



To:  
 From: Michele Cota  
 Date: May 11, 2026  
 Subject: 2026 Summit & International Marketplace Post Show Report

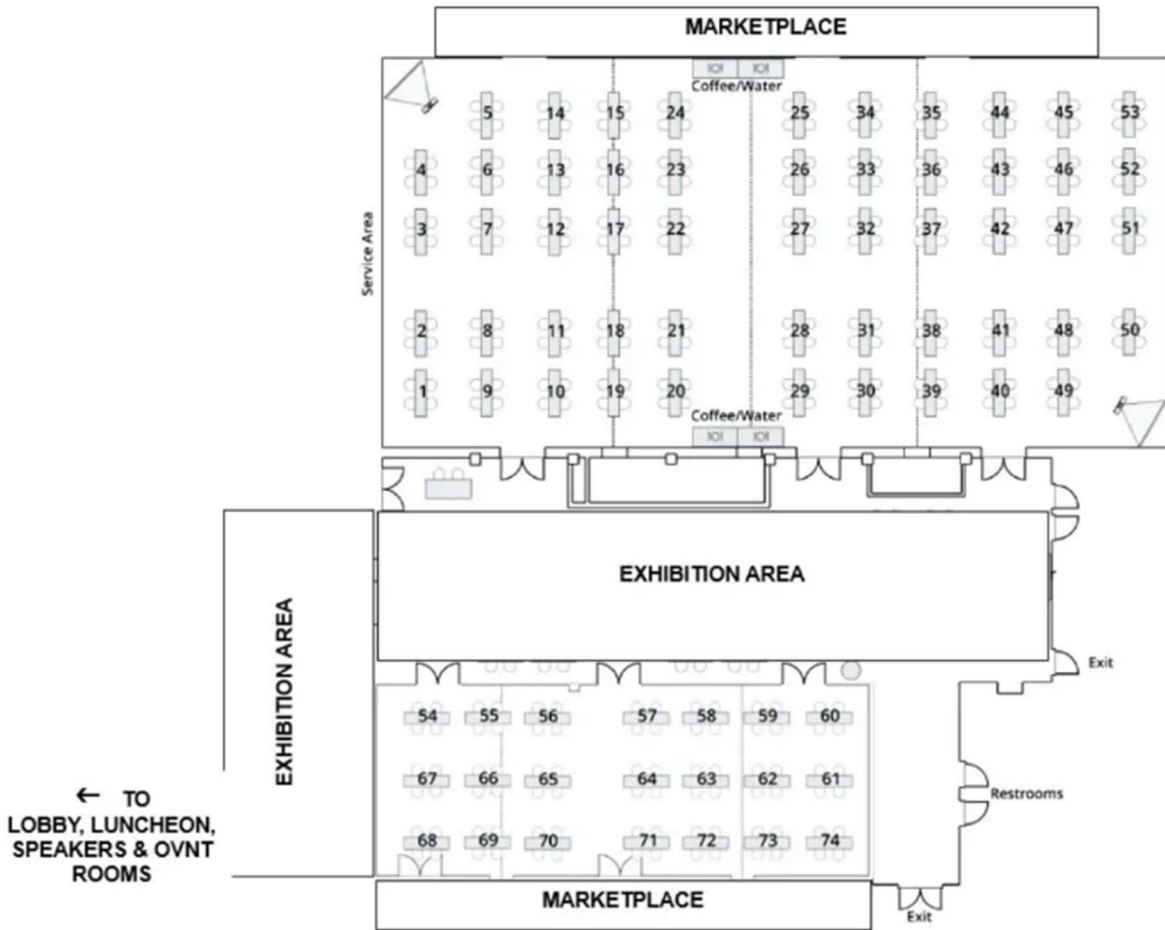
Discover New England (DNE) hosted the 28<sup>th</sup> Annual Summit & International Marketplace at the Hotel Champlain in Burlington, Vermont from April 13 – 15, 2026 (Monday - Wednesday). The Pre-FAM was hosted by Meet Boston and the state of Vermont and post FAMs hosted by state partners Maine and New Hampshire. There was a total of 307 attendees including the one-day Summit registrations, 271 registered attendees for the full conference. There were 73 appointment-taking tables and 24 Exhibition tables.

