

International Trade

PARTNERSHIP OPPORTUNITIES

Date	Location	Event	Opportunity	Investment	Benefit to Individual Partner
Ongoing		OR Overseas Newsbrief	Email Newsletter	No Cost	Detailed and up-to-date international information
April 23-28, 2004	LOS ANGELES, CALIFORNIA	International Pow Wow 2004	Participation in person only/waiting list	\$1,975 TIA or \$2,375 Non-TIA Member	One-on-one appointments with international tour operators, solicited by OTC by OTC.
June 14, 2004	JAPAN Tokyo	Governor's Trade Mission to Asia	Tourism Event	No Charge	Networking opportunity with Japanese trade and media
September 2004	JAPAN Tokyo	Tourism Sales Mission	Participation	\$1,500/person	One-on-one appointments, networking, future catalog inclusion.
September 2004	JAPAN Tokyo	SeeAmerica/ JATA Trade Show	Participation	Included in above participation fee	Trade show participation, meet Japanese trade and media, solicited by OTC.
November 3-7, 2004	ITALY	Visit USA Italy Showcase	Participation Brochure Shipment	\$750 per person \$50	One-one appointments with Italian trade and media future catalog insertions and coverage.
TBD pre- or post- Italy Showcase	ITALY	Italy Incentive Show	Participation	Unknown	TBD.
November 10-13, 2004	UNITED KINGDOM London	World Travel Market	Participation Brochure Shipment	\$1,500 \$175	One-one-one appointments with British trade and media for future catalog insertions and coverage.
January 2005	LOS ANGELES, CALIFORNIA	North American Journeys Summit	Participation	Unknown	One-on-one appointments with LA based receptives.
January 25-	SCOTTSDALE,	Go West	Participation	\$900	One-on-one

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29, 2005	ARIZONA	Summit			appointments with international and domestic tour operators and receptive operators.
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March 2005	GERMANY Berlin	ITB (trade and media)	Participation Brochure Shipment	\$1,800 \$100	On-on-one appointments with German and European trade and media for future catalog insertions.
May 2005	NEW YORK	International Pow Wow 2005	Participation/ waiting list	\$1,975 TIA or \$2,375 Non TIA member	One-on-one appointments with int'l tour operators, solicited by OTC.
Ongoing	OREGON	European Media Research Trips (German speaking, United Kingdom, others)	To be announced via <i>Overseas Newsbrief</i>		Have qualified media experience your product/business personally for potential future coverage, therefore business.
Ongoing	OREGON	European Trade Research Trips (German speaking, United Kingdom, others)	To be announced via <i>Overseas Newsbrief</i>		Have qualified tour operators and/or travel agents personally experience your product/business for familiarization or potential future catalog insertions.

OF SPECIAL NOTE:

All travel costs are in addition to these *estimated* participation costs/investment.

CONTACT for all International Trade Opportunities:

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Ongoing	JAPAN, OTHERS	Asian Media Research Trips	To be announced via <i>Overseas Newsbrief</i>	To be announced	Have qualified media experience your product/business personally for potential future coverage, therefore business
Ongoing	JAPAN, OTHERS	Asian Travel Trade Research Trips	To be announced via <i>Overseas Newsbrief</i>	To be announced	Have qualified tour operators and/or travel agents personally experience your product/business for familiarization or potential future catalog insertions
May 1-8, 2004	UNITED KINGDOM	Essentially America, Media	Complimentary meals, lodging, attractions, transportation	In-kind support	Have the UK's top USA travel magazine experience your product/business personally for potential future coverage, therefore business
May 3-8, 2004	GERMANY	Meier's Weltreisen Tour Operators, Travel Agents	Complimentary meals, lodging, attractions, transportation	In-kind support	Have one of Germany's top tour operators' selected retail travel agents personally experience your product/business for familiarization to sell Meier's Oregon product
May 8-11, 2004	THE NETHERLANDS	Aireka Tour Operator, Travel Agents	Complimentary meals, lodging, attractions	In-kind support	Have Dutch tour operator's qualified retail

