



# Travel Trade Leads

Heartland Travel Showcase, Columbus, Ohio

February 19-21, 2010

EMT Rep: Mary Ann Steen, Group Tour Marketing

## Contact

<i>Company</i> Action Tours Inc.	<i>Address</i> 5563 Haverhill Rd	
<i>Contact</i> Linda Sherr	<i>Address 2</i>	
<i>Title</i> Sales Director		
<i>Department</i>	<i>City</i> West Bloomfield	
<i>Phone</i> 248-851-7893	<i>State/Prov.</i> MI	<i>ZIP Code</i> 48322
<i>Fax</i> 248-851-7757	United States	
<i>E-mail Address</i> actiontours@hotmail.com	<i>Web Site</i> www.actiontoursinc.com	

## Tour Operator

Notes/History	Date Range:	All Dates	Record Manager
Note	3/11/2010	Heartland Travel '10. Met w/Linda in Perfect Match. Primary market is seniors and students. Specializes in tours in the Midwest states, the South and Canada. Very interested in our 2 Nation Tours regional itineraries. Interested in developing culture and heritage themed tours. Wants to receive your tour planners and sample itineraries either via mail or email. Will send her our statewide guide, tour planner, and Scenic Byways pub.	Mary Ann
Note	8/10/2009	Went on SD's 2NT fam in April '09. State group tour rep Vicky referred her to me for 2010 MN/ND combination 2 NT fam.	Mary Ann



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## Contact

<i>Company</i>	AYS Tours & Travel, Inc.	<i>Address</i>	338 S. Arlington Ave, Suite 102A	
<i>Contact</i>	Beverly Roberts	<i>Address 2</i>		
<i>Title</i>	President/Manager	<i>City</i>	Indianapolis	
<i>Department</i>		<i>State/Prov.</i>	IN	<i>ZIP Code</i> 46219-7304
<i>Phone</i>	317-322-8687	<i>Ext.</i>		
<i>Fax</i>	317-322-1522		United States	
<i>E-mail Address</i>	aystours@aol.com	<i>Web Site</i>	www.aystours.com	

## Tour Operator

Notes/History	Date Range:	All Dates	Record Manager
Field Changed	3/11/2010	Heartland Travel '10. Met w/Thom Conry. With their interest in architecture and history tours I suggested using our Study Tours Guide on the traveltrade.exploreminnesota.com website as a good source. They are still planning tours for Fall 2010. Would fly in and charter coach to allow longer time for touring.	Mary Ann
Field Changed	4/13/2009	Heartland Travel Showcase '09. Met w/Bev in Perf Match. No tours to MN at present but wants to gather information for new ideas to meet client interests in architecture, living history characters etc. Told her about living history guided tours in St Paul, Stillwater, Duluth, Shakopee, Grand Rapids, St Cloud, to name a few. See notes from Showcase '08 below. Wants sample itineraries, group tour planners. Very interested in Minnesota!	Mary Ann
Field Changed	4/22/2008	Heartland Showcase '08 - Met w/Thom Conry. They are a full service travel agency with a firm group travel base. Distributes mostly flyers with custom tours. Wants to expand their tour offerings with more extended trips west. Interested in tours with focus on architecture, living history characters and hands-on experiences. Presently has air tours to east coast attractions with a few offered in Indiana, and Illinois. Please send sample itineraries. Likes to receive slides, videos, and DVD.	Mary Ann



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## Contact

<i>Company</i> BJC Travels	<i>Address</i> 8106 Reese Rd
<i>Contact</i> Beverly Carlson	<i>Address 2</i>
<i>Title</i> Owner & Tour Planner	
<i>Department</i>	<i>City</i> Harvard
<i>Phone</i> 815-943-5643	<i>State/Prov.</i> IL
<i>Fax</i> 312-726-6380	<i>ZIP Code</i> 60033
<i>E-mail Address</i> bjctravel@gocsg.net	<i>United States</i>
	<i>Web Site</i>

## Tour Operator

### Notes/History

*Date Range:* All Dates

Record Manager

Note	3/11/2010	Heartland Travel '10. Met w/Bev in Perfect Match. Represents a few corporations and plans their board and stockholder meetings and their incentive travel to national and international locations. Require upscale properties and activities to include culture, arts, fine dining, golf, history. They usually bring families along so require multiple family activities. Usually fly-in and charter a motorcoach. Send sample itineraries and destination planning guides to Bev. Very interested in MN's unique offerings. She's not sure if it will be a hard-sell to corporations near MN but would offer it to those at a greater distance.	Mary Ann
Note	5/4/2007	Unable to make 2NT '07 fam but very interested in the program and wants to be kept on our fam list.	Mary Ann



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## Contact

<i>Company</i> Chicagoland Transportation Solutions, Inc	<i>Address</i> 2500 W Higgins Rd, Suite 935
<i>Contact</i> Brian Whitaker	<i>Address 2</i>
<i>Title</i>	
<i>Department</i>	<i>City</i> Hoffman Estates
<i>Phone</i> 847-781-8811 <i>Ext.</i>	<i>State/Prov.</i> IL <i>ZIP Code</i> 60169
<i>Fax</i> 847-781-8813	United States
<i>E-mail Address</i> Brian@ChicagoTransportSolutions.com	<i>Web Site</i> www.ChicagoTansportSolutions.com

## Tour Operator

### Notes/History

<i>Date Range:</i> All Dates	Record Manager
Note                      3/11/2010                      Heartland Travel '10. Met w/Brian in Perfect Match. He's been to the Twin Cities and Mall of America often so feels familiar with this core area. Presently offer 75% one day tours and 25% overnight. Looking to expand their overnight tours to include surrounding states. Clients are 40% corporate, 30% senior, 25% student and 5% church groups. Looking for destinations that make a very attractive tour for 2 night stay and then market it heavily. Looking for 'off the beaten path' destinations too. Requests to be sent group tour planners, maps, or e-mailed websites with group friendly sample itineraries or your suggestions to interest his clients.	Mary Ann



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EMT Rep: Mary Ann Steen, Group Tour Marketing