- 71 Registered International Tour Companies & Organizations, of which 9 cancelled in the days leading up to the conference for personal reasons (illness, passport issues, company policy due to war in Middle East) leaving 63 in attendance: 1 appointment taking media, 1 OTAs taking appointments, 10 receptives and 45 International Tour Operators, 6 DNE Market Reps who accepted appointments with suppliers)
  - o Including the appointment-taking DNE reps, there were 11 outside countries represented: 7 from Italy, 4 from Belgium, 3 from Netherlands, 5 from France, 2 from Japan, 1 from Switzerland, 7 from Germany, 4 from Ireland, 11 from UK, 1 from Spain, 2 from Canada, and 15 USA (some were multinational and based in USA).

- Marketplace – 5 States, 28 DMOs, 16 Attractions, 31 Accommodations, 3 Transportation, 1 BrandUSA:

| By State | Tables - 73 | Businesses - 84 | Attendees - 153 |
|----------|-------------|-----------------|-----------------|
| CT       | 5           | 6               | 9               |
| ME       | 6           | 7               | 10              |
| MA       | 31          | 37              | 68              |
| NH       | 14          | 15              | 26              |
| RI       | 6           | 6               | 9               |
| VT       | 10          | 12              | 26              |
| DC       | 1           | 1               | 4               |

- o 3,516 appointments scheduled out of 5,705 available slots. The average number of appointment slots per book was 31 for buyers and 24 for suppliers, out of 35 max. The appointments were 13-minute appointments with 2 minutes for appointment transition. Marketplace participants were able to block off appointment times for breaks.
- 15 Sponsors sending 20 attendees.
- 25 Exhibitors
- Speaker Program
  - o Day 1 Summit – 12 Speakers across 4 sessions (included media panel)
  - o Day 2 Luncheon – 8 Speakers



*Marketplace Floors*



*Summit Speakers*



*Luncheon*

The program included Summit Speaker sessions, a kick-off party in the Exhibition, an all-delegate lunch presentation and two evening events ([see attached schedules at a glance](#)). Private meetings were held with the board, media panel guests and with DNE's international reps. The event format and schedule stayed consistent with the year prior with the main difference being that multiple properties were utilized for room blocks and with the addition of the Directors' Breakfast with the Reps.

**Staffing**

DNE staff assignments- Jo Sabel Courtney was responsible for all arrivals and departures of the operators and media and Kerrie Tripp was the Supervisor of the Registration desk and all supplier needs. Anna McDermott, of DNE consultant Nancy Marshall Communication, was responsible for photography, social media and technology (Marketplace clock and presentations).



**DNE Staff and Volunteers** - Back Row from Left: Caroline Donaldson-Sinclair – TTM & Media FAM escort, Jo Sabel Courtney – FAM & Content Coordinator, Michele Cota - Executive Director, Sue Henrique, Kerrie Tripp – Product & Sales Director, Anna McDermott – Nancy Marshall Communications. From Row from Left: Mandy Cota and Summer Deschuytner

In addition, DNE had three volunteers return from the year prior who worked as show runners. They assisted with assembling badges, registration bags, and marketplace stands, and assisting in any other way necessary.

**Pre-FAMs (Participant list attached)**

Prior to Summit, MeetBoston hosted all of the buyers for two nights (April 8 + 9) at the Sheraton. The Midtown Boston hosted buyers with a low industry rate of \$199++ who were not able to commit to both nights or who wanted to extend their stay on their own. Each operator or delegation was given pre-loaded Charlie Cards, GoCity Boston Explorer passes, a Duck Tour complimentary. MeetBoston coordinated with delegation escorts and directly to operators if they weren't a part of a delegation using a program called Travify. Participants were offered a choice of fixed experiences requiring advance sign up:

- Morning 1 Options:
  - o Boston Cream Pie Experience at the Omni Parker House
  - o Morning City View Bike Tour with Urban AdvenTours
  - o Underground Railroad History Tour of Beacon Hill with Hub Town Tours
- Afternoon 1 Options:
  - o American Revolution & Boston 250 Sites Walking Tour with Boston History Company
  - o Back Bay & Beacon Hill Walking Tour with Wolfe Adventures
  - o Boston's Maritime & Revolutionary Stories with Wolfe Adventures
- Morning 2 Options:
  - o Back Bay Walking Tour with Hubtown Tours
  - o Boston Duck City Tours by Boston Duck Tours

All participants were invited to a reception at Swingers Boston with golf, arcade, culinary and cocktails and to attend a Meet Boston Dinner Party at the Museum of Fine Arts.



*MeetBoston Pre-Summit Program*

Premier Coach picked up the delegates using two coaches at the Sheraton Boston at Noon, Saturday, April 11. The two groups set out on two separate itineraries for two additional nights hosted by the Vermont Department of Tourism & Marketing.

