



## **RendezVous Canada 2009**

Dear LSC members:

RendezVous Canada is an annual event organized by the Canadian Tourism Commission, bringing Canadian properties and tour operators Together with national and international travel buyers and industry representatives. LSC's objective in attending this event is to provide these buyers with information on our spa members and the unique spa experiences offered in Canada.

This year's RendezVous event was held in Calgary, Alberta on May 9 – 13. With economic challenges being experienced internationally, the number of buyers present was lower this year than previous, with sellers outnumbering buyers almost 2:1. I'm pleased to report Leading Spas of Canada's booth had 34 meetings booked throughout the event.

The attached document is an overview of the appointments, including detailed contact information and specific notes from the meeting. I encourage all members to review the information attached and to follow up directly with these contacts to provide them details on your spa, packages available, amenities, etc.

Thank you to all members who were kind enough to provide us with information in advance of the event. Those details have been provided to all sellers with whom we have met.

If you have any questions, please contact me at any time. I hope you find the attached information helpful and lucrative for your business.

Best Regards,

Wanda Love  
CEO, Leading Spas of Canada  
[wanda@leadingspasofcanada.com](mailto:wanda@leadingspasofcanada.com)  
Direct phone: 604.662.3411

COMPANY	GENERAL INFORMATION	NOTES FROM APPOINTMENT
<p><b>Meier's Weltreisen</b>  Maren Steuernagel  Emil-von-Boehring-Str. 6.  D – 60439 Frankfurt  Phone: +49 (0) 69/9588 3741  Email: maren.steuernagel@meiers - weltreisen.de  <a href="http://www.meiers-weltreisen.de">www.meiers-weltreisen.de</a></p>	<p>One of Germany's leading tour operators to Canada and #1 in escorted coach tours. Specializing in long-haul destinations only. North America is the second largest region for our company, offering a wide variety of services and products. Interested in expanding our ability to offer additional products.</p>	<ul style="list-style-type: none"> <li>Interested in hotels/resorts with spa component</li> <li>Currently has strong business in BC, but interested in all of Canada</li> <li>Usually wants 2 – 3 night stays with spa &amp; other activities.</li> <li>Self drive, FIT market</li> </ul>
<p><b>Redpoint Media Group</b>  Lindy Neustaedter  National Account Executive  105, 1210 – 20<sup>th</sup> Avenue SE  Calgary, Alberta  T2G 1M8  Phone: 403.232.7719  <a href="mailto:lindyn@redpointmedia.ca">lindyn@redpointmedia.ca</a>  <a href="http://www.redpointmedia.ca">www.redpointmedia.ca</a></p>	<p>Publishers of Avenue, CalgaryInc, Westjet's UP!, Wine Access, West, Medical Concierge, Also playbills, etc - Alberta Ballet, Calgary Opera, Prelude, Stagewest  Corporate Publishing</p>	<ul style="list-style-type: none"> <li>Exploring opportunities for our directory publication &amp; distribution</li> </ul>
<p><b>Canadian Tourism Commission</b>  Maggie Davison  Executive Director, Business Development  Suite 1400, Four Bentall Centre  1055 Dunsmuir Street  Box 49230  Vancouver, BC V7X 1L2  Phone: 604.638.8318  <a href="mailto:Davison.maggie@ctc-cct.ca">Davison.maggie@ctc-cct.ca</a></p>	<p>Canadian Tourism Commission</p>	<ul style="list-style-type: none"> <li>Discussed Explorer Quotient marketing concept</li> <li>Developing a torch relay program which may need a spa component</li> </ul>
<p><b>YQB Media</b>  Steve Derome  <b>Steve Derome</b>  Consultant, développement des affaires /  Business development consultant   C 418.265.8972  T 418.687.6048  F 418.687.1161  <a href="mailto:steve@yqbmedia.com">steve@yqbmedia.com</a></p>	<p>A branded content magazine reverses expectations. Instead of forcing entry into customers' lives, now customers invite you into their lives. Instead of endlessly trying to get them to hear your message, now they thank you for that message. Handing a high-end magazine to your customers is giving them a greatly desired gift. It's a gift that's rich in information and inspiration. In return, your customers give you a gift. Because they know you, like you, want to be like you and they show and tell their friends about their new friend. You. Our main goal is to create a custom magazine that reflects your company's mission, its</p>	<ul style="list-style-type: none"> <li>Selling magazine space with integrated online component.</li> <li>Will forward information/rates</li> </ul>