## Contact

<i>Company</i> Choice Travel	<i>Address</i> 1235 Hanthorn Rd	
<i>Contact</i> Pam & Mike	<i>Address 2</i>	
<i>Title</i> Trip Coordinator/Escorts		
<i>Department</i>	<i>City</i> Lima	
<i>Phone</i> 419-222-2455	<i>State/Prov.</i> OH	<i>ZIP Code</i> 45804
<i>Fax</i> 419-222-3817	United States	
<i>E-mail Address</i> pam.choicetravel@wcoil.com	<i>Web Site</i>	

## Tour Operator

### Notes/History

*Date Range:* All Dates

Record Manager

Note 3/11/2010 Heartland Travel '10. Met w/Pam in Supplier Request. Choice Travel is owned by Buckeye Charter Mary Ann Svc. in Lima. Offer day tours plus one extended tour monthly to 50/50 senior and mixed adults. Specialize in tours of the Heartland region and typically include casinos, shopping, country music shows, car shows, local culture and heritage attractions. MN interest discussed: Casinos and their area attractions, Back to the 50's Weekend at State Fairgrounds, Spam Museum, German and Scandinavian heritage sites, Great River Road towns and local attractions, parks and amenities. Showed interest in Laura Ingalls Wilder Highway route from Alma, WI to DeSmet, SD including Walnut Grove attractions and festival.

Send sample itineraries, planners, websites with your group offerings. They are open to suggestions.



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## Contact

<i>Company</i>	Cindy's Five Star Travel	<i>Address</i>	6770 Garber Rd
<i>Contact</i>	Cindy Webber	<i>Address 2</i>	
<i>Title</i>	Owner/Manager	<i>City</i>	Dayton
<i>Department</i>		<i>State/Prov.</i>	OH
<i>Phone</i>	937-836-9100	<i>Ext.</i>	
<i>Fax</i>	937-836-9003	<i>ZIP Code</i>	45415
<i>E-mail Address</i>	cindy@cindys5star.com	<i>United States</i>	
		<i>Web Site</i>	

## Travel Agency

### Notes/History

*Date Range:* All Dates Record Manager

Note      3/11/2010      Heartland Travel '10. Met w/Cindy in Perf Match. This travel agency is marketing more to seniors, Veterans, baby boomers and families. Planning more tours in the Heartland Region for 2010/11. Looking now to coordinate tours with soft adventure components, Veteran interests, casino, and special interest groups.

Cindy works on tours that include forts. Suggested Fort Ripley's MN Military Museum, Fort Snelling, Lower & Upper Sioux. Agencies.

Lana Rhoads, Travel Consultant, does VA groups. Send info on touring MN Capitol and grounds w/war memorials, Chas Lindbergh Interp. Center, ITOW in Perham, etc. Also interested in activities like fishing, golf, casinos. Liked our Group Tour Planner with sample fishing and golfing itineraries. Open to routing suggestions and sample itineraries for above topics.

Prefer hard copy information to be mailed to Lana Rhoads or Cindy.



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## Contact

<i>Company</i> Creative Coach	<i>Address</i> PO Box 400
<i>Contact</i> Rebecca Vaughn	<i>Address 2</i>
<i>Title</i> President	
<i>Department</i>	<i>City</i> Junction City
<i>Phone</i> 740-987-2870 <i>Ext.</i>	<i>State/Prov.</i> OH <i>ZIP Code</i> 43748
<i>Fax</i> 740-987-3604	United States
<i>E-mail Address</i> rvaughn@funbus.com	<i>Web Site</i> www.funbus.com

## Tour Operator

<b>Notes/History</b>	<i>Date Range:</i> All Dates	Record Manager
Note	3/18/2010	Heartland Travel '10. Met w/Tom Hampton, Operations Mgr in Supplier Req. Also trademarked as Mary Ann Fun Bus Adventures, they offer they offer motorcoach charters and tour planning for private groups. Specialize in high-demand college sporting events, concerts, casino packages and NASCAR races. Target market is boomers but offer tours for traditional travelers. Has stopped at the MOA on tours to ND, SD, and Canada. Set up FIT's for individuals which include their "Dirt Cheap Deals" including transportation/hotel packages that allow clients to visit the city on their own. Great for repeat customers. Desire to expand trips to the Midwest. Looking for new attractions, lodging, dining options and suggestions for the Dirt Cheap Deals. Clients like historic hotels, unique exhibits and one-of-a kind eateries.



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## Contact

<i>Company</i> Educational Tours, Inc.	<i>Address</i> 111 Pfingsten Rd
<i>Contact</i> Lisa Curtin	<i>Address 2</i>
<i>Title</i> General Manager	
<i>Department</i>	<i>City</i> Deerfield
<i>Phone</i> 847-509-0088	<i>State/Prov.</i> IL
<i>Ext.</i> 234	<i>ZIP Code</i> 60015
<i>Fax</i> 847-509-0011	United States
<i>E-mail Address</i> ecrawford@educationaltours.com	<i>Web Site</i> www.educationaltours.com

## Tour Operator

### Notes/History

	<i>Date Range:</i> All Dates		Record Manager
Note	3/11/2010	Heartland Travel '10. Met w/Erica Crawford, Destination Specialist, in Operator Req. Primarily develop educational tours but now increasing their bands and music tours since New Horizons (tour company) moved into the Educational Tours offices. No MN tours now but looking into it for 2010/11 school season. For distance and time, suggested Metro to southern MN destinations that can provide educational topics and attractions not available to them otherwise in the Chicagoland area. Offer what's unique to MN for students grade 6 & 7. Send to ecrawfordecrawfor@educationaltours.com.	Mary Ann
Field Changed	10/4/2006	SYTA 2006 Met w/Maria Heavener in Seller Req. Expanding their tour offerings for high school students and would like information on attractions with educational value and learning experiences in and around Ely, Little Falls, Bemidji, Duluth, Grand Rapids and Rochester, particularly Mayo Clinic. Omni Tours, mentioned below, is cruises only now.	Mary Ann
Note	12/27/2005	SYTA 2005. Met w/Lisa Curtin at Roundtable. Customized student tours for 7 & 8th grades to any location in No America. Primarily East Coast cities and Chicagoland. Do areas in IN, MI, WI, CA, TX, Seattle & New Orleans. Loves to work with DMO's. Needs new ideas and destinations to offer their senior motorcoach market called Omni Tours. ET publishes a newsletter to peak interest in new destinations. Wants tour planners with sample itineraries for both senior groups as well as educational focused itineraries for middle students. Assistance with student friendly accommodations, attractions, and restaurants.	Mary Ann