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			attractions, transportation.		qualified retail travel agents personally experience your product/business for familiarization to sell Aireka Oregon product
May 23- 29, 2004	GERMANY	DER Tours, German Media	Complimentary meals, lodging, attractions, transportation	In-kind support	Have one of Germany's top tour operators' invited regional newspapers personally experience your product/business to emphasize DERTour's Oregon product
June 2004 Postponed to 2005	CENTRAL AND EASTERN EUROPE	WorldWide Gruppenreisen, Tour Operators & Travel Agent Group Departments	Complimentary meals, lodging, attractions, transportation	In-kind support	Have one of Germany's top producing escorted motorcoach wholesaler's selected retail travel agents and tour operators personally experience the featured product/business for familiarization to sell Worldwide Gruppenreisen's Oregon product
June 2004	GERMANY	ARGUS Reisen, Ranch Tour Operator	Complimentary meals, lodging, attractions, transportation	In-kind support	This German Ranch tour operator is familiarizing herself with current Oregon ranch product and researching new ranch/fly- drive product
June 2004	JAPAN	NWA Travel	Complimentary	In-kind	Have NWA

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		Trade Group #1, Tour Operators and Travel Agents	meals, lodging, attractions, transportation	support	qualified tour operators and/or travel agents personally experience your product/business for familiarization or potential future catalog insertions
June 2004	JAPAN	NWA Travel Trade Group #2, Tour Operators and Travel Agents	Complimentary meals, lodging, attractions, transportation	In-kind support	Have NWA qualified tour operators and/or travel agents personally experience your product/business for familiarization or potential future catalog insertions
<p>International Trade PARTNERSHIP OPPORTUNITIES (continued)</p>					
June 2004	GERMANY	Ole Helmhausen, Media	Complimentary meals, lodging, attractions, transportation	In-kind support	Have this freelance journalist experience your product/business personally for a Coastal story for German dailies, magazines, online Der Spiegel coverage, therefore business
June 11- 15, 2004 Postponed to fall 04	JAPAN	NWA Inaugural Flight Press Group	Complimentary meals, lodging, attractions, transportation	In-kind support	Have NWA qualified journalists experience your product/business to emphasize Portland as a NWA gateway and Oregon as a new NWA and "Slow

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					Life” destination
July 2-7, 2004	JAPAN	RAISIN Magazine, Media	Complimentary meals, lodging, attractions, transportation	In-kind support	Host RAISIN experience your product/business personally for a “Portland Slow Life” story for Japan, therefore business
Fall 2004	GERMANY	German Travel Industry Advisory Board	Complimentary meals, lodging, attractions, transportation	In-kind support	TBD
Fall 2004	UNITED KINGDOM	Pilot Film & Television Productions, Ltd., Media	Complimentary meals, lodging, attractions, transportation	In-kind support	To showcase yourself to this highly acclaimed travel documentary series in the UK, broadcast in over 40 countries
August 31-September 14, 2004	GERMANY	Axel Scheibe, Media	Complimentary meals, lodging, attractions, transportation	In-kind support	Have this freelance journalist and photographer experience your product/business personally for a RV Portland-East story for German daily regional, RV magazine, and misc. magazines coverage, therefore business
September 2004	BELGIUM	Jetair/TUI, Travel Agents	Complimentary meals, lodging, attractions, transportation	In-kind support	Have one of Belgium’s top tour operators’ selected retail travel agents personally experience your product/business for familiarization to sell Jetair/TUI Oregon product, developed by Rocky Mountain

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					Holiday Tours
September 2004	GERMANY	Lufthansa Germany Press Office	Complimentary meals, lodging, attractions, transportation	In-kind support	Have Lufthansa qualified journalists experience your product/business to emphasize Portland as a LH gateway and Oregon as a new LH destination.

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