SKITOPS
TOUR OPERATOR ROSTER
March 20, 2012

ALPINE ADVENTURES
Attending:

Rick Reichsfeld,
Lauren Fauvell
Don Hartman
Amy Yearwood

3020 N Federal Hwy, Bldg 10
Fort Lauderdale FL 33306
(954) 564-6722
FAX: (954) 564-6721
Email: rick@alpineadventures.net
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 were founded on the principal that everyone deserves high quality, active vacations. We take pride in researching, findings, marketing, and selling some of the finest and most innovative adventures in the world.

BOOKIT.COM
Attending:

Kristine Heller
Dixi Craft

376 S. Vine Street
Denver CO 80209
(720) 626-3363
Email: Kristine.heller@bookit.com
www.bookit.com
Customer Types: 100% FIT

**General Business Description:**
Bookit.com is a quickly growing Online Travel Marketing Company with over 500 employees selling destinations across the US, Mexico and the Caribbean. Our Mountain Travel division currently markets lodging and activities in Lake Tahoe, Utah and Colorado.

**ECHO TOURS**
Attending:
- Steve Smolinski
- Stephanie Kubiak
- Matt MacDonald

800 S. Rochester Unit D
Ontario CA 91761
(909) 399-9335
FAX: (909) 390-5390
Email: stephanie@echotours.com

Lifestylez and Echo Tours make up one of the nation’s largest and most reputable operators of ski and snowboard tours in the United States. For well over twenty-five year, we have excelled in providing the highest quality custom tours to the hottest destinations. Professionalism and integrity have always been our trademarks.

Traveling thousands to ski resorts nationally and internationally, our main goal is to introduce young adults and seasoned travelers alike to a new mountain bound experience. We pride ourselves on creating multi-faceted programs and events enhancing the traveler’s ski trip to more than just a vacation, it becomes a tradition.

**EXPEDIA**
Attending:
- Susan Bierman
- Steve Sheely

333 08th Ave NE
Bellevue WA 98004
(970) 668-0173
FAX: (866) 210-1984
sbierman@expedia.com
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**

Gendron Travel is not attending this Network in 2012 at Canyons Resort

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
www.greateventsandescapes.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
  Amy Walz
  Adam “Scoop” Stewart
  Leigh Liebmann
12160 Abrams Road #320
Dallas TX 75243
(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 is celebrating 25 years of experience Family, youth, church and group ski trip planning. Primarily working in North America, we have established relationships with over 25 ski resorts, numerous bus companies, airlines, lodging properties, as well as ski and snowboard rental companies.
**LIFTOPIA.COM**

Attending:
- Rob Webb
- Diana Paasch
- Ron Schneiderman
- Kate Christiaanse
- Jaydon Robinson
- Otto Imken

251 Kearny Street, Suite 400
San Francisco CA 94108
(415) 685-4832
Email: info@liftopia.com
www.liftopia.com

**General Business Description:** Liftopia helps ski resorts broaden their marketing and sales through the Liftopia.com website. Liftopia sells date-specific, non-refundable, advance-purchase lift tickets, rentals, and packages, and gives resorts complete control over prices and inventory at all times. Liftopia is the largest seller of lift tickets in North America.

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**MERIT TRAVEL GROUP**

Attending:

Merit Travel Group was not able to attend Network 2012 at Canyons

111 Peter Street Suite 200
Toronto Ontario Canada M5V 2H1
(416) 364-3775/(800) 268-5940
FAX: (416) 955-9869
cde@merit.ca
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:** Merit Travel Group is a privately held, owner-managed company established in 1991 by its current shareholders, Michael Merrithew and Louise de Grandpre. Since 1991, Merit has grown to become the
largest independent specialty travel company in Canada. More than 400 Merit Travel professionals located at more than 50 offices across the country provide advice and services to more than 500,000 travellers every year. Merit currently operates ski vacations under the brands Merit Ski Vacations, Ultimate Ski Vacations, and Air Canada Ski Vacations.