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## Contact

<i>Company</i>	Foltz Travel	<i>Address</i>	16505 Virginia Ave	
<i>Contact</i>	Marilyn Washburn	<i>Address 2</i>		
<i>Title</i>		<i>City</i>	Williamsport	
<i>Department</i>		<i>State/Prov.</i>	MD	<i>ZIP Code</i> 21795
<i>Phone</i>	301-223-4837	<i>Ext.</i>		
<i>Fax</i>			United States	
<i>E-mail Address</i>		<i>Web Site</i>		

## Tour Operator

### Notes/History

<i>Date Range:</i>	All Dates	Record Manager
Note	3/11/2010	Mary Ann
<p>Heartland Travel '10. Met w/Marilyn in Supplier Req. Owner Kitty Foltz is retiring but will assist Marilyn on tours. Clients are primarily seniors and prefer 4-5 day tours. MN is a longer distance but Kitty has great client loyalty and they'll go anywhere with her. Feels a better sell would be our 2 Nation Tour itineraries which provide more interest to explore a region rather than just one state. She has been to parts of ND and SD already but not MN. Marilyn plans to look through our sample themed itineraries on 2nationtours.com website and then check out the areas further on destination and attraction websites.</p>		



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## Contact

<i>Company</i>	Global Wings	<i>Address</i>	4241 Augusta Ct
<i>Contact</i>	Donna Erickson	<i>Address 2</i>	
<i>Title</i>			
<i>Department</i>		<i>City</i>	Howell
<i>Phone</i>	810-923-7059	<i>State/Prov.</i>	MI
<i>Fax</i>			United States
<i>E-mail Address</i>	donna@globalwings@gmail.com	<i>Web Site</i>	
<i>Ext.</i>		<i>ZIP Code</i>	48843

## Tour Operator

### Notes/History

*Date Range:* All Dates

Record Manager

Note	3/11/2010	Heartland Travel '10. Met w/Donna in Operator Request. Desires assistance in developing a 3-4 day fly-in Women's Weekend tour for 15-20 to the Mpls/St Paul area to include Twin Cities hi-lite tour, theater, shopping, river cruise, fun events, maybe a Women's Expo. Contact for more particulars. Open to suggestions.	Mary Ann
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## Contact

<i>Company</i> Good News Travels	<i>Address</i> 956 E Private Rd. 275 N.
<i>Contact</i> Troy Orwig	<i>Address 2</i>
<i>Title</i>	
<i>Department</i>	<i>City</i> Sullivan
<i>Phone</i> 812-268-9160	<i>State/Prov.</i> IN
<i>Ext.</i>	<i>ZIP Code</i> 47882
<i>Fax</i> 812-268-9495	United States
<i>E-mail Address</i> goodnewstravels@custom.net	<i>Web Site</i> www.goodnewstravels@custom.net

## Tour Operator

Notes/History	Date Range:	All Dates	Record Manager
Note	3/11/2010	Heartland Travel '10 - Met w/Tony in Operator Req. Clients are 60% seniors, 25% students plus church, families and mixed adults. Two-thirds of their 125 tours/year are overnight tours. Has a group leader that wants a Minnesota tour in 2010 or 2011. Tried in 2009 but itinerary didn't work out. Requests info on Wabasha St Cave and Gangster tours, Swing Night. Also Austin attractions including the Hormel Research Center. He's open to receiving information on destinations that offer back roads experiences and unusual adventures, restaurants with atmosphere and special themes, festival or events that might be of interest to school groups during a school year; ethnic/themed tours, authors homes, filming locations, nostalgic visits like Big Bands, Spam Museum, Judy Garland museum, etc.	Mary Ann
Note	7/29/2009	Itineraries Midwest 2NT Ad Lead- Filled req. for MN	Mary Ann
Field Changed	4/13/2009	Heartland Travel Showcase '09. Met w/Tony in Perf Match. Very pleased with the great responses he receives from the MN industry. He is educated in animal sciences and familiar with farm tour offerings in Albert Lea and Austin area. Interested in same topic for tours in other parts of Minnesota. Aware of our Study Tours Guide in the upcoming traveltrade.com site on the EMT website.	Mary Ann
Field Changed	11/18/2008	NTA 2008 - Met w/Troy. Group travel service with customized tours for churches, schools, corporations, clubs, and other organizations. Recently rec'd request for a 6 day tour with 3-4 days in MN. Roundtrip by coach. Would come in on I-94 to the Twin Cities to tour and then down the Great River Road and out I-90. Send info, sample itineraries, suggested attractions from related areas.	Sandy



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## Contact

<i>Company</i>	Granite City Travelers	<i>Address</i>	#6 Frontenac Ln
<i>Contact</i>	Sue Champion	<i>Address 2</i>	
<i>Title</i>	Travel Coordinators	<i>City</i>	Granite City
<i>Department</i>		<i>State/Prov.</i>	IL
<i>Phone</i>	618-451-1212	<i>Ext.</i>	
<i>Fax</i>	618-452-2378	<i>ZIP Code</i>	62040
<i>E-mail Address</i>	champion@granitecity.com	<i>United States</i>	
		<i>Web Site</i>	

## Group Leader

Notes/History	Date Range:	All Dates	Record Manager
Field Changed	3/11/2010	Status - A	Mary Ann
Field Changed	2/17/2010	Heartland Showcase '10 Met w/Sue in Perf Match. Has tour coming to MN, Aug 10-14, 2010: 1 day at MOA, 1/2 day Twin City tour. Traveling up Hwy 61 and interested in Winona stop, meal and/or attraction. Request info on Watkins Hdquarters, stained glass tour, Maritime museum. Wants a call to discuss. Departing the Cities via Hwy 35. Wants to stop in Austin. Open to local restaurant suggestions throughout tour, no fast foods or chains.	Mary Ann
Field Changed	4/13/2009	Heartland Travel Showcase '09. Met w/Sue in Perf Match. Mainly a senior maket but getting more couples in their 50's. Looking for a 5 day tour to the Twin Cities in summer 2010. Wants info on Spam Museum, Headwaters of the Mississippi and the Charles Lindbergh connection with Saint Louis, MO. Like to specialize in local restaurants rather than chain eateries. Plans tours in late fall thru January for the upcoming tour season. Their clients love factory tours, good shopping areas, sightseeing tours, museums and good meals. Always looking for attractions with free admission such as farms, orchards, gardens, public buildings. Have never been on a fam that did not turn into a tour.	Mary Ann
Field Changed	4/21/2008	Heartland Showcase '08 - Met w/Sue Champion. Planning a tour of northeast Iowa and would like to add southeast MN. Send info on Spam Museum, Itineraries MN. Liked idea of step on guide service that focuses on informing group on geography and geology of SE MN.	Mary Ann
Note	3/10/2006	Company was referred by Carol Erickson at Valley Tours, Stillwater. Sue has tours every week, prefers 3-4 days.	Mary Ann