- Group 1 with 23 participants: Staying in The Equinox and Capitol Plaza House. The tour visited downtown Manchester, Southern Vermont Arts Center, UVM Morgan Horse Farm, downtown Middlebury, Jessica's at Swift House Inn, Palmer's Sugar House, Barr Hill Distillery, South End Tour, and Church Street.
- Group 2 with 23 participants: Staying at Lake Morey Resort and Bluebird Cady Hill Lodge / AWOL Stowe (adjacent properties). The tour visited Fat Sheep Farm, Artisans Park, King Arthur Baking Company, downtown Woodstock and Stowe, Trapp Family Lodge, Stowe Bowl, Burlington South End Tour, and Church Street.



*Vermont Pre-Summit Program*

**Post-FAMS (Participant list attached)**

Following Summit, two operator post FAMS from April 15 - 17 traveled on different itineraries with one to Maine and the other to New Hampshire.

- Group A to Maine with 19 participants: Staying in The Stage Neck Inn and AC Hotel by Marriott Portland Downtown. The tour visited York's beaches, Kennebunk & Kennebunkport Coastal Discovery Tour by Mainely Experiences, downtown Freeport, Maine Beer Company, Fogg's Boat & Oyster Tour, Create Your Own Lobster Roll with Experience Maine, reception with Docent's Collection, choice of Summer Feet Bicycle Tour, self-guided downtown tour, and tea at the Regency, Portland Head Lighthouse, and lunch at Batson River.
- Group B to New Hampshire with 19 participants: Staying in Cambria Hotel North Conway and the Home2 Suites. The tour visited White Mountains Visitor Center, North Conway Grand Hotel, Fox Ridge Resort, the Green Granite Inn, Mount Washington Cog Railway, Omni Mount Washington Resort, Kahuna Laguna, downtown North Conway, The Christmas Farm Inn, Squam Lakes Natural Science Center and Hart's Turkey Farm.



## Exhibition & Arrival Welcome Kick-off Party

The Speakers & Sessions took place on Monday, April 13 from 1 PM – 4 PM while the tour operators were participating in their pre-FAM. Both were coordinated to conclude at the same time in the Exhibition hall where 25 exhibitor tables were displayed. DNE paid for two bars and a rotating hors d'oeuvres. The Vermont Department of Tourism & Marketing paid for a local musician. The room had colorful uplighting which was sponsored by Encore A/V. The kick-off party had great participation where the room was busy right until the end at about 6:00 PM. The tour operators began departing for the private off-site evening event at about 6:30 PM.

Delta was the official transportation sponsor again and was given an area of the lobby setup with lounge chairs and tables. This area was separate from the main Exhibition.



Exhibition

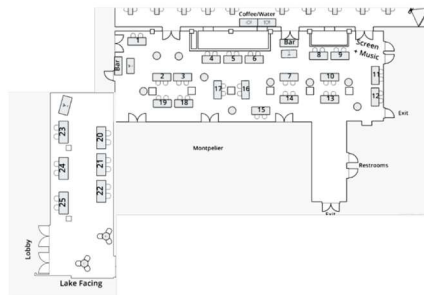


Kick Off Welcome Party



Delta Lounge in Exhibition

# Exhibition



|       |   |
|-------|---|
| Lobby | Delta   |
| 1     | Brand USA   |
| 2     | Vermont Department of Tourism & Marketing           |
| 3     | Hello Burlington                                    |
| 4     | Premier   |
| 5     | Expedia   |
| 6     | Hotel Vermont / Courtyard by Marriott               |
| 7     | Phoenix International / Northeast Media             |
| 8     | Joshua's Worldwide                                  |
| 9     | Sperling  |
| 10    | Patriot Rail Excursions                             |
| 11    | Great Wolf Lodge                                    |
| 12    | City Cruises  |
| 13    | Sojern, Inc   |
| 15    | Wheresight  |
| 16    | America Journal                                     |
| 17    | Southeastern Massachusetts Visitors Bureau          |
| 18    | Bandwango   |
| 20    | Under Shared Skies                                  |
| 21    | Massachusetts Office of Travel & Tourism            |
| 22    | Rhode Island Commerce Corporation                   |
| 23    | Connecticut Office of Statewide Marketing & Tourism |
| 24    | Maine Office of Tourism                             |
| 25    | New Hampshire Travel & Tourism                      |

## Evening Events

Hello Burlington and The Vermont Department of Tourism & Marketing worked with Delaney Event Management to host two evening events. The first evening on Monday, April 13 was a closed, private event hosted at the ECHO, Leahy Center for Lake Champlain for the tour operators. All exhibits were open for guests to explore. The location was walkable and did not require coach transportation.

