

**SKITOPS  
TOUR OPERATOR ROSTER  
March 15, 2010**

**ALPINE ADVENTURES – A NSTOA COMPANY**

**Attending:**

**Rick Reichsfeld,  
Lauren Fauvell  
Amy Yearwood  
Tessie Kenella**

3020 N Federal Hwy, Bldg 10  
Fort Lauderdale FL 33306  
(954) 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:**

**Kelly Blount  
TBA**

415 Beckrich Road, Suite 400  
Panama City Beach FL 32407  
(850) 234-8887 / (888) 782-9722  
FAX: (850) 235-3995  
email: [Kelly.blount@bookit.com](mailto:Kelly.blount@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.

**EXPEDIA**

**Attending:**

**Tracee Adams**

**Steve Sheely**

3150 139<sup>th</sup> Ave SE  
Bellevue WA 98005  
(303) 650-6550/(800) 397-3342  
FAX: (866) 210-1984  
ssheely@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.

**GENDRON SKI TRAVEL**

**Attending:**

**Monyse Belisle**

**Paul Dubrulle**

1465, boul. Mgr Langlois  
Salaberry-de-Valleyfield, Quebec

Canada J65 1C2  
(450) 373-8747 (Valleyfield)  
(514) 866-8747 (Montreal)  
(800) 561-8747 (Canada & US)  
FAX: (450) 373-2368  
mbelisle@voyagesgendron.com

**General Business Description:** Leading Canadian Ski Tour Operator since 1982, we are primarily selling Canadian, American, Chile and European ski destinations to our clientele, always striving to offer the best skiing experience, we also feature ski safaris, combining 2 or more destinations in one package. Snowcat and heliskiing is also represented amongst our products. We print 2 ski magazines each year (English and French versions) to promote our partners and packages.

**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.greateventsandescares.com](http://www.greateventsandescares.com)

**Geographic Market Represented:** United States

**Customer Types:** Groups, Individuals

**General Business Description:** Group ski travel specialists featuring Western US, Canada and Europe for 28 years.

**HIGH POINT TRAVEL**

**Attending:**

**Chad Crain**  
**Adam Stewart**

10440 N. Central Expy, Suite 122  
Dallas TX 75231  
(214) 691-0707(800) 683-3335  
FAX: (214) 368-6620  
ccrain@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.

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:**

**Not attending Network 2010 in Jasper**

69 Spring Street  
Ramsey NJ 07446  
(201) 934-3518  
FAX: (201) 934-3827  
colluccik@libgotravel.com

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

**Customer Types:** FIT & Leisure Groups

**General Business Description:** GoGo Worldwide Vacations is a B2B wholesale operator with 43 wholesale offices situated in 26 states and services over 18,000 travel agencies around the country. Our product line features over 200 destinations on four continents, including Canada, the Caribbean, Mexico, Central America, Europe, Florida, Domestic U.S. and Hawaii, encompassing more than 3,000 hotels, 50,000 allotted rooms nightly, in addition to airlines, ground operators, sightseeing and car rental companies.

GoGo is responsible for supplier contracting for Liberty Travel, GoGo Worldwide Vacations and American Airlines Vacations.

**LIFTOPIA.COM**

**Attending:**

**Evan Reece**

**Rob Webb**

1850 Gough Street, #201

San Francisco CA 94109

(415) 738-8228

FAX: (877) 749-6957

Email: [info@liftopia.com](mailto:info@liftopia.com)

[www.liftopia.com](http://www.liftopia.com)

**General Business Description:** Liftopia is a consumer website that allows Partners to sell more lift tickets and other products in advance. Liftopia helps Resorts increase skier visits by applying yield management strategies to lift Ticket and activity pricing. Beyond being a point of sale for tickets, Liftopia Is an active marketing tool to generate incremental business.

We work with 100's of ski resorts in the US and Canada and was listed as one of USA Today's Top 25 Budget Travel Sites.

**MERIT TRAVEL GROUP**

**Attending:**

**Rosa Amorim**

**Chris De Eyre**

111-200 Peter Street

Toronto Ontario Canada M5V 2H1

(416) 368-8322/(800) 268-5940

FAX: (416) 955-9869

[glenn.gaw@merit.ca](mailto: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.

**ORBITZ WORLDWIDE**

**Attending:**

**Jennifer Nielsen  
Grant Fitch**

500 W Madison Avenue  
Suite 1000  
Chicago IL 60661  
(435) 604-0535  
FAX: (435) 921-5054  
Jennifer.nielsen@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.

**RIPLEY'S MOUNTAIN ADVENTURES**

**Attending:**

**Brian Ripley  
TBA**

3349 W 38<sup>th</sup> Avenue  
Denver CO 80211  
(720) 904-1896  
FAX: (720) 904-1894  
[brian@ripleysadventures.com](mailto:brian@ripleysadventures.com)  
[www.ripleysadventures.com](http://www.ripleysadventures.com)

**General Business Description:** Ripley's Mountain Adventures is a Colorado based ski travel wholesale agency in its 11<sup>th</sup> season whose product offerings encompass the majority of major resort destinations through North and South America. Ripley's has a specialized groups division as well as a strong presence in the FIT market.

Our expert staff believes in the power of ski travel therapy and enjoys assisting satisfied clients from all over the world to “live the dream.” We take great pride in earning our extremely high customer satisfaction ratings and repeat business percentages in exceeding customer expectations for quality and service as standard practice.