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## Contact

<i>Company</i> Lew White Tours Inc.	<i>Address</i> 212 East 11th St
<i>Contact</i> Lew White	<i>Address 2</i>
<i>Title</i> President	
<i>Department</i>	<i>City</i> Indianapolis
<i>Phone</i> 317-217-1007	<i>State/Prov.</i> IN
<i>Fax</i> 317-217-1884	<i>ZIP Code</i> 46202
<i>E-mail Address</i> leww@lwti.com	<i>United States</i>
	<i>Web Site</i> www.lwti.com

## Tour Operator

Notes/History	Date Range:	All Dates	Record Manager
Field Changed	3/11/2010	Status - B	Mary Ann
Field Changed	2/17/2010	Heartland Showcase '10. Met w/Erin Curry in Supplier Req. Do all customized tours and historically travel east of Indiana till now. Developing tours for student groups. Motorcoach tours stay within 700 mi of Indianapolis but will consider a fly tour to Mpls on Southwest air. Likes circle tour idea of flying to Mpls/St Paul, Mall of America, maybe a casino and/or harness racing, Stillwater antiquing, river cruises, Great River road attractions, tour bluff country towns and scenic byways, 35W north back to Cities to fly out. Interested in receiving sample itineraries and suggestions to make this work in a 4-5 day period.	Mary Ann
Field Changed	4/13/2009	Heartland Travel Showcase '09. Met w/Lew in Supplier Req - Previous MN tour was traveling with group along Great River Road north to Twin Cities and return south via attractions along 35W. His groups are mid to up-scale preformed church and community groups. Like behind-the-scene tours, unique meal and experiences not offered to individuals. Very interested in our Study Tours Guide on the upcoming traveltrade.com website.	Mary Ann
Field Changed	2/16/2006	ABA 2006 Met w/Lew in Seller Req. Works with 5th & 6th grade tours. All field trips, all educational tours (4 days). Hands-on, experiential activities. Very interested in tours like Great River Rd: headwaters, history, legend of Paul & Babe, shipping & commerce, locks & dams, Mill City Museum, riverboat & nature aspect, eagles, pottery, stained glass works: James Hill. Need step-on guide service to further the educ. value while on the coach.	Sandy



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## Contact

<i>Company</i> Mayflower Tours, Inc.	<i>Address</i> 1225 Warren Avenue
<i>Contact</i> Tim Patrick	<i>Address 2</i>
<i>Title</i> Director of Product Development	
<i>Department</i>	<i>City</i> Downers Grove
<i>Phone</i> 630-435-8500	<i>State/Prov.</i> IL
<i>Ext.</i>	<i>ZIP Code</i> 60515
<i>Fax</i> 630-960-3575	United States
<i>E-mail Address</i> tpatrick@mayflowertours.com	<i>Web Site</i> www.mayflowertours.com

## Tour Operator

Notes/History	Date Range:	All Dates	Record Manager
Note	3/18/2010	Heartland Travel '10. - Met w/Tim Patrick in Operator Req. Still using Twin Cities for overnights enroute to Canadian Rockies and Winnipeg Folklorama. Interested in a nostalgia theme tour: (ie. Watkins Headquarters, Lark Toys, Spam museum, Orphanage in Owatonna, Tilt-a-whirl manufacturing-Faribault, Mill City Museum and test kitchen experience). Liked diverse sport themed sample itineraries in 2010 EMT group tour planner for golfing, fishing, baseball -Twins and Saints. New Target Field should be a big draw from their area.	Mary Ann
Note	2/11/2010	ABA 2010 Met w/Gary Haverkamp, Operations Manager. Very interested in baseball tours and Twins stadium. Said 40% of regular coach tours are men. Their Twin/White Sox game which included a dinner cruise was successful. Want to run more. Requested this years Split Rock Lighthouse 100th anniversary events. Send to Gary at Mayflower address, e-mail: garyhaverkamp@mayflowertours.com. Ran a series of successful Shipwrecks & Lighthouse tours a few years ago. Very interested to receive info ASAP.	Mary Ann
Field Changed	12/14/2009	NTA 2009 Met w/Tim Patrick in Perf. Match. Looking for more to do in MN for goups from the Chicago region. Requests our industry to keep travel planners, sample itineraries and e-mails on upcoming special events coming his way. Interest in our 2 nation Tours itineraries with ND, SD, and MB. Also discussed an Up North tour to include central MN lakes region for shopping, golfing, biking, fishing, culinary and cooking experiences, Fox Hunt Club. Wants to stay in a lodge with multiple amenities for the group plus add on day tours from there. Send sample itineraries to Tim. Interested in eco-boat tours in the Winona area. Would like to add it to the 2010 "Where Eagles Dare" tour which includes the Nat'l Eagle Center. 2010 tours include Minnesota: Northwoods Vineyard, Winnipeg Folklorama, Mt Rushmore, Deadwood, and the Badlands.	Mary Ann
Field Changed	11/20/2008	NTA 2008 - Met w/Sue Smetana, Operations Mgr. in Perf Match. Writing a 2009 tour to St. Paul & Stillwater. Wants to include gangster tour, cave tour, St. Croix Winery & St. Croix boat cruise. May include a Stillwater tour. Have concerns about safety in the caves. I addressed Wabasha Cave safety as no problem, but have no info on Stillwater Cave tour. Said they were looking at Gasthaus Bavarian Hunter (Stillwater) or Gasthof zur Gemutlichkeit in Mpls too. Send information on both.	Sandy
Note	1/9/2008	From 2007/08 catalog: Yellowstone & Grand Tetons Nat'l PI tour includes travel west via I-94 and I-90 with overnights in St Cloud and Worthington.	Mary Ann



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Field Changed      12/29/2006      NTA 2006 - Met w/Colette Lopiccolo, Operations Mgr, in Perf Match. She did a Twin Cities fam      Mary Ann  
last year. Would like to develop a tour to include a wild rice harvest experience in addition to a 2  
Nation Tour itinerary with Native American theme. Please send information on this opportunity, and  
photos, to colette@mayflowertours.com  
Catalog has a MOA & Fireside Theater tour in Nov and Dec '06.



