



## Discover New England Summit Leads 2015

The BVB took 59 appointments at DNE. Most with tour operators who are interested in the Berkshires and want more info. Below please find more info. Please reach out to them directly.

Company	Contact	Email	Address #1	City	State	Postal	Country	Comments
Miki Travel Ltd., UK	Oleg Likhaskin	<a href="mailto:o.likhashkin@group-miki.com">o.likhashkin@group-miki.com</a>	Vintners' Place, 68	London		EC4V 3BJ	UK	NE is New for them
Teamamerica (USA)	Kenia Olivence	<a href="mailto:kenia@teamamericany.com">kenia@teamamericany.com</a>	Upper Thames Street 33 West 46th Street, 3rd Floor	New York	NY	10036	US	Looking for FIT Net Rates Wants to add boutique hotels
Sunshine Travel	Bowen Gao	<a href="mailto:bowen@sunshineboston.com">bowen@sunshineboston.com</a>						Student Groups Interested in Scavenger Hunts, Amazing Race Activities
Viator	Ryan Ginja	<a href="mailto:ryan@viator.com">ryan@viator.com</a>	12 Tyler Street 657 Mission Street, #500	Boston San Francisco	MA CA	02111 94105	US US	Expanding into Western MA; online reseller; Tour Operators/Museums; newsupplier.viator.com; Info
Etnia Travel Concept (Italy)	Alessandra Crosato	<a href="mailto:alessandra@etniviaggi.it">alessandra@etniviaggi.it</a>	Via Vittorio Emanuele, 59	Quinto di Treviso TV			Italy	Did FAM with us
Team Wade - UK Travel Writers	Kathy Arnold	<a href="mailto:ka@teamwade.demon.co.uk">ka@teamwade.demon.co.uk</a>		London			UK	Anniversary 2016 Bidwell House, more info
TUI Suisse Ltd	Tina Kehl	<a href="mailto:tina.kehl@flextravel.ch">tina.kehl@flextravel.ch</a>	Friesenbergstrasse 75	Zurich		CH 8036	Switzerland	NE strong focus; looking for uncovered stories; travel stories
Alidays Tour Operator(Italy)	Silvia Perniciaro	<a href="mailto:silvia.perniciaro@alidays.it">silvia.perniciaro@alidays.it</a>		Milano			Italy	New to Berkshires; send website info
Funway Holidays / My America Holiday	Malcolm Davies	<a href="mailto:mdavies@funway.co.uk">mdavies@funway.co.uk</a>	Northside House, 69 Tweedy Rd	Bromley, Kent		BR1 3WA	UK	New England focus wants to add to site, needs images
Total Travel & Excursions, Inc. (Japan)	Mamiko Maki	<a href="mailto:mamiko@totaltravl.net">mamiko@totaltravl.net</a>	1815 Massachusetts Ave. #L4	Cambridge	MA	02140	US	In Berkshires August/Foliage; Mount, Naumkeag. Group Tour interest
JTB Travel Network (Japan)	Miwa Ito	<a href="mailto:dhamada@jbttn.com">dhamada@jbttn.com</a>	1 Evertrust Plz	Jersey City	NJ	07302	US	Group Tour
Konrad Travel	Gianluca Sposito	<a href="mailto:info@konradtavel.it">info@konradtavel.it</a>	3, Via delle Coppelle	Rome		01186	Italy	Include Berkshires in their info, wants to visit
Naar Tour Operator	Elena Viscardi	<a href="mailto:elena.viscardi@naar.com">elena.viscardi@naar.com</a>	12, Via De Grassi Giovannino	Milano		20123	Italy	New to Berkshires
Voyageurs Du Monde	Chantal Hascoet	<a href="mailto:chascoet@vdm.com">chascoet@vdm.com</a>						Has Berkshire product; never been

