

**SKITOPS  
TOUR OPERATOR ROSTER  
MARCH 15, 2008**

**ALPINE ADVENTURES – A NSTOA COMPANY**

**Attending:**

**Martina Reichsfeld,  
Lauren Fauvell  
Rick Reichsfeld  
Amy Yearwood**

3020 N Federal Hwy, Bldg 10  
Fort Lauderdale FL 33306  
(904) 564-6722  
FAX: (954) 564-6721  
Email: [rick@alpineadventures.net](mailto:rick@alpineadventures.net)  
[www.alpineadventures.net](http://www.alpineadventures.net)

**Geographic Market Represented:** Entire United States and Canada; with a heavy emphasis on the South Eastern United States. Growing number of European and Latin American Clients booking land only packages.

**Customer Types:** Gender: 62% Male; 38% Female  
Status: 43% Married; 57% Single  
Ages: 15% 21-25, 20% 26-35, 35% 36-45, 25% 46-65,  
5% over 66.

**General Business Description:** Alpine Adventures and Anywhere Adventures Specialize in active holidays for those who want to have more than the traditional beach vacation. Our adventurous clients come from all parts of North America and all corners of the globe.

**BOOKIT.COM**

**Attending:**

**Wendy Finlaw  
Jayme Gamble**

415 Beckrich Road, Suite 400  
Panama City Beach FL 32407  
(303) 913-3356  
FAX: (303) 937-6919  
email: [wendy.finlaw@bookit.com](mailto:wendy.finlaw@bookit.com)  
[www.bookit.com](http://www.bookit.com)

**Customer Types: 100% FIT**

**General Business Description:**

Bookit.com is an online travel company determined and dedicated to becoming the leader in providing travelers with the most intuitive online booking experience full of relevant information, helpful guides and travel tips.

**CERTIFIED VACATIONS**

**Attending:**

**Thomas Stone**

**Enid Richter**

110 E Broward Boulevard  
Ft Lauderdale FL 33301  
(954) 522-1440  
FAX: (954) 357-4529  
email: [tslone@certifiedvacations.travel](mailto:tslone@certifiedvacations.travel)  
[www.certifiedvacations.com](http://www.certifiedvacations.com)

**Customer Types:** 20% groups, 80% FIT. Delta Sky Miles members and Continental One Pass members comprise the core of our clientele.

**General Business Description:**

Over the past 25 years, millions of travelers have relied upon Certified Vacations Group to provide fun-filled vacations to the world's most exciting destinations. Continental Airlines Vacations, Delta Vacations and Future Vacations offers travelers a choice of air accommodations aboard 13 of the most trusted and well-known carriers and thousands of hotels and resorts in 100's of destinations worldwide.

**DAMAN-NELSON TRAVEL**

**Attending:**

**Ann Daman,**

**Pete Porter**

**Paige Peterson**

**Susan Sykes**

1061 Laurel Drive, Suite 100  
Lafayette CA 94549  
(925) 299-7020/(800) 782-4554  
FAX: (925) 299-7011  
Email: [dnt@skirun.com](mailto:dnt@skirun.com)  
[www.skirun.com](http://www.skirun.com)

**Geographic Market Represented:** National – all states.

**Customer Types:** Individuals, Groups, Medical and Dental Seminars.

**General Business Description:** Ski tour operator for the Western United States, Canada, and Europe. We specialize in ski tour packages including air, lodging, lift tickets, transfers, and lodging taxes. Also a full service agency for all your travel needs.

**EXPEDIA**

**Attending:**

**Tracee Adams  
Utpal Kaul  
Jim Carberry  
Zulema Romero**

3150 139<sup>th</sup> Ave SE  
Bellevue WA 98005  
(303) 650-6550/(800) 397-3342  
FAX: (866) 210-1984  
tadams@expedia.com  
[www.expedia.com](http://www.expedia.com)

**Geographic Market Represented:**

We are interested in selling all lodging and services related to mountain destinations located in Northern America. This includes but is not limited to condos, hotels, ground transport, air, lift tickets, tours, alpine activities and events.