	values and image. We are YQB media, your brand publisher.	
<b>COMPANY</b>	<b>GENERAL INFORMATION</b>	<b>NOTES FROM APPOINTMENT</b>
<b>Expedia Media Solutions</b> Toby Berger Senior Manager, Canada & USA East #610 – 410 Adelaide Street West Toronto, ON M5V 1S8 416.202.8705 <a href="mailto:tberger@expedia.com">tberger@expedia.com</a> <a href="http://www.expedia.com/mediasolutions">www.expedia.com/mediasolutions</a>	The Media Solutions Division assists in helping partners and destinations increase their profile and market themselves better within the Expedia Inc. family through paid advertising. Expedia, Inc. is the world's leading online travel service. Expedia allows customers to dynamically build complete trips that combine flights, Expedia® Special Rate hotels and other lodging, ground transportation, and destination services and activities. Hotels.com is the Internet's largest specialized booking service for accommodations worldwide. Both Expedia and Hotels.com are wholly-owned subsidiaries of Expedia Inc.	<ul style="list-style-type: none"> <li>• Developing added value opportunities and will forward them along</li> <li>• \$7500 minimum investment</li> <li>• Programs will be fully customized</li> <li>• Believes spa offer would be of interest.</li> <li>• Suggests a 4 – 6 week offer with a minimum \$25 value.</li> <li>• More info &amp; presentations available from LSC RendezVous info page.</li> </ul>
<b>Canadian Tourism Commission</b> Jens Rosenthal Manager Consumer Promotions Lutticher Str 51 50674 Koln Phone: +49 (0) 221 732 97 86 Email: <a href="mailto:rosenthal.jens@ctc-cct.ca">rosenthal.jens@ctc-cct.ca</a> <a href="http://www.meinkanada.com">www.meinkanada.com</a>	CTC marketing specialist in setting up consumer promotions with maximum reach looks for appointments with DMOs, tour operators and tourism companies offering general or specialized travel packages for women, best agers and/or LOHAS (Lifestyle of Health and Sustainability)/nature lovers/water experiences.	<ul style="list-style-type: none"> <li>• Is putting together a promotion – 200% Canada – 200% Spa</li> <li>• Will be seeking prizing</li> <li>• Info, presentation available on LSC RVC web page</li> </ul>
<b>Expedia Inc/Destination Services</b> Farshin Damanpour Account Manager & Reporting Analyst Destination Services 3150 139 <sup>th</sup> Avenue SE Bellevue, WA 98005 USA Phone: 425.679.3296 <a href="mailto:fdamanpour@expedia.com">fdamanpour@expedia.com</a>	Expedia, Inc. is one of the world's leading online travel companies. Our mission is to become the largest and most profitable seller of travel in the world by helping everyone everywhere plan and purchase everything in travel. While planning vacations, Expedia clients are presented the option to purchase in advance a variety of services and activities to use once they arrive at their destination. Expedia Local Expert - Destination Services works with suppliers to provide the very best variety of activities and is eager to expand the available portfolio of activities in Canada.	<ul style="list-style-type: none"> <li>• Interested in spa packages for all major Canadian cities, especially Toronto, Vancouver, Montreal, Victoria, Whistler, Halifax</li> <li>• Will send me a one page document to send out to our members</li> </ul>

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<p><b>JTB International (Canada) Inc</b>  Queenie Cheung  Senior Supervisor, Purchasing &amp; Reservations  8899 Odin Crescent  Richmond, BC  V6X 3Z7  Phone: 604.276.0300, X242  <a href="mailto:qcheung@jtbi.com">qcheung@jtbi.com</a>  <a href="http://www.jtb.ca">www.jtb.ca</a></p>	<p>JTB International (Canada) operates predominantly as an inbound tour wholesaler, as a tour operator to Canada, and as an outbound operator to Japan since 1982. We handle various packages, incentives, student and educational, technical visits and FIT tours. In addition to the Japanese market, we also handle other Asia Pacific areas, such as, China and Thailand, through our Asia Pacific division, TPI Travel (Canada) Ltd.</p>	<ul style="list-style-type: none"> <li>Interested in spa add-ons for her guest packages</li> <li>Spas can forward info if they wish</li> <li>Finds many guests like to book online, but appreciate that JTB shortlists the best spas for them</li> </ul>
<p><b>Canadian Tourism Network.com</b>  Cory Zufelt, Partner   <a href="mailto:Cory@canadiantourismnetwork.com">Cory@canadiantourismnetwork.com</a>  1.866.259.9258</p>	<p>The online business directory stores corporate profile, videos and other information to maximize visibility.</p>	<ul style="list-style-type: none"> <li>Key markets: Ottawa, Calgary, Halifax</li> <li>Will offer 30 – 40% discount to LSC members</li> <li>\$300/year; they track results and provide a monthly report</li> <li>Contesting opportunities available for \$200 cash investment</li> <li>Interested spas can contact him</li> <li>network of 26 city portals/business directories across Canada, which reach over 1,000,000 people every month. I have provided below a list of the cities which we have sites set up in and the amount of people who go there specifically looking for Spas on a monthly basis.</li> </ul> <p>I would like to offer LSC members a directory listing for \$200/year, which is \$100 off our regular price. The directory listing would include the business name, address, contact info, links to email/website, logo, pictures and 300 words about their spa.</p> <p><b>Average Monthly Visitors to our Spas Category on a per city basis;</b>  <b>Alberta</b>  Calgary Kiosk - 500</p>