On Tuesday, April 14, was the Vermont state dinner hosted as a Makers in Bloom event in the Mezzanine of the Hotel Champlain. It included a large buffet option in the Bloom Room which had a full, interactive art display by the Sparkle Barn. They had a DJ and vendors from local producers around the space.



### Closed Sessions

DNE held a board meeting on Monday morning, April 13, starting at 10 AM. In that same space starting at 11 AM, the guest media, Hello Burlington, Hotel Champlain Director of Sales, and BrandUSA joined the board for a two-hour roundtable discussion with lunch. The following morning, DNE hosted a Directors' Breakfast with the international reps in which eight reps met with the six directors.



DNE Board & Reps – From Left: Heather Pelham (VT), Carolann Ouelette (ME), Kate Fox (MA), Rachel Lenda (CT), Michelle Cruz (NH), Andreas Neirhorster (Germany), Mark Brodeur (RI), Duncan McCubbin (UK), Olga Mazzoni (Italy), Michele Cota (DNE), Fleur van den Berg (BENE), Shoko Hirao (Japan), Emmanuelle Massieu (France), Tony Lane (Ireland)

### Marketing & Communications

DNE hosted a How to Summit webinar available for anyone interested in Summit to attend that was recorded and shared via newsletter and on the website. The communications schedule included 33 newsletters and reminders segmented by Supplier, Buyer, Receptive, distributed starting as early as September 2025 with a Save the Date. DNE coordinated a social media and photography shot list plan with Communications consultant Marshall Communications. During the conference, DNE utilized the mobile app hosted by TEAMS to push notifications and reminders to all participants.

DNE printed 27 different signs to be displayed throughout the event including those requiring sponsor logos and directional.

### Media Panel



**MODERATOR**  
**MELANIE MAY**  
TALK TRAVEL  
DUBLIN CITY FM  
IRELAND



**GAIA GUARNO**  
JOURNALIST  
TURISMO &  
ATTUALITA  
ITALY



**JAMES DRAVEN**  
EDITOR  
JRNY AMERICA  
UK



**KATIE MCGONAGLE**  
HEAD OF FEATURES &  
SUPPLEMENTS  
TRAVEL WEEKLY  
UK



**SOPHIE DICKINSON**  
DEPUTY  
TRAVELEDITOR  
THE INDEPENDENT  
UK



**CHRISTIANE FLECHTNER**  
JOURNALIST &  
PHOTOGRAPHER  
GERMANY

DNE invited six A-level media from the UK, Ireland, Germany and Italy to participate in a FAM tour program, no assignment required, that overlaps with the Summit Program so they can attend a private

lunch with the state tourism directors, share their insight in a Speaker Panel Session and to attend Summit evening events.

The media arrived to Boston on Thursday, April 9 and continued their tour through Friday, April 17. Their experience was managed by DNE UK rep from TTM Caroline Donaldson-Sinclair and their transportation was a Mercedes Sprinter sponsored and driven by Joshua's Worldwide.

The media who arrived earlier on the 9<sup>th</sup>, joined the media team from Meet Boston for a visit to the Institute for Contemporary Art and food at High Street Place. They were then transported to the airport to pick up the remaining guests and then to check in at The Groton Inn. Other properties that hosted their stay include: The Westin Portland Harborview, The Lake Estate on Winnisquam, Hotel Champlain, Inn at Hastings Park and Omni Boston Seaport. Their tour of Maine, New Hampshire and Vermont and back to greater Boston included: Grain Surfboards, Beach Walk at Inn by the Sea, Portland Head Light and Fort Williams Park, Dry Dock Restaurant, Maine Mineral and Gem Museum, Sunday River Resort, Dox on Winnisquam, Squam Lakes Natural Science Center, Mill Falls Marketplace, Guiseppe's Pizzeria, Hermit Woods Winery, Sweet Mercy Kitchen, Kellerhaus, Golden Dog Farm, JCat, Burton Headquarters, South End Arts District Tour, Parish Hill Creamery, Public Art Walking Tour of downtown Brattleboro, Town Meeting Bistro, Lexington Historic Battle Green Tour and Minute Man National Historic Park, Time Out Market, VIP Tour of Fenway Park, Museum of Fine Arts, Marcelino's, Guided Innovation Trail, Sumiao Hunan Kitchen, and a guided Boston Loyalists Walking Tour.