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## Contact

<i>Company</i> Mid-America Tours Inc.	<i>Address</i> 2513 E Higgins Road
<i>Contact</i> Ken Snyder	<i>Address 2</i>
<i>Title</i> Operations & Tour Development	<i>City</i> Elk Grove Village
<i>Department</i>	<i>State/Prov.</i> IL
<i>Phone</i> 847-439-5540	<i>Ext.</i>
<i>Fax</i> 847-437-4978	<i>ZIP Code</i> 60007
<i>E-mail Address</i> ksnyder@midamericatours.com	<i>United States</i>
	<i>Web Site</i> www.midamericatours.com

## Tour Operator

Notes/History	Date Range:	All Dates	Record Manager
Field Changed	3/18/2010	Heartland Travel '10. Met w/Ken in Operator Req. Running a 2010 tour to MN that includes the National Eagle Center and Eco-tour on the Mississippi River out of LaCrosse. Still very interested in bringing a tour to Circus Juventas in St Paul. Send 2010 circus performance schedule, 2011 if possible.  Looking to develop new tours that can be operated round trip from Chicago within 3-7 days. Interested in Midwest festivals, unique ideas with culinary experiences, ladies getaways or railroading connections and/or experiences.  For collateral he can use digital images on disks (300 dpi jpg), co-op marketing, destination shells and planning guides.	Mary Ann
Field Changed	4/13/2009	Heartland Travel Showcase '09. Met w/Ken in Perf Match.  Has a Circle Lake Superior Tour in 2009. Overnighting in Duluth. Needs photo stop locations where the bus can pull over enroute to Thunder Bay. Wants to stop in Grand Marais for photo stop and might consider a longer visit. Please contact Ken on this.  Looking for interesting tour concepts for more 3-7 day Minnesota tours. Midwest festivals, unique ideas for culinary or railroading experiences. Looking for digital images, on disks are ok (300 dpi jpg files)	Mary Ann
Note	12/17/2007	IMG'07 Met w/Ken Snyder. Has a train club that Amtrak's to Red Wing from Chicago 2x a year which includes a one day motorcoach trip to MOA from Treasure Island Resort. Interested in 2 Nation Tours in MN and Winnipeg. Send PDF file of the 2NT fam from June 2007. Requested to refer him to an operator who was on the tour. Send information on Circus Juventas in St Paul. Would like to book a group to the show but interested in seeing it first.	Mary Ann
Field Changed	10/20/2005	IMG 2005 - Strong interest in train tours. Send info on American Pullman Traditions, MN Transportation Museum, North Shore Rail. Intersted in fam to NE MN. No interest in Native American sites. Send EMT's new photo CD.  Their Winnipeg Folklorama Tour didn't sell this year. Would like to add on activities in northern MN enroute to refresh this itinerary for 2006. Please send sample itineraries to include distance and timing between suggested activity stops. He'll work in what he can that adds a special punch to the tour, but wouldn't lengthen the itinerary too much and make it more costly.  Has a German Club tour he'd like to get up to New Ulm. Has been working w/Terry S.	Mary Ann



# Travel Trade Leads

Heartland Travel Showcase, Columbus, Ohio

February 19-21, 2010

EMT Rep: Mary Ann Steen, Group Tour Marketing

## Contact

<i>Company</i> Midwest Tours	<i>Address</i> 1885 Wilderness Dr	
<i>Contact</i> Sharon Hetrick	<i>Address 2</i>	
<i>Title</i> Owner		
<i>Department</i>	<i>City</i> Dewitt	
<i>Phone</i> 517-668-0800	<i>State/Prov.</i> MI	<i>ZIP Code</i> 48820
<i>Fax</i> 517-668-0900	<i>Ext.</i>	United States
<i>E-mail Address</i>	<i>Web Site</i>	

## Tour Operator

### Notes/History

*Date Range:* All Dates

Record Manager

Note	3/18/2010	<p>Heartland Travel '10. Met w/Sharon in Operator Req. Specialize in motorcoach tours and cruises. Clients ages are 40-60, public and pre-formed groups. Mail to over 2400 households. Developing tours and would consider MN since they are creating 2010 tours for WI area. Want to offer unique and memorable tours. Many clients are still working and have to travel over weekends, therefore suppliers must be willing to work with tours over prime weekends.</p> <p>Like DVD's for motorcoach viewing while on tours. Clip and disc art are helpful for their fliers and itineraries. Does not want to work with Receptive Operators.</p> <p>Sharon prefers to draw destination information from publications rather than the web. More mobile that way when she's on tour and working in future product development.</p> <p>Very interested in receiving travel planners or other pubs to increase her MN knowledge.</p>	Mary Ann
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# Travel Trade Leads

Heartland Travel Showcase, Columbus, Ohio

February 19-21, 2010

EMT Rep: Mary Ann Steen, Group Tour Marketing

## Contact

<i>Company</i>	Millstream Travel	<i>Address</i>	19 Foxfords Chase
<i>Contact</i>	Dale Particelli	<i>Address 2</i>	
<i>Title</i>	Travel Agent/Planner	<i>City</i>	Ormond Beach
<i>Department</i>		<i>State/Prov.</i>	FL
<i>Phone</i>	386-673-6797	<i>Ext.</i>	
<i>Fax</i>		<i>ZIP Code</i>	32174
<i>E-mail Address</i>	millstreamtravel@gmail.com	<i>Web Site</i>	United States