### **ROCKY MOUNTAIN GETAWAYS**

**Attending:**

**Jeff Citron  
Lisa Citron**

P. O. Box 9561  
Breckenridge CO 80424  
(866) 764-3829 x802  
FAX: (970) 453-9396  
[jeff@rockymountaingetaways.com](mailto:jeff@rockymountaingetaways.com)  
[www.rockymountaingetaways.com](http://www.rockymountaingetaways.com)

Rocky Mountain Getaways is a ski tour operator based in Summit County, Colorado. We offer FIT and Group travel to Western U.S. and Canadian ski resorts. Our team of professional sales agents specialize in custom travel planning with a focus on high-end clients.

### **SKI ADVENTURES BY TOM GRAY**

**Attending:**

**Tom Gray**

6625 Lyndale Ave South, Suite 102  
Minneapolis MN 55423  
(612) 798-1492  
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 Description:**

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

**SKI DADDY**

**Attending:**

**Not attending Network 2010 Jasper**

1904 Regents Park Drive  
McKinney TX 75070  
(972) 548-1500  
FAX: (972) 548-1510  
Email: [mike@skidaddy.com](mailto:mike@skidaddy.com)  
[www.skidaddy.com](http://www.skidaddy.com)

**Geographic Market Represented:**

United States, with an emphasis on the Midwestern and Southern States.

**Customer Types:**

90% of our business is group travel and 10% of our business is FIT. Our Primary market is the youth trip market.

**General Business Description:**

Ski Daddy is an independently owner tour operator that specializes in group snow Ski packages to Colorado and New Mexico. Ski Daddy's mission is to make Every group feel like they are our only group. We want to be on the cutting edge by making group travel easy and affordable. Ski Daddy seeks to provide group leaders the convenience and expertise by offering invaluable service in handling all their ski trip planning needs.

**SKI ORGANIZERS (DIVISION OF TRAVEL ORGANIZERS AMERICAN EXPRESS)**

**Attending:**

Craig Cook  
Lance Cygielman

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

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.

**SKI.COM**

**Attending:**

**Jennifer Hernandez,  
Kathy Harding  
Kris McKinnon  
Mike Cleary  
Shelly Klein  
Dan Sherman  
Diana Carey**

210 AABC Suite AA  
Aspen CO 81611  
(970) 925-9500  
FAX: (970) 429-2673  
Kathy@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 LIMITED**

**Attending:**

**Bill Dodson  
Linda Kroiss**

745 Mount Pleasant Road  
Toronto Ontario Canada M4S 2L8  
(416) 488-1169  
FAX: (416) 488-7620  
[bdodson@skican.com](mailto:bdodson@skican.com)  
[www.skican.com](http://www.skican.com)

**Geographic Market Represented:** National, both Canada the U.S., some off-shore.

**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, Colorado and Europe. Also offer Canadian golf and leisure/soft adventure products through Golfcan and Destinations Canadian divisions.

**SKIGROUP.NET**

**Attending:**

**Melissa Schreiber  
Damian D'Apolito**

1427 County Road 83  
Boulder CO 80302  
(303) 495-5054  
FAX: (303) 444-0916  
[shall@skigroup.net](mailto:shall@skigroup.net)

**General Business Description:** We are a Boulder, Colorado-based mountain resort travel wholesaler. Staff has over 150 years of combined ski travel industry experience. Mostly groups, some FIT. Travel packages to all major North American resorts, Europe, South America and New Zealand. We work with corporate groups (ski clubs, meetings, incentives), traditional ski clubs, ski councils, family groups, graduate schools, undergraduate college clubs and associations.

**SNOW TOURS**

Attending:

**Guido Papa**  
**Harry Sawcki**

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:

**Randall Howard**  
**Tammee Butler**

P. O. Box 3910  
1810 Airport Road  
Breckenridge CO 80424  
(970) 453-3989  
FAX: (970) 453-3985  
[randall@snowventures.com](mailto: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:** Providing quality service for over 15 years, SnowVentures specializes in ski and snowboard vacations to over 25 resorts in the Western US, Canada, and South America.

**SPORTS AMERICA TOURS**

**Attending:**

**Mike Hibbard  
Caren Larkin**

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  
Jason Bell**

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

### **TOURS DE SPORT**

**Attending:**

**Cecil Carver  
Matthew Frost**

11419 Cronridge Drive Suite 2  
Owings Mills MD 21117  
(443) 471-4100  
FAX: (410) 356-8199  
[cecil@toursdesport.com](mailto:cecil@toursdesport.com)  
[www.toursdesport.com](http://www.toursdesport.com)

**General Business Description:** Tours de Sport is proud to be providing ski vacation packages since 1982. We specialize in quality, discount ski packages to the US and Canada. Discount ski vacation packages to over 35 of the top ski destinations in the US and Canada can be created using our website or by calling one of our knowledgeable ski vacation specialists.

**TRAVELOCITY**

**Attending:**

**Rebecca Sharpe,  
Alaina Henry,  
Daniel Spencer  
Sebastien Dubois**

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), and Zuji (Asia/Pacific).

**VACATIONROOST/MOUNTAIN RESERVATIONS**

**Attending:**

**Billie Jean Larson, Brittany Jonaitis,  
Kristin Cherry**

1700 Park Avenue, Suite 2000  
Park City UT 84060  
(435) 655-0368 / (800) 754-9378  
FAX: (435) 608-4747  
kcherry@vacationroost.com

**Geographic Market Represented:**  
Domestic and International

**General Description:**

VacationRoost is the industry leader in online vacation rentals. By consolidating three vacation rental companies-Mountain Reservations, Mexican Destinations, and Rooster.com-under one brand, VacationRoost is able to offer the largest and most varied inventory of rentals from sea to ski. Situated at the base of the Wasatch Mountains of Utah, VacationRoost has been helping travelers find their perfect vacation rentals since 2001.

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

**Attending:**

**Shari Winter**  
**Ann Barrett Gallagher**  
**Dan Ellis**

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)