### Summit Speakers & Sessions

The Speakers & Sessions portion was held on the first day of the official program, Monday, April 13 from 1 PM – 4 PM. It included an hour of market updates, an hour for the media panel and then two breakout sessions. The sessions had good participation with about 180 in the audience. Each year seems to be gaining more and more attendance.

- (15 min) Opening and Market Updates by DNE, Michele Cota
- (10 min) Arrivals & Forecasts by Tourism Economics, Patrick Smyton
- (20 min) International Update by BrandUSA, Chelsea Sullivan Kaiser
- (15 min) New England Booking Trends by Expedia Group, Kristen Hessel
- (60 min) International Media Panel (see above), Moderator Melanie May
- (30 min repeated) Breakout sessions:
  - How to Ignite Digital Transformation by Wheresight, Karl Llewellyn
  - Making the Pitch by TTM, Caroline Donaldson Sinclair

### Luncheon Speakers

The all-delegate luncheon program on the 18<sup>th</sup> had a very full room with about 300 attending.

- Welcome by Board Chair, Kate Fox
- Welcome by Hotel Champlain, David Barnett
- Welcome by Vermont Dept of Tourism & Marketing, Heather Pelham
- Remarks by State Treasurer Mike Pieciak
- Remarks by Brand USA, Chelsea Sullivan Kaiser
- Remarks by Delta Airlines UK Michelle De Costa
- Special Announcement by luncheon sponsor and 2027 host Connecticut Office of Tourism, Rachel Lenda

## Sponsors

- BrandUSA
- Connecticut Office of Tourism
- Expedia Group Media Solutions
- DNE Partner Program
- Bandwango
- View Boston
- Miles Partnership
- Best Western International – New England
- Yankee Publishing
- MeetBoston, Pre-FAM
- Vermont Dept of Tourism & Marketing (host)
- Hello Burlington (host)
- Delta Air Lines, flights for UK, IR and FR delegates
- Premier Coach, FAM transportation
- Joshua's Worldwide, FAM transportation



## Post Show Survey Summary

### (Survey responses sent to states separately)

Separate post show surveys created using Google Forms were distributed to registered buyers and suppliers on April 17 via ISSI Teams, the same day the FAMs concluded.

The Buyer Survey had 29 responses which is a response rate of 46%. The Buyer survey also went to the market reps.

- Experience with New England
  - o 86.2% have been selling New England product previously
  - o 13.7% are new to the region
- All but one respondent felt like they achieved their goal for attending
- 93.1% reported that they intend to increase future sales to Vermont
- The vast majority reported Very Good or Good to all categories. Some criticism was received regarding the Exhibition area and the luncheon food quality and rate of service.

The Supplier Survey had 41 responses which has a response rate of 20%:

- Bookings by overseas travelers over the past three years:
  - o 37.5% reported declines
  - o 31.3% reported flat or increase
- 17.1% of respondents generated imminent business from attending buyers
- The vast majority reported Very Good or Good to all categories. Some criticism received regarding the Exhibition area and the Breakfast Buffet food quality.

## Future Recommendations

- Send the supplier post show survey out immediately following the Marketplace conclusion. Wait to send the buyer post show survey out until immediately after the FAMs conclude.
- Hire an onsite event manager via a consulting firm.
- Expand Summit Speakers & Sessions with a keynote luncheon and more breakout sessions.
- Create an influencer policy.
- Offer a mini Marketplace for supplier services.

## Schedules

### BUYER SCHEDULE

#### Monday, April 13

- 11:00 AM Registration Opens (*Lobby*) Sponsored by *Best Western Hotels & Resorts of New England*
- 12:00 PM First-Timer Orientation & Tour (*Meet at Lobby Registration Desk*)
- 1:00 PM – 4:00 PM Summit Speakers & Sessions (*Green Mountain Ballroom*)
- 1:00 PM Welcome & Market Updates presented by *DNE, Tourism Economics, Brand USA, and Expedia Group*
- 2:00 PM International Media Panel
- 3:00 PM 30-Minute Breakout Sessions, each presented 2x, back to back
- Digital Transformation – Best Practices & Case Studies presented by *Wheresight (Lake Champlain Salon A)*
- Making the Pitch – Trade & Media presented by *Travel & Tourism Marketing (Lake Champlain Salon B)*
- 4:00 PM – 6:30 PM Buyer Pre-FAMs Arrive – Sponsored by *Premier Coach and Joshua's Worldwide*
- All-Delegate Welcome Kick-off Party (*Exhibition*)
- 6:30 PM – 9:00 PM Private Event for All Buyers: Wonder on the Waterfront – A Night at ECHO, Leahy Center for Lake Champlain (*Walkable*) Sponsored by *Hello Burlington and Vermont Dept of Tourism & Marketing*