## Travel Agency

### Notes/History

*Date Range:* All Dates

Record Manager

Field Changed	3/11/2010	Heartland Travel '10. Met w/Dale in Perfect Match. Full service travel agency offering group tours and FIT's. Primary markets are seniors and young professionals. Wants to coordinate some soft adventure group tours. Presently developing a tour with 3 night stay in Mpls/St Paul. Wants to include upscale experiences where possible. Sit down meals, no buffets. Suggested St Paul Hotel, Forepaughs, Embassy Suites w/ Cork's pub, JJ Hill House, Stillwater tour emphasizing Victorian homes, Marjorie McNeely Conservatory, American Swedish Inst. Open to our CVB's suggestions plus requested information on 'what's up' elsewhere in the area based on the upscale criteria. Uses group tour planners, websites, DVD's and familiarization tours for product knowledge. Tour planning takes place spring thru fall.	Mary Ann
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# Travel Trade Leads

Heartland Travel Showcase, Columbus, Ohio

February 19-21, 2010

EMT Rep: Mary Ann Steen, Group Tour Marketing

## Contact

<i>Company</i>	Post Tours	<i>Address</i>	1304 State Road
<i>Contact</i>	Dave & Sandy Lusk	<i>Address 2</i>	
<i>Title</i>			
<i>Department</i>		<i>City</i>	Wadsworth
<i>Phone</i>	330-334-3440	<i>State/Prov.</i>	OH
<i>Fax</i>	330-335-3038		United States
<i>E-mail Address</i>	dlusk@neo.rr.com	<i>Web Site</i>	

## Tour Operator

Notes/History	Date Range:	All Dates	Record Manager
Field Changed	3/11/2010	Status - B	Mary Ann
Note	3/11/2010	Heartland Travel '10. Met w/Sandy in Operator Req. Wants to do a Mall of America tour for younger working women's groups. Requires different attractions, festivals, concerts, nightlife etc than seniors. (ie. Runs Red Eyes to NYC and Chicago). Likes quilt shows and flower shows. Send info on MN Quilt Hop, bluff country quilt barns or similar touring possibilities with that theme. Landscape Arboretum, Como Park Conservatory, Duluth Rose Garden, Munsinger gardens, etc.	Mary Ann
Field Changed	4/21/2008	Heartland Showcase '08 - Met w/Sally Lusk. Has a shopping tour in mind for July 2009. Day 1-Fly to Milwaukee arriving at 6am. Charter a motorcoach to Bloomington. Days 2 & 3 (fly back on 3rd day) - Days at MOA with option for Mystic Lake Casino. Suggested other shopping locations and attractions. Primarily wants time at the Mall and meals.	Mary Ann



# Travel Trade Leads

Heartland Travel Showcase, Columbus, Ohio

February 19-21, 2010

EMT Rep: Mary Ann Steen, Group Tour Marketing

## Contact

<i>Company</i> Ringsway Tours	<i>Address</i> 4538 N Ridge Rd E	
<i>Contact</i> Andrew & Rebecca Ward	<i>Address 2</i>	
<i>Title</i> Owner		
<i>Department</i>	<i>City</i> Ashtabula	
<i>Phone</i> 440-998-1100	<i>State/Prov.</i> OH	<i>ZIP Code</i> 44004
<i>Fax</i> 440-992-2767	United States	
<i>E-mail Address</i> ringsway@suite224.net	<i>Web Site</i> ringswaytours.com	

## Tour Operator

### Notes/History

*Date Range:* All Dates

Record Manager

Note

3/11/2010

Heartland Travel '10. Met w/Andrew in Perf. Match. He's from Baxter, MN with family in Owatonna. He and his wife operate 75-100 tours/year for seniors and baby boomers to locations east of Chicago but wants to plan more west. Seeking help to find what would interest their clients. Found a connection: Ashtabula is a major coal shipping port on Lake Erie with population descendants from Finland and Swedish. Liked suggestion of a circle tour that included Duluth, Vista Cruise, Northshore Rail, Silver Bay and the Iron Range mines with their culture and heritage influence. Could return to Duluth, continue further north for wildlife attractions, or return via the Twin Cities. Send sample itineraries with suggested routing and timing.

Mary Ann



# Travel Trade Leads

Heartland Travel Showcase, Columbus, Ohio

February 19-21, 2010

EMT Rep: Mary Ann Steen, Group Tour Marketing

## Contact

<i>Company</i>	Rusticus Tours	<i>Address</i>	1924 Woodcliff SE	
<i>Contact</i>	Harriet & Eilof Rusticus	<i>Address 2</i>		
<i>Title</i>				
<i>Department</i>		<i>City</i>	Grand Rapids	
<i>Phone</i>	616-942-1704	<i>State/Prov.</i>	MI	<i>ZIP Code</i> 49506
<i>Fax</i>	616-855-6216		United States	
<i>E-mail Address</i>	herr572@yahoo.com	<i>Web Site</i>		

## Tour Operator

Notes/History	Date Range:	All Dates	Record Manager
Field Changed	3/18/2010	Last Results - Heartland Travel '10	Mary Ann
Note	3/18/2010	Heartland Travel - Met w/Harriet in Perfect Match. Doing more tours with international inbound, primarily Dutch. Wants to show them more of our beautiful lakes, rivers and life in the northwoods. Thought they could relate best to the Mississippi River and Itasca, but is open to activities like water ski shows, sailing regattas, fishing opportunities, logging camps, rendezvous experience. Unaware of MN connection with Judy Garland and Chas Lindbergh so showed interest in that too. Felt her international groups would be interested. Requested information on destinations with above activities and interests.	Mary Ann
Field Changed	4/13/2009	Status - B	Mary Ann
Field Changed	4/13/2009	Heartland Travel Showcase '09. Met w/Harriet Rusticus in Perf. Match. They set up tours for local churches and friends. Run a 15 day tour to the Midwest for a Christian Dutch tour operator. Presently promoting Dutch history and heritage tours to this area, Dutch settlements, Amish country in the Midwest, foliage, theater and holiday tours. Like group friendly hotels and resorts. No gambling attractions or casino accommodations. Requests info on the Laura Ingalls Wilder route, Mississippi River road.	Mary Ann



# Travel Trade Leads

Heartland Travel Showcase, Columbus, Ohio

February 19-21, 2010

EMT Rep: Mary Ann Steen, Group Tour Marketing

## Contact

<i>Company</i> S & S Travel	<i>Address</i> 1404 E. Lake Bluff Drive	
<i>Contact</i> Sheryl Godby	<i>Address 2</i>	
<i>Title</i>		
<i>Department</i>	<i>City</i> Kendallville	
<i>Phone</i> 260-347-2253	<i>State/Prov.</i> IN	<i>ZIP Code</i> 46755
<i>Fax</i> 260-347-0255	<i>Ext.</i>	United States
<i>E-mail Address</i> s-stravel@mchsi.com	<i>Web Site</i> www.s-stravel.com	