**ROCKY MOUNTAIN GETAWAYS**

*Attending:*

Jeff Citron  
Lisa Citron  
Tim Soneson

P. O. Box 9561  
Breckenridge CO 80424  
(866) 764-3829 x802  
FAX: (970) 453-9396  
jeff@rockymountaingetaways.com  
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  
Andy Hatch

6625 Lyndale Ave South, Suite 102  
Minneapolis MN 55423  
(612) 798-1492  
FAX: (612) 866-9644  
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:

   Mike DiLeo  
   Leanne DiLeo  

113 S. Tennessee Street  
McKinney TX 75069  
(972) 548-1500  
FAX: (972) 548-1510  
Email: mike@skidaddy.com  
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.COM**

Attending:

   Jennifer Hernandez,  
   Kathy Harding  
   Kris McKinnon  
   Shelly Klein  
   Dan Sherman  
   Diana Carey  
   Harry Peisach  

1512 Grand Avenue, Ste 205  
Glenwood Springs CO 81601  
(970) 925-9500  
FAX: (970) 945-1367  
Kathy@ski.com  
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 world’s 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  
Morag Donald

300-745 Mount Pleasant Road  
Toronto Ontario Canada M4S 2N4  
(416) 488-1169  
FAX: (416) 488-7620  
bdodson@skican.com  
www.skican.com

**Geographic Market Represented:** National, both Canada the U.S., some offshore.

**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 Destionations Canadian divisions.

**SKIGROUP.NET**

Attending:

Melissa Schreiber  
Damian D’Apolito  
Stephen Hall

1427 County Road 83  
Boulder CO 80302  
(303) 495-5054  
FAX: (303) 444-0916  
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 Sawicki

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

**SPORTS AMERICA TOURS**
Attending:

Mike Hibbard  
Sara Sonders  
Lisa Morgan  
Kaitlin Bahrijezuk

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

Sports America is one of the largest independently owned ski tour operators in the United States focusing only on Western and Canadian ski resorts. (We’re certain Eastern resorts and European resorts are nice, but we’ve never seen em). Skiing is our business. After 35 years of experience, Sports America has lived up to a reputation of unbeatable quality, experience, and dedication.

Sports America works with primarily U.S. based travelers. We run a roughly 50/50 split between group and FIT Group markets. Common to either our group or individual trips is quality. Whether you book online or call to discuss your needs, you’re assigned a personal account manager. Our group markets 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  
Hanna Williams

200 -510 Bernard Avenue  
Kelowna BC Canada V1Y 6P1  
(778) 478-8106/(888) 676-9977  
FAX: (778) 478-8107  
csullivan@lodgingcompany.com  
www.skihills.com  
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:**

Matthew Anderson  
Lessenia Richards

8907 N. Port Washington Road  
Milwaukee WI 53217  
(414) 934-2461  
FAX: (414) 351-2384  
Email: manderson@marktravel.com  
[www.marktravel.com](http://www.marktravel.com)

**Geographic Market Represented:** Domestic, International

**Customer Types:** FIT

**General Business Description:** The Mark Travel Corporation is a global organization and a recognized leader in the business of making vacation dreams come true.

Since 1974, we have been the company the world’s leading airlines and hoteliers trust to manage their vacation brands and take care of their customers. With service to more than 1,100 destinations worldwide, Mark Travel and its vacation companies provide value, superb care and complete End-to-End service for our customers.
TOURS DE SPORT
Attending:

   Ed Holofcener
   Cecil Carver
   Lance Cygielman

11419 Cronridge Drive Suite 2
Owings Mills MD 21117
(410) 356-8100
FAX: (410) 356-8199
cecil@toursdesport.com
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 50 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,
   Adam Feehan
   David Yoo

P.O. Box 128
Winter Park CO 80482
(970) 726-9577
FAX: (303) 632-2425
rebecca.sharpe@travelocity.com
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:
  Kristen Cherry
  Mark McGill
  Beverly Cutshaw
  Richard Stratton

2795 E. Cottonwood Parkway Suite 300
Salt Lake City, UT 84121
(801) 559-3246
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:
  Karl Winter
  Dan Ellis

4901 N. Main Street
Downers Grove IL 60190
(630) 969-5800/(800) 365-9819
FAX: (630) 969-5792
shari@skitherockies.com
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