#### Tuesday, April 14

- 7:00 AM – 9:00 AM Hot Breakfast Buffet at your leisure (*Green Mountain Ballroom*) Sponsored by *Expedia Group*
- 9:00 AM – 11:58 PM Marketplace I (*Adirondack & Montpelier*)
- 12:30 PM – 2:00 PM All-Delegate Plated Lunch (*Green Mountain Ballroom*) Sponsored by *Connecticut Office of Tourism*
- 2:30 PM – 5:15 PM Marketplace II (*Adirondack & Montpelier*)
- 6:30 PM Vermont Makers in Bloom (*Mezzanine*) Sponsored by *Hello Burlington and Vermont Dept of Tourism & Marketing*

#### Wednesday, April 15

- 7:00 AM – 9:00 AM Hot Breakfast Buffet at your leisure (*Green Mountain Ballroom*) Sponsored by *Expedia Group*
- 9:00 AM – 11:58 AM Marketplace III (*Adirondack & Montpelier*)
- 12:00 PM Grab & Go Lunches (*Green Mountain Ballroom*)
- 1:15 PM Post FAM Group A – Maine Departs (*Lobby*) Meeting 15 minutes prior. Sponsored by *Premier Coach and Joshua's Worldwide*
- 1:30 PM Post FAM Group B – New Hampshire Departs (*Lobby*) Meeting 15 minutes prior. Sponsored by *Premier Coach and Joshua's Worldwide*

## SUPPLIER SCHEDULE

### Monday, April 13

11:00 AM Registration Opens (*Lobby*) Sponsored by *Best Western Hotels & Resorts of New England*

12:00 PM First-Timer Orientation & Tour (*Meet at Lobby Registration Desk*)

1:00 PM – 4:00 PM Summit Speakers & Sessions (*Green Mountain Ballroom*)

1:00 PM Welcome & Market Updates presented by *DNE, Tourism Economics, Brand USA, and Expedia Group*

2:00 PM International Media Panel

3:00 PM 30-Minute Breakout Sessions

Digital Transformation – Best Practices & Case Studies presented by *Wheresight (Lake Champlain Salon A)*

Making the Pitch – Trade & Media presented by *Travel & Tourism Marketing (Lake Champlain Salon B)*

4:00 PM – 6:30 PM All-Delegate Welcome Kick-off Party (*Exhibition Evening On Own*)

### Tuesday, April 14

7:00 AM – 9:00 AM Hot Breakfast Buffet at your leisure (*Green Mountain Ballroom*) Sponsored by *Expedia Group*

9:00 AM – 11:58 PM Marketplace I (*Adirondack & Montpelier*)

12:30 PM – 2:00 PM All-Delegate Plated Lunch (*Green Mountain Ballroom*) Sponsored by *Connecticut Office of Tourism*

2:30 PM – 5:15 PM Marketplace II (*Adirondack & Montpelier*)

6:30 PM Vermont Makers in Bloom (*Mezzanine*) Sponsored by *Hello Burlington and Vermont Dept of Tourism & Marketing*

### Wednesday, April 15

7:00 AM – 9:00 AM Hot Breakfast Buffet at your leisure (*Green Mountain Ballroom*) Sponsored by *Expedia Group*

9:00 AM – 11:58 AM Marketplace III (*Adirondack & Montpelier*)

12:00 PM Grab & Go Lunches (*Green Mountain Ballroom*)