## Tour Operator

Notes/History	Date Range:	All Dates	Record Manager
Field Changed	3/18/2010	Last Results - Heartland Travel '10	Mary Ann
Note	3/18/2010	Heartland Travel '10. Met w/ Sheryl Godby in Perfect Match. Primary target market is seniors, future seniors and baby boomers. Preformed groups: churches, banks, students, and service organizations. Publishes an annual tour catalog with over 3000 distribution, plus newsletters and newspaper ads of tours. Wants to work with Heartland Showcase suppliers. Company is in NE Indiana and could do a 5 day tour here. Always looking for new and exciting attractions, destinations, restaurants, hotels/resorts to serve their client base. She has not been to MN and would be open to a fam tour.	Mary Ann
Field Changed	2/21/2008	Heartland Travel Showcase '08 Met w/Gary Shepherd. Clients are mainly seniors, pre-formed groups. Wide varied interests: dinner theatre, history and cultural sights, unique events, sightseeing attractions, sporting events, casinos, train rides. Send sample itineraries. Like to use receptive operators who can save them time in planning and have better knowledge of the areas. Took a MN map and Group Tour Planner with him from booth to work out distances from Kendallville, IN. Do not own motorocoachs so they need to charter if flying to MSP.	Sandy



# Travel Trade Leads

Heartland Travel Showcase, Columbus, Ohio

February 19-21, 2010

EMT Rep: Mary Ann Steen, Group Tour Marketing

## Contact

<i>Company</i>	Schlieper Bus Tours & Cruises	<i>Address</i>	PO Box 1409
<i>Contact</i>	Eileen Schlieper	<i>Address 2</i>	
<i>Title</i>	Tour & Travel Consultant	<i>City</i>	Graham
<i>Department</i>		<i>State/Prov.</i>	NC
<i>Phone</i>	336-229-7996	<i>Ext.</i>	
<i>Fax</i>	336-229-7822	<i>ZIP Code</i>	27253
<i>E-mail Address</i>	Schlieper@bustoursandcruises.com	<i>United States</i>	
		<i>Web Site</i>	www.bustoursandcruises.com

## Tour Operator

### Notes/History

*Date Range:* All Dates

Record Manager

Note	3/18/2010	Heartland Travel '10. Met w/Eileen Schlieper in Operator Req. Professional tour operator and travel agency specializing in motorcoach tours. Primary markets are seniors, church groups and retirement community groups. Operate up to 15 public and 5-10 preformed group tours per year, averaging 45 passengers per tour. Would like to receive group tour planners from MN CVB's or receive an e-mail with website group tour information. Attending Heartland Showcase to get more destination and itinerary ideas. She's very interested in our 2 Nation Tour fams, possibly for 2010, better for 2011. Spending 4 mos. working at Custer State Park this summer. Requests Minnesota group tour planners with sample itineraries in the publication or website information. Uses CD's for her tour presentations to get clients interested in future destinations.	Mary Ann
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# Travel Trade Leads

Heartland Travel Showcase, Columbus, Ohio

February 19-21, 2010

EMT Rep: Mary Ann Steen, Group Tour Marketing

## Contact

<i>Company</i> Sunrise Tours	<i>Address</i> 7911 Hunters Path	
<i>Contact</i> Karen Pettyjohn	<i>Address 2</i>	
<i>Title</i>		
<i>Department</i>	<i>City</i> Indianapolis	
<i>Phone</i> 317-254-8945	<i>State/Prov.</i> IN	<i>ZIP Code</i> 46214
<i>Fax</i> 317-297-1151	<i>Ext.</i>	United States
<i>E-mail Address</i> karen@travelsunrise.com	<i>Web Site</i> www.travelsunrise.com	

## Tour Operator

### Notes/History

*Date Range:* All Dates Record Manager

Note	<p>3/9/2010 Heartland Travel '10. Met w/Karen in Operator Req. This is satellite location of her sister Charlene Mary Ann Dahlymple's Sunrise Tours in St Louis. Karen sells those tours and develops others departing from Indiana.</p> <p>Wants to plan a 4 day Minnesota tour: 2 overnights enroute, 2 days &amp; nights along SE bluff country area. Wants to receive info on area highlights in all our river towns along the Mississippi south of Mpls/St Paul.</p> <p>Would like to receive sample itineraries or receive e-mail regarding availability on your websites. Interested in developing a semi-wilderness tour for less active seniors. For ex. Mississippi River eco boat trip out of Winona, prairie and bison tours, environmental learning and nature centers, wilderness lodge dining, pontoon lake cruises, short fishing excursion, North Shore attractions and easy paths with interpretive guide etc., state park trails with guides, geo-caching. Plz send her information.</p>
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# Travel Trade Leads

Heartland Travel Showcase, Columbus, Ohio

February 19-21, 2010

EMT Rep: Mary Ann Steen, Group Tour Marketing

## Contact

<i>Company</i>	Tour Services Inc	<i>Address</i>	PO Box 718
<i>Contact</i>	Jim Frederick	<i>Address 2</i>	
<i>Title</i>	President	<i>City</i>	Hinsdale
<i>Department</i>		<i>State/Prov.</i>	IL
<i>Phone</i>	630-325-5805	<i>Ext.</i>	
<i>Fax</i>	630-655-9564	<i>ZIP Code</i>	60522
<i>E-mail Address</i>	toursservices@aol.com	<i>United States</i>	
		<i>Web Site</i>	www.tourservicesinc.net

## Tour Operator

### Notes/History

<i>Date Range:</i>	All Dates	Record Manager
Field Changed	2/17/2010	Mary Ann

Heartland Showcase '10. Met in a Supplier Request. Request info for following requests be sent via US mail to their PO Box #.

Produce educational, performance and sightseeing tours for 7th & 8th grade students. Open performance preferred, not judged. Always looking for venues, please send. They never use a Receptive Operator other than assistance from CVB's or Chambers. Planning season is summer. Do up to 200 tours/year.