**General Business Description:**

Expedia, Inc. is the parent company to some of the world's leading travel Companies, providing travel products and services to leisure and corporate Travelers in the US and around the world. We own and operate a Diversified portfolio of well-recognized brands – including Expedia.com, Hotels.com, Hotwire.com, TripAdvisor, Expedia Corporate Travel, Classic Vacations, VacationSport and a range of other US-based and international businesses. Attendees specialize in contracting lodging and activities for North American year-round mountain resort destinations to be featured on Expedia and Hotels.com world-wide sites.

**GREAT EVENTS & ESCAPES, LLC**

**Attending:**

**Ken Cutcliffe**

**Brian McDermott**

74 Bridge Street  
W Newbury MA 01985  
(978) 363-2100/(617) 838-2119 – cell  
FAX: (978) 363-2772  
[kencutcliffe@comcast.net](mailto:kencutcliffe@comcast.net)  
[www.greateventsandescapes.com](http://www.greateventsandescapes.com)

**Geographic Market Represented:** United States

**Customer Types:** Groups, Individuals

**General Business Description:** Member of Skitops featuring group travel and event planning to all major western and European ski destinations.

**HIGH POINT TRAVEL**

**Attending:**

**Chad Crain**

**Paula Isakson**

10440 N. Central Expy, Suite 122  
Dallas TX 75231  
(214) 691-0707(800) 683-3335  
FAX: (214) 368-6620  
[paula@highpointtravel.com](mailto:paula@highpointtravel.com)

**Geographic Market Represented:** United States with most emphasis on Western States. Interested in expanding business to other destinations throughout the United States and Canada.

**Customer Types:**

Gender: 50% Males; 50% Female

Status: 20% Married; 80% Single

Ages: 75% - 21 and younger

10% - 21-25

10% - 26-35

3% - 36-45

1% - 46-65

1% - over 66

**General Business Description:** High Point Travel is an independently owned wholesale travel company. Established in 1986, High Point Travel has been committed to quality, growth and leadership in all areas of the rapidly changing travel market. High Point Travel specializes in group adult and youth ski trips, adult and youth summer group trips in the Western United States, along with travel for individuals, families and small groups.

### **JTM TOURS**

**Attending:**

**Joanne Magro,  
Kathy George  
Melisa Buckley**

15958 Derwood Road  
Rockville MD 20855  
(301) 990-0013/(800) 247-7311  
FAX: (301) 990-4133  
[info@jtmtoours.com](mailto:info@jtmtoours.com)  
[www.jtmtoours.com](http://www.jtmtoours.com)

**Geographic Market Represented:** Nationwide

**Customer Types:** Ski Clubs, medical & Corporate Groups, student groups, family and FIT individual.

**General Business Description:**

JTM Tours, located in Rockville MD, has been a wholesale ski tour operator for almost 25 years and is a charter member of SkiTops. Our destinations include every major ski resort in the Western United States and Canadian Rockies as well as South America – Argentina and Chile. With a majority of our business being groups (ski clubs, families and corporate) we are currently focused on increasing the FIT market with an emphasis on packages that enhance the entire winter (and summer) experiences that the resorts have to offer.

### **LIBGO TRAVEL**

**Attending:**

**Nancy Stern  
Julie Houde**

69 Spring Street  
Ramsey NJ 07446  
(201) 934-3518  
FAX: (201) 934-3827  
[ludingtont@libgotravel.com](mailto:ludingtont@libgotravel.com)

**Geographic Market Represented:** United States, Canada & Mexico

**Customer Types:** FIT & Leisure Groups

**General Business Description:** LibGo Travel is the parent company of Liberty Travel and GOGO Worldwide Vacations. GoGo Worldwide Vacations, is a wholesale operator with 43 wholesale offices situated in 26 states and servicing over 18,000 travel agencies around the country, is the largest independently owned wholesale travel company in the United States. Liberty Travel, the retail division, owns and operates over 200 vacation travel stores. LibGo is responsible for supplier contracting for Liberty Travel, GOGO Worldwide Vacations and American Airlines Vacations.