# PRE-FAM GROUP 1

## Traveling to Boston & Manchester

|    |   |   |         |                            |
|----|---|---|---------|----------------------------|
| 1  | Bob Spaulding<br>Cell: 802-342-6170<br><a href="#">Live Location Tracking</a> | Premier Coach                           |         | DRIVER                     |
| 2  | Duncan McCubbin<br>44 (0) 208 313 1717<br>duncan@ttmworld.co.uk               | Travel & Tourism<br>Marketing           | UK      | Primary escort<br>REP - UK |
| 3  | Helen Tabois  | Carrier Holidays                        | UK      | Int Operator               |
| 4  | Paul Jackson  | Discover North America                  | UK      | Int Operator               |
| 5  | Simon Hemmings  | Cox & Kings                             | UK      | Int Operator               |
| 6  | Antje Rohloff   | Dnata                                   | UK      | Int Operator               |
| 7  | Jerry Varnes  | World2Meet                              | Spain   | Int Operator               |
| 8  | Carmela Lucia RUGGIERO  | Go America                              | Italy   | Int Operator               |
| 9  | Raffaello BUTORI  | GO2WEST                                 | Italy   | Int Operator               |
| 10 | Laura Bitursi   | Insieme in Tour                         | Italy   | Int Operator               |
| 11 | Paolo Cesaretti   | Reima Tours                             | Italy   | Int Operator               |
| 12 | Antonella Cappadona   | Master Explorer                         | Italy   | Int Operator               |
| 13 | Olga Mazzoni  | THEMA srl                               | Italy   | REP - Italy                |
| 14 | Jacqueline Lagershausen   | Argus Reisen                            | Germany | Int Operator               |
| 15 | Elfriede Wank-Wrba  | Meridia Reisen                          | Germany | Int Operator               |
| 16 | Andreas Hofmann   | World Travel Team<br>Rhein-Kurier GmbH. | Germany | Int Operator               |
| 17 | Andreas Niehoerster   | Get it Across                           | Germany | REP - Germany              |
| 18 | Andre Eickholt  | Eagle Reisen                            | Germany | Int Operator               |
| 19 | Virginie Ginès  | CALIFUN                                 | France  | Int Operator               |
| 20 | Bertrand Juilliard  | Les Ateliers du Voyage                  | France  | Int Operator               |
| 21 | (Ms) Gianina Sand   | Amplitudes                              | France  | Int Operator               |
| 22 | (Mrs) Stephanie Bats  | Blanc Indigo                            | France  | Int Operator               |
| 23 | Emmanuelle Massieu  | Orkestra Tourism                        | France  | REP - France               |
| 24 | Stella Wang   | Globus Family                           | USA     | Int Operator               |

## PRE-FAM GROUP 2

### Traveling to Artisans Park

| ROOM |   |                             |             |                                 |
|------|---|-----------------------------|-------------|---------------------------------|
| 1    | Ken Harvey<br>Cell 802-353-8800<br><a href="#">Live Location Tracking</a>       | PREMIER COACH               |             | DRIVER                          |
| 2    | Fleur Van den Berg<br>Tel: 0031 624567854<br>fleur.van.den.berg@targettravel.nl | Target Travel Marketing     | BENELUX     | Primary escort<br>REP - BENELUX |
| 3    | Joeri Delbaere  | Joker Reizen                | Belgium     | Int Operator                    |
| 4    | Brecht De Blaere  | Exciting West               | Belgium     | Int Operator                    |
| 5    | Olivier Vandenbroucke   | USA Travel                  | Belgium     | Int Operator                    |
| 6    | Max Wielhouwer  | Exit Reizen                 | Netherlands | Int Operator                    |
| 7    | Norbert Kets  | Travel Time                 | Netherlands | Int Operator                    |
| 8    | Wessel Hendrix  | Ustravel.nl                 | Netherlands | Int Operator                    |
| 9    | (Ms) Ronja Haecker  | CANUSA                      | Germany     | Int Operator                    |
| 10   | Isabelle Huber  | Para Tours                  | Germany     | Int Operator                    |
| 11   | Ciara Foley   | Best4Travel                 | Ireland     | Int Operator                    |
| 12   | Bladhana Richardson   | American Holidays           | Ireland     | Int Operator                    |
| 13   | Ruth O'Mahny  | Tour America                | Ireland     | Int Operator                    |
| 14   | Tony Lane   | Woodstock<br>Communications | Ireland     | REP - Ireland                   |
| 15   | Cristina Caretti  | Lasciati Viaggiare          | Italy       | Int Operator                    |
| 16   | (Mr) Takashi Masui  | Travel Gallery              | Japan       | Int Operator                    |
| 17   | (Ms) Harumi Leonard   | JTB USA, Inc                | Japan       | Int Operator                    |
| 18   | Julien Yessine  | Expression Voyages          | Other       | Int Operator                    |
| 19   | Eve Cook  | The Internet Traveller      | UK          | Int Operator                    |
| 20   | Sarah Sutton  | Freedom Destinations        | UK          | Int Operator                    |
| 21   | Richard Wimms   | Vacations to America        | UK          | Int Operator                    |
|      | Nan Wimms   | Vacations to America        |             | Room share                      |
| 22   | Anna Nygren   | Overseas Network            | USA         | Receptive                       |
| 23   | Kathrin Petty   | Abercrombie & Kent          | USA/UK      | Int Operator                    |