		<p>Edmonton Kiosk - 300</p> <p><b>Ontario</b></p> <p>Cornwall Kiosk - 180</p> <p>Hamilton Kiosk - 240</p> <p>Kingston Kiosk - 290</p> <p>Kitchener Kiosk - 110</p> <p>London Kiosk - 340</p> <p>Mississauga Kiosk - 370</p> <p>Niagara Falls Kiosk - 360</p> <p>Ottawa Kiosk - 3,000</p> <p>Thunder Bay Kiosk - 600</p> <p>Toronto Kiosk - 590</p> <p>Waterloo Kiosk -110</p> <p>Windsor Kiosk - 130</p> <p><b>British Columbia</b></p> <p>Vancouver Kiosk - 190</p> <p>Kelowna Kiosk - 130</p> <p>Victoria Kiosk - 140</p> <p><b>Quebec</b></p> <p>Montreal Kiosk - 350</p> <p>Quebec City Kiosk - 220</p> <p><b>Nova Scotia</b></p> <p>Halifax - 400</p> <p><b>New Brunswick</b></p> <p>Moncton Kiosk - 380</p> <p><b>Saskatchewan</b></p> <p>Regina Kiosk - 600</p> <p>Saskatoon Kiosk – 550</p>
<p><b>Travelocity</b>  Mohammed Khanat - Market Manager, Eastern Canada  &amp; Adam Lasky  4950 Yonge Street  Suite 800  Toronto, ON M2N 6K1  Phone: 416.218.5426</p>	<p>Travelocity is a leading online travel site, helping travellers to book airline tickets, hotel reservations, activities, car rentals, and vacation and cruise packages. Travelocity is committed to being the traveller's champion – before, during, and after the trip and guarantees everything about a customer's booking will be right. If it's not, Travelocity will work</p>	<ul style="list-style-type: none"> <li>• Spas are part of their activity profile now</li> <li>• Offering advertising campaigns, customization an opportunity</li> <li>• Selling product 20 – 25% above net rates with direct payment to bank account</li> <li>• Interested spas should have 2 – 3 package options available</li> </ul>