### **MERIT TRAVEL GROUP**

**Attending:**

**Katarina George  
Ann Smalcel**

111-200 Peter Street  
Toronto Ontario Canada M5V 2H1  
(416) 368-8322/(800) 268-5940  
FAX: (416) 955-9869  
glenn.gaw@merit.ca  
[www.merit.ca](http://www.merit.ca)

**Geographic Market Represented:** Eastern Canada / United States.

**Customer Types:**

FIT, Individuals, Ski Groups (adult and student), Meeting and Incentive Travel.

**General Business Description:**

Since 1969 – Market: major Canadian, United States and European ski destinations, year-round. Spring/summer/fall golf program.

### **MOUNTAIN RESERVATIONS**

**Attending:**

**Jennifer Connelly  
Alan Mao**

1700 Park Avenue, Suite 2000  
Park City UT 84060  
(435) 655-0368 / (800) 754-9378  
FAX: (435) 655-9024

jen@mntres.com  
[www.mountainreservations.com](http://www.mountainreservations.com)

**Geographic Market Represented:**

Domestic and International

**General Business Description:**

Mountain Reservations is a leading provider of ski vacation packages throughout the Rocky Mountains. Travel partners choose from multiple inventory distribution channels, including GDS connectivity, real-time availability, and traditional call and request services. Mountain Reservations consistently delivers value to both consumers and suppliers through exceptional service and advanced

**ORBITZ WORLDWIDE**

**Attending:**

**David De Lallo**  
**Brett Asbury**  
**Jennifer Nielsen**

500 W Madison Avenue  
Suite 1000  
Chicago IL 60661  
(303) 827-3437  
FAX: (720) 489-3825  
[ddelalio@orbitz.com](mailto:ddelalio@orbitz.com)  
[www.orbitz.com](http://www.orbitz.com)

**Geographic Market Represented:**

Mountain destinations in North America, including the US and Canada.

**General Business Description:**

Orbitz Worldwide is the parent company of Orbitz, CheapTickets, The Away Network, ebookers, HotelClub.com, among others. We utilize a state-of-the-art global technology platform to leverage sales for the travel industry. Our attendees are focused on lodging, activities, and transportation for the mountain travel industry to be sold on Orbitz and CheapTickets domestically, and ebookers in the UK.

## **RESORT DESTINATION MARKETING-SKICOLORADO.COM**

### **Attending:**

**Kristen Cherry**

**Cassie Green**

**Jennifer Patze**

1655 Walnut Street, Suite 200

Boulder CO 80302

(303) 440-7921 x6212

FAX: (303) 440-4160

[Kcherry@Resortdestinationmarketing.com](mailto:Kcherry@Resortdestinationmarketing.com)

[www.skicolorado.com](http://www.skicolorado.com) and [www.moguls.com](http://www.moguls.com)

### **General Business Description:**

Resort Destination Marketing, parent company of Moguls Mountain Travel and SkiColorado.com, is a Boulder-based international vacation tour operator that specializes in North American, South American, and European vacations.

Visitors to skicolorado.com or moguls.com can browse the site and find everything they need to make a decision on where to ski and where to stay. Resort Destination Marketing offers skiers and snowboarders vacation options to the best slopes in the world, with customized packaging and planning for both individual and group travel. Find out about your favorite resorts at [www.skicolorado.com](http://www.skicolorado.com) and [www.moguls.com](http://www.moguls.com). Travel vacation specialists can be reached at (888) 604-5848 for custom built packages.

Under new ownership, the Moguls brand is entering its 25<sup>th</sup> year of providing innovative winter-sport and mountain destination tours to groups and individuals.