## POST-FAM GROUP A Traveling to Maine

| Room |   |                          |             |                                 |
|------|---|--------------------------|-------------|---------------------------------|
| 1    | Bob Spaulding<br>Cell: 802-342-6170<br><a href="#">Live Location Tracking</a> | Premier Coach            |             | DRIVER                          |
| 2    | Andreas Niehoerster<br>+49 221 47 67 12 11<br>andreas@getitacross.de          | Get it Across            | Germany     | Primary Escort<br>REP - Germany |
| 3    | (Ms) Ronja Haecker  | CANUSA                   | Germany     | Int Operator                    |
| 4    | Elfriede Wank-Wrba  | Meridia Reisen           | Germany     | Int Operator                    |
| 5    | Isabelle Huber  | Para Tours               | Germany     | Int Operator                    |
| 6    | Tony Lane   | Woodstock Communications | Ireland     | REP - Ireland                   |
| 7    | Bladhana Richardson   | American Holidays        | Ireland     | Int Operator                    |
| 8    | Ruth O'Mahny  | Tour America             | Ireland     | Int Operator                    |
| 9    | Ciara Foley   | Best4Travel              | Ireland     | Int Operator                    |
| 10   | Olga Mazzoni  | THEMA srl                | Italy       | REP - Italy                     |
| 11   | Raffaello BUTORI  | GO2WEST                  | Italy       | Int Operator                    |
| 12   | Laura Bitursi   | Insieme in Tour          | Italy       | Int Operator                    |
| 13   | Cristina Caretti  | Lasciati Viaggiare       | Italy       | Int Operator                    |
| 14   | Antonella Cappadona   | Master Explorer          | Italy       | Int Operator                    |
| 15   | Olivier Vandenbroucke   | USA Travel               | Belgium     | Int Operator                    |
| 16   | Max Wielhouwer  | Exit Reizen              | Netherlands | Int Operator                    |
| 17   | Julien Yessine  | Expression Voyages       | Canada      | Int Operator                    |
| 18   | Simon Hemmings  | Cox & Kings              | UK          | Int Operator                    |
| 19   | Paul Jackson  | Discover North America   | UK          | Int Operator                    |
| 20   | Donna Roach   | Intercruises Shoreside   | USA         | Int Operator                    |

## POST-FAM GROUP B

### Traveling to New Hampshire

|      |   |                            |             |                                |
|------|---|----------------------------|-------------|--------------------------------|
| Room |   |                            |             |                                |
| 1    | Ken Harvey<br>Cell: 802-353-8800<br><a href="#">Live Location Tracking</a>  | Premier Coach              |             | DRIVER                         |
| 2    | Emmanuelle Massieu<br>+49-221-47 67 12 11<br><a href="mailto:emmanuelle@orquestra-tourism.com">emmanuelle@orquestra-tourism.com</a> | Orkestra Tourism           | France      | Primary Escort<br>REP - France |
| 3    | Virginie Ginès  | CALIFUN                    | France      | Int Operator                   |
| 4    | Bertrand Juilliard  | Les Ateliers du Voyage     | France      | Int Operator                   |
| 5    | (Ms) Gianina Sand   | Amplitudes                 | France      | Int Operator                   |
| 6    | (Mrs) Stephanie Bats  | Blanc Indigo               | France      | Int Operator                   |
| 7    | Duncan McCubbin   | Travel & Tourism Marketing | UK          |                                |
| 8    | Helen Tabois  | Carrier Holidays           | UK          | Int Operator                   |
| 9    | Sarah Sutton  | Freedom Destinations       | UK          | Int Operator                   |
| 10   | Eve Cook  | The Internet Traveller     | UK          | Int Operator                   |
| 11   | Antje Rohloff   | Dnata                      | UK          | Int Operator                   |
| 12   | Kathrin Petty   | Abercrombie & Kent         | USA/UK      | Int Operator                   |
| 13   | Fleur Van den Berg  | Target Travel Marketing    | BENELUX     |                                |
| 14   | Joeri Delbaere  | Joker Reizen               | Belgium     | Int Operator                   |
| 15   | Norbert Kets  | Travel Time                | Netherlands | Int Operator                   |
| 16   | Wessel Hendrix  | Ustravel.nl                | Netherlands | Int Operator                   |
| 17   | Carmela Lucia RUGGIERO  | Go America                 | Italy       | Int Operator                   |
| 18   | (Ms) Harumi Leonard   | JTB USA, Inc               | Japan       | Int Operator                   |
| 19   | Jacqueline Lagershausen   | Argus Reisen               | Germany     | Int Operator                   |
| 20   | Andre Eickholt  | Eagle Reisen               | Germany     | Int Operator                   |