<p>Email: <a href="mailto:mohamed.khanat@travelocity.com">mohamed.khanat@travelocity.com</a> <a href="http://www.travelocity.com">www.travelocity.com</a></p>	<p>with its partners to make it right, right away. This customer-driven focus, backed by live 24/7 phone support, great prices and powerful shopping technology has made Travelocity the fifth largest travel agency in the U.S. – booking \$10.1 billion in travel worldwide in 2006.</p>	<ul style="list-style-type: none"> <li>Hotels &amp; stand-alone spas are welcome to contact him</li> <li>More info &amp; participation agreement available from LSC RVC info page</li> </ul>
<p><b>EMT Segyero Tour</b> Il Hwan Jhi, Creative Director 403 – 406, Kyungil B/D 1307-20, Seocho-Dong / Gu. Seoul, Korea 137-070 Phone: +82 2 3482 5775 Email: <a href="mailto:mulido@gmail.com">mulido@gmail.com</a> <a href="http://www.segyero.com">www.segyero.com</a></p>	<p>EMT Segyero Tour is FIT specialized travel company in Seoul. The major product is Europe and wishes to expand the market to Canada. Segyero is famous for well organized FIT travel leader. EMT is a shortened word of 'El Mundo Tour', as known as 'El Mundo' means 'the World' in English and 'Segye' in Korean. We want to enlarge our stages from Europe to the world, and this American step is the first step of it! Of course, Canada is better than USA for travel, we want to start from Canada</p>	<ul style="list-style-type: none"> <li>Primarily interested in BC/Vancouver market though will look at Victoria, Banff, Calgary</li> <li>Guests are 30+ years of age</li> </ul>
<p><b>COMPANY</b></p>	<p><b>GENERAL INFORMATION</b></p>	<p><b>NOTES FROM APPOINTMENT</b></p>
<p><b>Canadian Tourism Commission</b> Lou Macaluso Director, Leisure Sales Development Two Prudential Plaz 180 N. Stetson Avenue Suite 830 Chicago, IL 60601 Phone: 312.327.3656 <a href="mailto:Macaluso.lou@ctc-cct.ca">Macaluso.lou@ctc-cct.ca</a></p>	<p>Interested in any one that has learning &amp; educational travel opportunities, etc.</p>	<ul style="list-style-type: none"> <li>Handles Chicago leisure sales</li> <li>Looking for information from LSC spas on what rates you can offer a tour operator</li> </ul>
<p><b>Dove Travels</b> Jatinder Gupta KK Towers,SCO 31,Distt. Shopping Center Ranjit Avenue Amritsar India 143001  Telephone: 1833018104 Facsimile: 1833018103 Other Telephone: 1833018105 E-mail: <a href="mailto:dovetravels@gmail.com">dovetravels@gmail.com</a> Web site: <a href="http://www.dovetravels.com">http://www.dovetravels.com</a></p>	<p>Dove Travels is a full-service travel agency dedicated to providing corporate, leisure and meeting management services. As an Aussie Specialist, KIWI Specialist, SAFUNDI (South African Tourism Specialist) &amp; ACTS (Austrian Certified Travel Specialist), we are able to provide a wide range of travel benefits &amp; consulting services to our customers.  Over the years,also earned a reputation for innovative ideas and forward thinking. This mentality, combined with a hands-on approach to customer service, has earned us a fiercely loyal</p>	<ul style="list-style-type: none"> <li>Handles primarily corporate, meeting management</li> <li>Most interested in resort/hotel spas. Needs accommodation component</li> </ul>

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<p><b>GlobElite</b>  Travel Marketing Inc  Trisha Stefani  Sales Director, Western Canada  20187 – 56<sup>th</sup> Avenue  Langley, BC V3A 3Y6  Phone: 604.514.9197  Email: <a href="mailto:tstefani@mwadvertising.ca">tstefani@mwadvertising.ca</a></p>	<p>following of clients who attest to our superior service capabilities.</p> <p>Globelite Travel Marketing Inc. specializes in the production of high-quality travel and tourism publications, both in print and on-line. These include the annual British, U.S.A. and Canadian Travel Industry Guides to Canada (<a href="http://www.canadatravelguides.ca">www.canadatravelguides.ca</a>), The new newsstand consumer edition of the Travel Guide to Canada and DreamScapes Travel and Lifestyle Magazine (<a href="http://www.dreamscapes.ca">www.dreamscapes.ca</a>).</p>	<ul style="list-style-type: none"> <li>• Travel &amp; consumer guide</li> <li>• Includes chapter on spas</li> <li>• Will forward copies &amp; rate cards to share with members</li> </ul>
<p><b>Canadian Tourism Commission</b>  <b>Thierry Journe</b>  22, rue de Caumartin  Paris  France 75009  Telephone:  Other Telephone: (0)1 43 12 80 40  E-mail: <a href="mailto:journe.thierry@ctc-cct.ca">journe.thierry@ctc-cct.ca</a>  Web site: <a href="http://www.canada.travel">http://www.canada.travel</a></p>		<ul style="list-style-type: none"> <li>• Will email opportunities for inclusion in their newsletters</li> <li>• Helps promote Canada to travel/tour operators in France</li> <li>• Many French still book through agents, especially those who have minimal English skills</li> <li>• Spas with French speaking staff in particular should forward info</li> <li>• More info available on LSC RVC web page</li> </ul>
<p><b>Canadian Tourism Commission</b>  Ralph Johansen  Director, Leisure Sales Development  6 Justin Road  Natick, MA 01760  Phone: 508.653.9491  Email: <a href="mailto:johansen.ralph@ctc-cct.ca">johansen.ralph@ctc-cct.ca</a>  <a href="http://www.canada.travel">www.canada.travel</a></p>	<p>Based in Boston for CTC  Interested in new products, adventure vacations</p>	<ul style="list-style-type: none"> <li>• Travel/tour operators in Boston area are struggling; business is off 50%</li> <li>• Doesn't expect any real opportunities at this time</li> </ul>
<p><b>WestJet Vacations</b>  Nicky Alger  Product Buyer  22 Aerial Place NE  Calgary, AB T2E 3J1  Phone: 403.444.2378  Email: <a href="mailto:nalger@westjet.com">nalger@westjet.com</a>  <a href="http://www.westjetvacations.com">www.westjetvacations.com</a></p>	<p>WestJet launched WestJet Vacations Inc. its tour operating arm on June 1st, 2006. Capitalizing on WestJet's strong brand, friendly image, extensive air network, and the value proposition of being Canada's second largest airline, WestJet Vacations provides our guests with affordable, reliable and easy to book travel packages. We specialize in custom-made vacation packages that leverage WestJet's existing scheduled network to 35 cities across Canada, the U.S.A. and Bahamas.</p>	<ul style="list-style-type: none"> <li>• Looking for more 'experiential' vacation packages</li> <li>• Currently their system is limited; not sure if spa component can be easily integrated with their new system</li> <li>• New VP in place; hoping for changes in next quarter</li> <li>• Will keep LSC members in mind if spa packages become an option</li> </ul>