## **ROCKY MOUNTAIN VACATIONS**

### **Attending:**

**David Tanner,**

**Bob Stepniewski,**

**Julie Stepniewski**

**Cindy Stone**

**Anita Kindman**

931 Blake Avenue

Glenwood Springs CO 81601

(970) 945-4028/(800) 733-4028

FAX: (970) 945-8612

[info@colorado-ski-vacations.com](mailto:info@colorado-ski-vacations.com)

[www.colorado-ski-vacations.com](http://www.colorado-ski-vacations.com)



**Geographic Market Represented:**

Our clients travel from the Mid West, East Coast, Mid Atlantic and South Florida markets to all the major western ski destinations.

**Customer Types:**

80% of our business is FIT, mostly families. Our group bookings tend to be the smaller corporate groups, and ski clubs.

**General Business Description:**

Rocky Mountain Vacations offers value oriented air inclusive ski packages to All major western ski resorts in the US and Canada. Members of the National Ski Tour Operators Association (NSTOA).

**SKI ADVENTURES BY TOM GRAY**

**Attending:**

**Tom Gray**

**Jane Berglund**

6625 Lyndale Avenue South Suite 102

Minneapolis MN 55423

(612) 798-1492/(800) 827-4606

FAX: (612) 866-9644

[tom@skibytg.com](mailto:tom@skibytg.com)

**Geographic Market Represented:** Minnesota, North Dakota, South Dakota, Illinois, Wisconsin, Iowa.

**Customer Types:** Group and Individual

**General Business Description:**

Groups and individual packages for skiing, heli skiing, biking, heli hiking, golfing in Ireland and Scotland.

## **SKI.COM**

### **Attending:**

**Jennifer Hernandez,  
Carol Riley,  
Kathy Harding  
Kris McKinnon  
Kelly Wallace**

210 AABC Suite AA  
Aspen CO 81611  
(303) 355-4775/(800) 422-5969  
FAX: (303) 355-3583  
[Jennifer@ski.com](mailto:Jennifer@ski.com)  
[www.ski.com](http://www.ski.com)

### **General Business Description:**

Ski.com is the largest independent seller of ski vacations in North America and offers great packages or specials on a ski vacation that can include air fare, hotel accommodations, condominium properties, car rentals, ground transfers, lift tickets, equipment rentals, resort activities and much more. We are the ski vacation experts, offering personalized ski trips to the worlds greatest ski resorts either online or through our ski vacation travel specialists.

Ski.com, formerly Aspen Ski Tours, has booked ski vacations for 35 years and now offers ski packages to 75 of the world's greatest ski resorts, including resorts in Europe, North America and the Southern Hemisphere. North American ski resort offerings include Colorado ski vacations to Aspen, Snowmass, Beaver Creek, Vail, Telluride, and Steamboat. Utah ski vacations to Park City, Deer Valley, as well as Whistler, Jackson Hole, Big Sky, and more. Ski Europe at some of the greatest European ski resorts like France ski vacations at Chamonix, and Courchevel; Switzerland ski vacations to Davos and Zermatt; Austria ski vacations to Innsbruck and St. Anton; and Italy ski vacations to Cortina. Ski South America at exotic ski resorts like Bariloche, Portillo, Valle Nevado and Las Lenas.

Ski.com is different – we offer personalized service from independent, seasoned travel specialists with an average of 12 years of experience who will customize the perfect ski vacation. We also offer group ski vacations. Groups of 20 to 2,000 will have every detail planned, including meeting space and additional activities. Our new Club.ski.com program provides group ski trips that anyone can join. These set trips offer ski vacation selections from some of our great ski resorts.

**SKICAN**

**Attending:**

**Allyson Forshaw  
Annie Hout**

745 Mount Pleasant Road #300  
Toronto Ontario Canada M4S 2N4  
(416) 488-1169/(888) 475-4226  
FAX: (416) 488-7620  
[skican@skican.com](mailto:skican@skican.com)  
[www.skican.com](http://www.skican.com)

**Geographic Market Represented:** National, both Canada and USA, some off-shore.

**Customer Types:** FIT and Group.

**General Business Description:**

Since 1969, Skican has been offering air inclusive packages from its offices in Toronto and Montreal. Major product is ski packages to all major resorts in Canada, US West and Europe. Also offer Canadian golf and leisure/soft adventure products through Golfcan and Destinations Canada divisions.