Teamamerica - Groups	Barbara Adriano	<a href="mailto:badrinao@teamamericany.com">badrinao@teamamericany.com</a>	33 West 46th Street, 3rd Floor	New York	NY	10036	US	No Berkshire knowledge
Boston International Travel (Japan)	Hisao Nakatsuka	<a href="mailto:nakatsuka@travel-bit.com">nakatsuka@travel-bit.com</a>	1330 Beacon Street #309	Brookline	MA	02446	US	Has Berkshire product
Trailfinders (UK)	Jane Poyser	<a href="mailto:janep@trailfinders.com">janep@trailfinders.com</a>	194 Kensington High Street	London		W8 7RG	UK	Spring, Summer, Fall suggested itineraries; FIT; Needs images scenic/towns
Argus Reisen GmbH	Rainer Hillers	<a href="mailto:rainer@argusreisen.de">rainer@argusreisen.de</a>	Alte Dorfstraße 44A 23 Rue du Sentier	Bovenden Paris		37120 75002	Germany France	Needs Images, Interested in Hotel on North, Ramblewild FIT
Terre D'Escales Road Scholar	Thibault Loubatier Morgan Sugar-Butter	<a href="mailto:tloubatier@terre-escales.com">tloubatier@terre-escales.com</a> <a href="mailto:morgan-sugar-butter@roadscholar.org">morgan-sugar-butter@roadscholar.org</a>	11 Avenue de Lafayette Hillgate House, 13 Hillgate Street	Boston	MA	02111	US	Has 3 programs in Berkshires. Wants Spring info and whitewater Moving into US; More Berkshire info pls
Canadian Affair	Kathy Farahat	<a href="mailto:kathy-farahat@canadiaffaircom">kathy-farahat@canadiaffaircom</a>	220 East Central Parkway, Suite 4000	Altamont Spring FL		32701	US	Looking for hotels that we could reach out to Honeymooners; interested in Canyon Ranch
Tourico Holidays	Angela Lasky	<a href="mailto:angela.lasky@touricoholidays.com">angela.lasky@touricoholidays.com</a>	Via Santa Maria Vicinale Wailing	Naples		20143	Italy	Wants images for RLI, HSV, Arrowhead, Ventfort Hall. Berkshires included already
I Viaggi del Delfino	Sara Mastropietro De Pardo	<a href="mailto:s.mastropietro@iviaggideldelfino.com">s.mastropietro@iviaggideldelfino.com</a>	PO Box 81001	GA Rotterdam		3009	Netherlands	
Travel Trend B.V.	Roxana Gouweleeuw	<a href="mailto:roxana.gouweleeuw@traveltrend.nl">roxana.gouweleeuw@traveltrend.nl</a>	14 Place Denfert- Rochereau	Paris		75014	France	Goes to Berkshires
Back Roads (France)	Nadege Peccavet	<a href="mailto:nadege.backroads@orange.fr">nadege.backroads@orange.fr</a>	19750 South Vt Avenue # 225	Torrance		90502	US	Japan Airline exclusive Small FAM; Fly/Drive; 3 nights Boston; visit Sept-Oct
Japan Pacific Travel Service (Japan)	Tsutomu Natsuhara	<a href="mailto:tnatsuhara@j-pactravel.com">tnatsuhara@j-pactravel.com</a>	35 rue du Raspberry,	Brussels		1180	Belgium	Interested in outdoor adventure; 2 nights
Caribou Travel	Frederic Remi	<a href="mailto:js@cariboutravel.be">js@cariboutravel.be</a>	Pompoenweg 9	DK Leiden		2321	Netherlands	Goes to Berkshire. Interested in Clark, Chesterwood
Riksja Travel	Evelyn Groenenberg	<a href="mailto:evelyn.groenenberg@riksjatravel.nl">evelyn.groenenberg@riksjatravel.nl</a>	45 Rue Galilée	Paris		75016	France	A lot in Berkshires, Pittsfield/Williamstown; What's new/Insider
Jetset Voyages	Florence Trouillard	<a href="mailto:ftrouillard@jetset-voyages.fr">ftrouillard@jetset-voyages.fr</a>	801 East Katella Ave.	Anaheim	CA	92805	US	Wants town descriptions; images; lodging properties, all rates
Destination America (USA)	Darragh Flood	<a href="mailto:darragh.flood@dest-amer.com">darragh.flood@dest-amer.com</a>	Vaartdijk 3 Riverbank House, 1 Putney Bridge Approach	Leuven London		3018 SW6 3JD	Blegium UK	Wants more Berkshire info including info on Berkshire Distille/Big Elm.
EurAm	Vicky Covent	<a href="mailto:vicky.covent@euram.eu">vicky.covent@euram.eu</a>						
Imagine North America	Kate Smith	<a href="mailto:james@Imaginetravel.com">james@Imaginetravel.com</a>						