COMPANY	GENERAL INFORMATION	NOTES FROM APPOINTMENT
<p><b>Trans Orbit Canada Tours Inc</b>  Masa Nakafuji  701 – 1155 Robson Street  Vancouver, BC V6E 1B5  Phone: 604.682.2119  Email: <a href="mailto:yvr@transorbit.com">yvr@transorbit.com</a> or  <a href="mailto:masa.nakafuji@transorbit.com">masa.nakafuji@transorbit.com</a>  www.transorbit.com</p>	<p>The company was incorporated on January 30, 1996 as the fourth overseas office of the Trans Orbit Group, the Japanese receptive operator/wholesaler with over 200 employees organizing all types of travel all over the world. We have four sales offices in Japan. Trans Orbit Canada, as a receptive tour operator, arranges hotels, transportation, attractions, local tour guides and so on for both FITs and Groups coming from Japan.</p>	<ul style="list-style-type: none"> <li>• Has many FIT and groups coming from Japan</li> <li>• BC locations very popular</li> <li>• Forward along any offers you have available</li> </ul>
<p><b>Canadian Tourism Commission - Australia</b>  Nathan McLoughlin  <i>Manager, Marketing Services</i>  Canadian Tourism Commission  Suite 105, Jones Bay Wharf 26-32 Pirrama Rd,  Pyrmont  NSW 2009 Australia  Tel/ Tél +61 2 9571 1644  Fax/ Téléc +61 2 9571 1766  <a href="mailto:mcloughlin.nathan@ctc-cct.ca">mcloughlin.nathan@ctc-cct.ca</a></p>	<p>All product that is interested in being involved or currently already are involved in the Australian market.</p>	<ul style="list-style-type: none"> <li>• Used to work for Travel Alberta</li> <li>• Familiar with LSC</li> <li>• Will advise on opportunities</li> </ul>
<p><b>The Discovery Club</b>  Beverly Booth, Corporate Sales Representative  1111 Wharf Street  Victoria, BC  V8W 1T7  Phone: 250.598.4556, X7143  Email: <a href="mailto:bbooth@discoveryclub.ca">bbooth@discoveryclub.ca</a></p>	<p>Discovery Club is member-based and offers the opportunity to stay in 4- and 5-star affiliated hotel properties around the world as well as to experience high end travel and unique once in a lifetime opportunities. Our members spend on average 25 nights each per year, travelling the world. We are looking for best price wholesale contracts with hotels, resorts, adventure operators and cruise for our 2010 season. Affiliates must guarantee wholesale rates are the lowest offered to any clients. Other Value added incentives assist in profiling our affiliates in our catalogue. We pay for all member travel/tax in advance.</p>	<ul style="list-style-type: none"> <li>• Luxury member-only club</li> <li>• Members receive travel points for membership</li> <li>• No cost for spas to participate; they must offer best rates possible</li> <li>• Most members are North American</li> <li>• Please forward her information on your spa/property and best net rates available</li> <li>• IF you are interested in proceeding with a contract, then Bev will also need these: <ol style="list-style-type: none"> <li>1) a 100 word description of you property/services that we can use on our website and in our directory</li> <li>2) print quality, high res images for use on our site and in the directory</li> <li>3) permission to create a direct link from our site to yours</li> </ol> </li> </ul>