**SNOW TOURS INC**

**Attending:**

**Guido Papa,  
Harry Sawicki**

1281 Paterson Plank Road  
Secaucus NJ 07094  
(201) 348-2244/(800) 222-1170  
FAX: (201) 348-0545  
[info@snowtour.com](mailto:info@snowtour.com)  
[www.snowtour.com](http://www.snowtour.com)

**Geographic Market Represented:** United States, Canada, Alaska, Europe, Australia/New Zealand, Chile, and Turkey.

**Customer Types:** Groups, including ski clubs, ski councils, adventure and social clubs, corporations, travel agencies, families, meeting and incentive travel, and individuals.

**General Business Description:** We sell all-inclusive air and land as well as land only packages. We specialize in organizing après ski vacations and excursions as well as summer adventures to Europe, the South Pacific, the National Parks, exotic locations, theme tours, and cruise, barge, bike and golf packages. Services include on site management and trip leader training.

**SNOWVENTURES SKI & SNOWBOARD VACATIONS INC – A NSTOA CO.**

**Attending:**

**Anne Courcier,  
Randall Howard**

1810 Airport Road  
Breckenridge CO 80424  
(970) 453-3989  
FAX: (970) 453-3985  
randall@snowventures.com  
[www.snowventures.com](http://www.snowventures.com)

**Geographic Market Represented:** The major destination ski resorts throughout the Western U.S., Canada and Europe.

**Customer Types:** FIT and groups.

**General Business Description:** Snow Ventures specializes in custom discounted ski packages to the Western US, Western Canada, and Europe. We represent an Independent evaluation of all lodging in the ski resorts. Our packages include discounted air, lodging, lifts, cars or ground transportation.

**SPORTS AMERICA TOURS**

**Attending:**

**Matt Hollis  
Mike Hibbard**

144 Stony Circle, Suite 155  
Santa Rosa CA 95401  
(707) 575-7547/(800) 876-8551  
FAX: (707) 575-7624  
[info@sportsamerica.com](mailto:info@sportsamerica.com)  
[www.sportsamerica.com](http://www.sportsamerica.com)

**Geographic Market Represented:** Western US, Midwest, and mid-atlantic regions. Internet responsible for bookings from virtually every state. Solid growth in foreign travelers (Asia, Europe, Latin America) to US/Canadian resorts.

**Customer Types:** Fairly even distribution of FIT and Groups. Groups are primarily adult with a few colleges.

**General Business Description:** Sports America works with primarily U.S. based travelers, coordinating travel to Western U.S. and Canadian ski resorts. We run a roughly 50/50 split between group and FIT Group markets and are strongest in the Midwest and East Coast. FIT markets are fairly evenly distributed across the U.S. with some international travelers.

### **THE LODGING COMPANY**

**Attending:**

**Corey Sullivan  
Rebecca Pattie**

200 -510 Bernard Avenue  
Kelowna BC Canada V1Y 6P1  
(250) 979-3939/(888) 676-9977  
FAX: (250) 868-6752  
[csullivan@lodgingcompany.com](mailto:csullivan@lodgingcompany.com)  
[www.skihills.com](http://www.skihills.com)  
[www.stays.com](http://www.stays.com)

**Geographic Market Represented:**

45% Canadians, 45% Americans, 10% International

**General Business Description:** The Lodging Company is one of the fastest growing online travel wholesalers specializing in North America's top ski destinations. Our dedicated team of vacation specialists are available 7 days a week to help our clients custom-tailor their holiday and take care of all the little details that make a vacation truly memorable and worry-free. Founded in 1999, The Lodging Company has grown to now host over 1,300 properties in 60 destinations. We are constantly expanding our horizons and taking clients to new destinations.

