - groups, FIT, business, technical. They us their own receptive in Las Vegas T-Galley USA inc. Phone: 702-449-2074

Campaign Note Date	***Note***
JATA 2012 12/3/2012 08:02 PM	Had very brief meeting some of which was conducted in Japanese with MR staff. She provided a company profile and brochure. All of their 2012-13 US packages were west coast and National Parks focused. MRC will follow-up.

World Air-Sea Service Co, Ltd	Hiroshi Matsuzaki, Deputy Director, Sales Department
	Phone: +81 (3) 35014111 *Email:* matsuzaki@wastours.jp *Website:* www.wastours.jp

Campaign ***Note Date***	***Note***
JATA 2012 12/3/2012 09:43 PM	Mississippi River package didn't sell. We discussed options for altering the itinerary to make it more appealing and/or less expensive. He'll follow-up with Majorie Dewey and Yuko Miyamoto.