		<p>4) a welcome “Discovery Club member” letter or small gift to be placed in the room upon arrival</p> <p>5) the direct contact for reservations</p> <ul style="list-style-type: none"> <li>• More info, intro letter &amp; company profiles available on LSC RVC web page</li> </ul>
<b>COMPANY</b>	<b>GENERAL INFORMATION</b>	<b>NOTES FROM APPOINTMENT</b>
<p><b>The Great Excursions Company</b>  Claude-Jean Harel  Founder &amp; Manager  200 Albert Street N.  Regina, Sask S4R 5E2  Phone: 306.791.4335  Email: <a href="mailto:cj@greatexcursions.travel">cj@greatexcursions.travel</a>  <a href="http://www.greatexcursions.travel">www.greatexcursions.travel</a></p>	<p>The Great Excursions Company is a boutique stager of authentic and distinctively Canadian experiences. Our Great Excursions are extraordinary journeys marked by fascinating encounters. Our suppliers are selected for the learning and enrichment quality they lend our offerings. The value they bring is rooted in passion, sense of place and peer-reviewed research. Great Excursions transforms to the point where emotion and real life experiences in exotic locations nourish the spirit.</p>	<ul style="list-style-type: none"> <li>• Looking for commissionable rates &amp; creative packages from spas</li> </ul>
<p><b>Anderson Vacations</b>  Karen McCardle  Director of Product  #301, 1117 – 1<sup>st</sup> Street SW  Calgary, AB T2R 0T9  Phone: 1.866.814.7378  Email: <a href="mailto:kmccardle@andersonvacations.ca">kmccardle@andersonvacations.ca</a></p>	<p>Anderson Vacations is celebrating our 17th year in travel. Marketing ourselves as the one-stop Canada travel solution we offer fully escorted sightseeing tours, FIT online technology for customization of travel packages, preformed group programs, charter and accommodation booking services, ranch vacations and step-on guides. The majority of our client base is the North American traveller but we also work with wholesalers across North America, Australia, New Zealand, and English Speaking Europe. Anderson Vacations works with 16 500 pax annually. 2009 will see further evolvement of Anderson's new web site brand <a href="http://canadatravelsolution.com">canadatravelsolution.com</a></p>	<ul style="list-style-type: none"> <li>• FIT primarily</li> <li>• Sells to travel agents across Canada</li> <li>• Packages only</li> <li>• Looking for lodge &amp; resort stays, golf &amp; spa or just spa packages</li> <li>• Forward information &amp; Commissionable rates</li> </ul>
<p><b>Intertravel/Sherman – italy</b>  Luca Arioli, Product Manager  Via Pellicceria  10 – 50123  Firenze  Phone: 055 284029</p>	<p>Founded in 1950 we are a tour operator specializing in North America. We promote our destinations and products through a secured web site with access to Travel Agency only, where possible we do link via xlm for direct booking.</p>	<ul style="list-style-type: none"> <li>• Markets to travel agents only</li> <li>• Please forward commissionable/net rates</li> </ul>