Interested in receiving information on MN areas that can provide themed tour ideas such as:  
 Culture with specific museums, restaurants and other points of cultural significance;  
 Architecture with a study of the growth of a city as expressed through its architectural heritage and Historical theme: An in-depth study of a particular historical period or historical theme.  
 Interest also on the performing and visual arts. Local cuisine.  
 Theme parks will be used on tour for their fun and educational value also. Send Valleyfair info.



# Travel Trade Leads

Heartland Travel Showcase, Columbus, Ohio

February 19-21, 2010

EMT Rep: Mary Ann Steen, Group Tour Marketing

## Contact

<i>Company</i>	Treasure Grove Travel	<i>Address</i>	14374 Carson Rd
<i>Contact</i>	Tricia Barbee	<i>Address 2</i>	
<i>Title</i>	Owner	<i>City</i>	Orient
<i>Department</i>		<i>State/Prov.</i>	OH
<i>Phone</i>	614-877-2530	<i>Ext.</i>	
<i>Fax</i>	614-877-2530	<i>ZIP Code</i>	43146
<i>E-mail Address</i>	trish@treasuregrovetravel.com	<i>United States</i>	
		<i>Web Site</i>	www.treasuregrovetravel.com

## Tour Operator

### Notes/History

*Date Range:* All Dates

Record Manager

Field Changed

3/8/2010

Heartland Showcase '10. Met w/Tricia in Perfect Match. Customizes tours. Looking to expand trips outside Ohio and into the Midwest. Has a tour planned in July 2010 to visit MOA, Dead Sea Scrolls exhibit at Science Museum of MN. Discussed using the Great River Rd on their route plus including the Chickadee Cottage, Lake City or St James in Red Wing for a meal stop. Her agriculture themed tours like to promote the local foods along with educ value regarding processing, distribution, etc. Requests information, assistance, and sample itineraries for a "Made in Minnesota" tour.

Will consider including culinary and garden stops on these tours.

Interest in our 2 Nation Tours itineraries and a fam tour. Perhaps customized if she cannot join scheduled one. I'll work on this with 2NT members and Tricia.

Mary Ann



# Travel Trade Leads

Heartland Travel Showcase, Columbus, Ohio

February 19-21, 2010

EMT Rep: Mary Ann Steen, Group Tour Marketing

## Contact

<i>Company</i>	Turner/bee travelers	<i>Address</i>	PO Box 2852
<i>Contact</i>	Annette Trotter	<i>Address 2</i>	
<i>Title</i>	Tour Coordinator		
<i>Department</i>		<i>City</i>	Terre Haute
<i>Phone</i>	812-232-5252	<i>State/Prov.</i>	IN
<i>Fax</i>	812-232-6884		United States
<i>E-mail Address</i>	annettet@traveltturner.com	<i>Web Site</i>	www.traveltturner.com

## Tour Operator

I90 Corridor to Black Hills

Notes/History	Date Range:	All Dates	Record Manager
Note	3/18/2010	Heartland Tours '10. Met w/Annette in Operator Req. Has a tour coming to Austin from Rapid City, SD on July 22, 2010. Due to length of next days drive to Indiana, they are overnighiting at AmericInn in Austin but want to tour the Spam Museum later that afternoon. Plz advise if museum would stay open later for their group. Also need dinner location in Austin on the 22nd.	Mary Ann
Field Changed	6/16/2009	TAP 2009 - Met w/Butch Beckwirth. Their charter business has increased and tour business is down. Relys on the guaranteed departuers in TAP catalog and on line to book more tour clients.Would like to get business in MN. Liked our 10 day MN-MT itinerary but thinks all together it's too long. Would prefer to focus on MN & ND and combine western ND with trip across MT to Yellowstone or Glacier Park. TAP 2008 - Wants to add WI product for 2009/10. Trying to do a MOA program as fly-in and include shopping and cooking demos vs driving up from IN. Working to introduce options on tours such as 3 meal choices or 4 different activities. Choices are attracting Boomers. Clients like trains and riverboats. Annette is into kayaking now which will help develop soft adventure tours. Requesting sample intineraries for a possible wildlife tour.	Mary Ann
Note	12/8/2008	ABA 2007 Survey responses from Annette Trotter: Company prefers supplier contact via e-mails or mail. -Develop their tours thru sample itineraries and networking at trade shows. -3 emerging markets for them are soft adventure/outdoors, and culinary. -Prefer midscale hotel properties with 3 star rating, \$69-\$79 range with limited service. -Acquire product information from destination websites and trade shows.	Mary Ann
Note	3/24/2005	Aug 7-12, 2005 . Duluth, North Shore, Grand Marais, Thunder Bay tour.	Mary Ann
Field Changed	1/10/2005	NTA 2004 Met w/Butch in Sup. Req. Do Twin Cities tours. Send info on new attractions - Mill City Museum. Ready to introduce a Duluth Tour again. Send info on I-90 stops and attractions for cross-through tours.	Sandy
Field Changed	3/13/2003	NTA 2002 Met w/Butch in Supp Req. Tours are sold directly to clients. Doing the Miss. River Rd Tour July 9-13, 2003. Wants video, promotional items to display in the office to promote this tour. Austin/Wabasha/Winona/Rochester/Red Wing. Interested in Grand Excursion '04 Send info as it becomes available. 2003 Sneak Preview: Mt Rushmore.	Mary Ann
Note	11/5/2002	NTA profile requested info on overnight dates in Rochester for July 2003 and in Austin for Aug 2003. Pam at Rochester CVB called Annette to get more details on the hub & spoke itinerary their	Mary Ann



## Travel Trade Leads

Heartland Travel Showcase, Columbus, Ohio

February 19-21, 2010

EMT Rep: Mary Ann Steen, Group Tour Marketing

Note                      5/1/2002                      planning. Pam had never heard of this approach, was thrilled for the booking and sent out bids to several Rochester hotels. Carol at Austin CVB is working on rooms for their request too, Annette Trotter participated in 10 day fam in April '02. Included the Twin Cities, No and So Metro, Mary Ann North Shore, Thunder Bay, all major towns along lower Miss River Rd. Also Austin, Owatonna, and Faribault. Already has 3 routes developing for itineraries (Duluth & No Shore, MOA and Metro area, Great River Road).