### **THE MARK TRAVEL CORPORATION**

**Attending:**

**Ali Kirchen,  
Lisa Kerkela**

P. O. Box 1460  
Milwaukee WI 53201  
(414) 934-2816  
FAX: (414) 351-2384  
[akirchen@marktravel.com](mailto:akirchen@marktravel.com)  
[www.marktravel.com](http://www.marktravel.com)

**Geographic Market Represented:** Domestic, International

**Customer Types:** FIT

**General Business Description:** With service to destinations worldwide, Mark Travel and its vacation companies provide value, superb care and complete end-to-end service for customers. Mark Travel is the company the world's leading airlines and hoteliers trust to manage their vacation brands and care for their customers. They chose Mark Travel because of the proven excellence displayed for the past 30 years in business managing successful owned brands. The Mark Travel Corporation provides the travel industry and its customers with value, quality, excellent service, reliability and financial stability.

United Airline Vacations  
Southwest Airlines Vacations  
Funjet Vacations  
Spirit Vacations  
Vacations by Adventure Tours  
Harley-Davidson Travel

ATA Vacations  
Midwest Airlines Vacations  
Mark International  
Continental Airlines Vacations UK  
United Vacations UK  
Affiliate Programs

**SKI ORGANIZERS / AMERICAN EXPRESS**

**Attending:**

**Craig Cook,  
Richard Savage  
Michael Boike  
Rob Barrie  
Tyler Mimken  
Jessica Sullivan  
John Steed  
Michael Landau  
Lance Cygielman**

7373 S. Alton Way  
Englewood CO 80112  
(303) 771-1178/(800) 283-2754  
FAX: (303) 771-1157  
[info@travelorganizers.com](mailto:info@travelorganizers.com)  
[www.travelorganizers.com](http://www.travelorganizers.com)

**Geographic Market Represented:** United States and International

**Customer Types:** Individuals, families, groups, clubs, corporations and incentive houses, travel agencies, tour operators

**General Business Description:** American Express Travel Representative company with multiple divisions, including a retail corporation and leisure travel agency, a meeting and incentive division, a tour operation organizing group and senior tours, and a wholesale division specializing in active sports travel packages for skiing, golfing, and scuba diving to destinations around the world; and a financial services division offering Foreign currency exchange as well as American Express Gift and Travelers checks.

### **TRAVELOCITY**

**Attending:**

**Rebecca Sharpe,  
Alaina Henry,  
Kevin Aiken,  
Cady Wolf  
Dan Spencer**

303 Second Street, Suite 650N  
San Francisco CA 94107  
(970) 726-8317  
FAX: (303) 632-2425  
[Rebecca.Sharpe@Travelocity.com](mailto:Rebecca.Sharpe@Travelocity.com)  
[www.Travelocity.com](http://www.Travelocity.com)

**Geographic Market Represented:** Domestic and International

**Customer Types:** Internet savvy, leisure traveler.

**General Business Description:** Travelocity provides complete online travel booking services to consumers, including air, car, hotel, packages and travel extras (lift tickets, rentals, transfers, activities, etc.). Travelocity's companies include lastminute.com (Europe), World Choice Travel, Travelocity.ca (Canada), Travelocity.mx (Mexico), and Zuji (Asia/Pacific).

**WINTER SKI & SPORT/SKI THE ROCKIES**

**Attending:**

**Shari Winter  
Ann Barrett**

4901 N. Main Street  
Downers Grove IL 60515  
(630) 969-5700/(800) 365-9819  
FAX: (630) 969-5792  
shari@skitherockies.com  
[www.skitherockies.com](http://www.skitherockies.com)

**Geographic Market Represented:** Nationwide and Canada

**General Business Description:** Winter Ski and Sport/Ski the Rockies is a nationwide ski tour operators with 22 years experience, offering customized ski trips for ski clubs, individuals, families and corporate groups to all major western U.S. and Canadian destination resorts. We offer negotiated contract air fares on all major carriers, hotel and condominium lodging, lift tickets, car rentals and ground transfers. Clients may shop, price and book online via our website at [www.skitherockies.com](http://www.skitherockies.com)