<a href="mailto:larioli@shermanviaggi.it">larioli@shermanviaggi.it</a>		
COMPANY	GENERAL INFORMATION	NOTES FROM APPOINTMENT
<p><b>USA Travel Consultants</b>            France Wijngaard            Product &amp; Reservation Manager            Bld Louis Schmidt, 75            B1040 Brussels            Belgium            Phone: +32 (0)2 734 97 00            Email: <a href="mailto:usatravel.france@skynet.be">usatravel.france@skynet.be</a>  <a href="http://www.usatravel.be">www.usatravel.be</a></p>	<p>Tour Operator, specialist in tailor-made programs, USA Travel provides a large program of motor coach tours, fly &amp; drives, city package, cars, motorhomes, attractions, hotels... USA Travel offers a website with extensive information and online booking possibilities for travel agent.</p>	<ul style="list-style-type: none"> <li>• Does motorcoach, fly &amp; drives, city packages</li> <li>• Interested in spas – with or without accommodation on site</li> </ul>
<p><b>Qingdao Hai Tian International Travel Service</b>            Peter Sun            Deputy General Manager            2F, East Building of Hai Tian Hotel            48 Wet Hong Kong Road            Qingdao, China            266071            Phone: (96-532) 83871340 83883188-220            Email: <a href="mailto:sunpetersunqd@hotmail.com">sunpetersunqd@hotmail.com</a>  <a href="http://www.qdhits.com">www.qdhits.com</a></p>	<p>Qingdao Hai Tian International Travel Service, approved by China National Tourism Administration, handles domestic, inbound and outbound tours, and is Class A passenger Transportation Sales Agent certified by china General Civil Aviation Administration and IATA. In recent years, HITS has been approved, one after another, to be Shandong Provincial Tourist Consumers Trustworthy Unit, Shandong Provincial Excellent International Travel Service and Qingdao's Most Faithful &amp; Trustworthy Travel Service.</p>	<ul style="list-style-type: none"> <li>• He is approved by the Chinese National Tourism Association</li> <li>• Not a lot of interest in Canada yet but views it as an emerging market</li> <li>• Interested in hearing about mineral spas in particular, as they are similar to Japan offerings</li> </ul>
<p><b>Astro Asia Limited</b>            Jean Yangthaworntrakul            Operations Manager            B2, 12<sup>th</sup> Floor, SSP Tower 3            88 Silam Road, Suriyawangse            Bangrak, Bangkok , Thailand 10500            Phone: +66 (0) 2634 2828  <a href="mailto:bkk@astroasia.net">bkk@astroasia.net</a></p>	<p>Thailand-based sales and representative office to promote outbound tours and special-interest groups to Canada within Asia.</p>	<ul style="list-style-type: none"> <li>• Thailand has so many spas, their travelers aren't that interested in exploring spas</li> <li>• Seeking experiences they can't get at home</li> <li>• Europe is their strongest market currently</li> <li>• May see an increase in Canada after the Olympics</li> </ul>
<p><b>Nascimento Turismo</b>            Simone Araujo</p>	<p>Tour operator/wholesaler since 1962, specialized in North America and Caribbean destinations. We also specialize in ski holidays and cruises worldwide. In 2002 we began to promote skiing in Canada and will be investing in summer business also. We are looking for products for both summer and winter seasons.</p>	<ul style="list-style-type: none"> <li>• Specializes in Canada for FIT &amp; Small groups</li> <li>• Forward spa packages with commissionable/net rates</li> </ul>

COMPANY	GENERAL INFORMATION	NOTES FROM APPOINTMENT
<p><b>Total Vacations.ca</b>  Sara Pulla  Director of Marketing &amp; Product  676 Westburne Drive, Suite 3  Vaughan, ON L4K 4V5  Phone: 905.879.0759  <a href="mailto:www.sarap@totalvacations.ca">www.sarap@totalvacations.ca</a>  <a href="http://www.totalvacations.ca">www.totalvacations.ca</a></p>	<p>Total Vacations is a national Canadian tour operator with programs to various destinations including the Caribbean, Mexico, Latin America, U.K., Europe, U.S.A. and domestic Canada. "Endless possibilities" best describes our flexible vacation packages, offering two-night to three-month stays as well as land packages. Land packages, tours, car rental, and complete air and land packages will be offered.</p>	<ul style="list-style-type: none"> <li>Involved with some Visa reward programs</li> <li>Will forward info on their upcoming product launches in Toronto &amp; Vancouver to share with members</li> </ul>
<p><b>Maple Fun Tours Ltd.</b>  Takanobu Sugamata  Operations Manager/Vancouver  Phone: 604.683.5244, X 232  Suite 1625, 1188 West Georgia Street  Vancouver, BC V6B 4A2  Email: <a href="mailto:nsugamata@maplefun.com">nsugamata@maplefun.com</a>  <a href="http://www.maplefun.com">www.maplefun.com</a></p>	<p>We are a registered receptive tour operator in British Columbia and our primary market is Japan. We have five sales offices in Japan and three operational offices in Canada. We would like to promote more about nature products to our consumers in Japan and try to build good traffic on shoulder &amp; off-season in Canada. We are looking for any new ideas, routes and products related to Canada would to promote help us promote Canada to our market.</p>	<ul style="list-style-type: none"> <li>Just exploring at this time</li> </ul>
<p><b>North America Travel Service / Key to America</b>  Karen Farrar – Product &amp; Marketing Manager  The Kennedy Building  48 Victoria Road  Leeds LS11 5AF  Phone: 0113 398 3002  <a href="mailto:Karen.farrar@nats-uk.com">Karen.farrar@nats-uk.com</a>  <a href="http://www.northamericatravelservice.co.uk">www.northamericatravelservice.co.uk</a></p>	<p>Our two brands offer a range of product, from the high end luxury product of North America Travel Service to the 4* mid-range product of Key to America. Both programs offer quality, tailor-made packages to North America. Historically, Canada and USA have been marketed in a single brochure, however in 2007 we launched a dedicated North America Travel Service 56 page Canada brochure in an effort to increase awareness, which has proved hugely successful since. Our Canadian program currently includes city and resort stays, fly/drives, escorted tours, adventure and sightseeing modules. All our holidays are tailor-made to clients' requirements.</p>	<ul style="list-style-type: none"> <li>Looking for tailor-made holidays with high end luxury product</li> </ul>
<p><b>Kintetsu International Express Canada Inc</b>  Kenichiro Amako  Manager, Purchasing &amp; Contracts  Tour Operation Centre Vancouver Branch</p>	<p>Kintetsu International Express (Canada) Inc., are honoured to play an important role in reaching a closer mutual understanding between Canada and Japan. We intend to increase the number of</p>	<ul style="list-style-type: none"> <li>Leading Japanese travel organization</li> <li>Very concerned about spa's ability to speak/interact with Japanese guests</li> <li>Interested in spa &amp; golf packages</li> </ul>