New England Journeys (USA)	Brian Baker	<a href="mailto:bbaker@nejourneys.com">bbaker@nejourneys.com</a>							Wants to bring more FIT's to Berkshires; attractions/contacts; FIT rates
HIS International Tours (Japan)	Chisato Sisson	<a href="mailto:sisson.chisato@his-world.com">sisson.chisato@his-world.com</a>	PO Box 333	Lincoln	NH	03251	US		New to Berkshires; need lots of info.
Purely New England (UK)	Andrew Bird	<a href="mailto:andrew@purelynewengland.co.uk">andrew@purelynewengland.co.uk</a>	158 Newbury Street	Boston	MA	02116	US		Will visit
Destinations of the World	Jerry Varnes		Leatherhead	Surrey		KT22 8LU	UK		Lots in Berkshires
Amnet (Japan)	Akiko Hughes	<a href="mailto:akiko.hughes@amnet-usa.com">akiko.hughes@amnet-usa.com</a>	Port Saeed District	Dubai		19950	UAE		Building product; FIT
ITS (I Tour Service America)	Tatsuo Isobe	<a href="mailto:isobe@its-america.us">isobe@its-america.us</a>	286 Madison Avenue, Suite 1700	New York	NY	10017	US		Coming to Tanglewood in summer; had little knowledge of region
Virgin Holidays Limited (UK)	Sue Livsey	<a href="mailto:sue.livsey@virginolidays.com">sue.livsey@virginolidays.com</a>	1971 W 190th St #280	Torrance	CA	90504	US		New to New England. Needs Winter photo.
Meeting Point North America (USA)	Helen Woodward	<a href="mailto:helen.woodward@meetingspointnorth.com">helen.woodward@meetingspointnorth.com</a>	The Galleria, Station Rd., Crawley	West Sussex		RH10 1WW	UK		Looking for Stockbridge properties
Universalturismo	Stefano Gnerucci	<a href="mailto:stefano.gnerucci@universalturismo.com">stefano.gnerucci@universalturismo.com</a>	5911 Turkey Lake Road, Suite 302	Orlando	FL	32819	US		Germany visitors Had FAM 2011; Wants more South & Central attractions info
The Internet Traveller	Hannah Phipps	<a href="mailto:hannah@theinternesttraveller.com">hannah@theinternesttraveller.com</a>	Via Camillo Cavour, 180	Firenze		50129	Italy		
Reimatours (Italy)	Luca Cesaretti	<a href="mailto:luca@reimatours.it">luca@reimatours.it</a>	Burns House, Harlands Rd., Haywards Heath	West Sussex		RH16 1PG	UK		Comes to Berkshires with TourMappers
Groupon Getaways	Thomas Rowe	<a href="mailto:trowe@groupon.com">trowe@groupon.com</a>	Via del Pianeta Venere, 85	Rome			Italy		December FAM, wants to organixe Shoulder season; 30% discount; select dates
Lusso Travel Ltd	Sarah Gibbons	<a href="mailto:sarah.gibbons@lussotravel.com">sarah.gibbons@lussotravel.com</a>	221 N La Salle Street	Chicago	IL	60601	US		FAM TourMappers
			17 London Road	Alderley Edge		SK9 7JY	UK		