<p>910 – 1140 West Pender Street  Vancouver, BC  V6E 4G1  Phone: 604.638.9400  Email: <a href="mailto:kamako@kiecan.com">kamako@kiecan.com</a></p>	<p>visitors from Japan to Canada through our parent company, Kinki Nippon Tourist Co., Ltd.(knt!). In this regard, we arrange Japanese visitor's accommodation, transportation, meals, tour guides, and other needs. KNT is the leading travel organization in Japan, with its annual sales exceeding 800 billion yen, its overseas travellers growing to over 1 million. More than 7,000 staff of approximately 270 KNT branches located nationwide handle the planning and sales of global travel in Japan.</p>	
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<p><b>Overseas Travel Agency Co</b>  Masao Konda  Executive Director  Homomachi Hua Tong Building  SF, 5-16, 4-chome  Homomachi, Chuo-ku, Osaka  Japan 541-0053  Phone: 06 (6265) 2140  Email: <a href="mailto:konda-masao@vacation.ota.jp">konda-masao@vacation.ota.jp</a>  <a href="http://www.vacation-ota.jp">www.vacation-ota.jp</a></p>	<p>We are a wholesaler and have been selling Canada for fifteen years, through our partner retail travel agencies and some travel web sites like yahoo travel, ab-road.net, 4travel and our own home page. We run year-round sightseeing package tours as well as ski package tours and aurora viewing tours during the winter. We also customize our products for the needs of our clients. Furthermore, we have been promoting the Fly &amp; Drive products using AVIS rent a car and promoting the Fly &amp; Cruise products using Holland America Cruise Lines as GSA for both companies in Japan.</p>	<ul style="list-style-type: none"> <li>• Mostly Fly &amp; Drive, Fly &amp; Cruise</li> <li>• Just exploring – no concrete interest in spa at this time</li> <li>• Would entertain spa/golf packages</li> </ul>
<p><b>Venture Holidays &amp; Holiday Connect</b>  Pauline O'Connell  Level 5, 41 Currie Street  Adelaide  Australia 5000</p> <p>Telephone: (8) 8238 4511  Facsimile: (8) 8211 7393  Toll-free number: 61 1800 888 144  E-mail: <a href="mailto:mail@ventureholidays.com.au">mail@ventureholidays.com.au</a>  Web site: <a href="http://www.ventureholidays.com.au">http://www.ventureholidays.com.au</a></p>	<p>Venture Holidays SA/NT &amp; Holiday Connect is an independent travel wholesaler who specializes in packages ex. Australia to Canada, U.S.A., UK, Europe and Southeast Asia initially serving the South Australian and Northern Territory markets. Being locally owned and operated we have developed strong relationships with agents in our market which gives us an advantage over our larger competitors in the Australian marketplace. We are able to be more flexible than our competitors because of our independence and can tailor itineraries to suit our clients.</p>	<ul style="list-style-type: none"> <li>• Specializes in packages, tailor-made itineraries</li> <li>• Send spa packages with commissionable rates</li> </ul>