

Company	Country	Page
Across The World.....	Italy.....	5
ag traveltrend .....	Switzerland .....	6
AIRTOUCH.....	Finland .....	7
Albatros Travel .....	Denmark .....	8
Alpinschule Innsbruck GmbH .....	Austria .....	9
ARCTIC ADVENTURE ApS .....	Denmark .....	10
ARCTIC WONDERLAND TOURS.....	Greenland .....	11
Askja Reizen .....	Netherlands.....	12
Atlantic Airways.....	Denmark.....	13
BBI Travel .....	Netherlands.....	14
Beluga Expeditions & Adventures .....	Netherlands.....	15
Bookingdotcom Sverige AB.....	Sweden .....	16
Buro Scandinavia BV .....	Netherlands.....	17
Comptoir d'Islande et du Groenland .....	France .....	18
Cristiano Viaggi S.r.l. ....	Italy.....	19
Culture Adventure .....	Denmark.....	20
d6a66.....	Spain.....	21
DERTOUR GmbH & Co KG .....	Germany.....	22
Destination of the World.....	United Kingdom.....	23
DINrejse.com .....	Denmark .....	24
Discover the World .....	United Kingdom.....	25
Expedia.....	United Kingdom.....	26
Five Stars of Scandinavia .....	USA .....	27
Glur Reisen AG .....	Switzerland .....	28
Grand nord Grand large.....	France .....	29
GreenGate Incoming.....	Faroe Islands.....	30
Greenland & Iceland Travel Service .....	Denmark .....	31
Greenland Expert .....	Denmark .....	32
Greenland Travel.....	Denmark.....	33
Grönlandsresor .....	Sweden .....	34
GTA Reisen GmbH .....	Germany.....	35
HRS Hotel Reservation Servic.....	Germany.....	36
ICE Travel ApS.....	Denmark .....	37
Iceland Adventure/ Horses North, LLC .....	USA .....	38
Iceland Explorer .....	Sweden.....	39
Iceland ProTravel.co.uk.....	United Kingdom.....	40
Iceland Saga Travel, LLC .....	USA .....	41
Iceland Travel Mart.....	Iceland .....	42
Icelandair .....	Denmark.....	43
Icelandair USA/Icelandair Holidays .....	USA .....	44
IceTour.....	Norway .....	45
IJsland Tours BV .....	Netherlands.....	46
IKARUS Tours GmbH .....	Germany.....	47

Company	Country	Page
Impuls Travel	Poland	48
Island Erlebnisreisen	Germany	49
Island ProTravel GmbH	Germany	50
Island ProTravel Holding	Iceland	51
Island ProTravel Island ehf.	Iceland	52
Island ProTravel Scandinavia AB	Sweden	53
Island ProTravel Switzerland	Switzerland	54
ISLAND TOURS	France	55
Island Tours Italy	Italy	56
ISLAND TOURS Spain	Spain	57
Islandia AB	Sweden	58
Islandia Travel Norway	Norway	59
Islandsresor & Atlantöar AB	Sweden	60
Kneissl Touristik Ges.m.b.H.	Austria	61
Kontiki Saga Reisen AG	Switzerland	62
Landsyn.no	Norway	63
Niko Nordic Aps	Denmark	64
NORD ESPACES	France	65
Nordic Adventure	Denmark	66
Nordic Tours A/S	Denmark	67
Nordic Travel	Australia	68
NORTH and AWAY	Belgium	69
North Travel ApS	Denmark	70
Nuna Travel	Italy	71
Oceanwide Expeditions	Netherlands	72
Profil Rejser A/S	Denmark	73
Rannoch Documentary Expeditions	USA	74
Saga Matkat Oy, Saga Tours Ltd	Finland	75
SAMIKO	Russia	76
Scandinavian Travel Centre	Hungary	77
Scandinavian Travel Team & Incentives	Sweden	78
seiviaggi tour operator	Italy	79
Senior Rejser	Denmark	80
Service-Reisen Giessen	Germany	81
Steintours	Sweden	82
Topas	Denmark	83
TRANSHOTEL	Spain	84
Troll Tours Reisen GmbH	Germany	85
Tupilak Travel	Greenland	86
VALHALLA TRAVEL & TOURS	Canada	87
VIAJES TIERRAS POLARES	Spain	88
Viking Inc.	Japan	89
Vulkan Resor AB	Sweden	90

Company	Country	Page
Nordic Travel .....	Australia .....	68
Alpinschule Innsbruck GmbH .....	Austria .....	9
Kneissl Touristik Ges.m.b.H. ....	Austria .....	61
NORTH and AWAY .....	Belgium .....	69
VALHALLA TRAVEL & TOURS.....	Canada .....	87
Albatros Travel .....	Denmark .....	8
ARCTIC ADVENTURE ApS .....	Denmark .....	10
Atlantic Airways .....	Denmark .....	13
Culture Adventure .....	Denmark .....	20
DINrejse.com .....	Denmark .....	24
Greenland & Iceland Travel Service .....	Denmark .....	31
Greenland Expert .....	Denmark .....	32
Greenland Travel .....	Denmark .....	33
ICE Travel ApS.....	Denmark .....	37
Icelandair .....	Denmark .....	43
Niko Nordic Aps .....	Denmark .....	64
Nordic Adventure .....	Denmark .....	66
Nordic Tours A/S .....	Denmark .....	67
North Travel ApS .....	Denmark .....	70
Profil Rejser A/S.....	Denmark .....	73
Senior Rejser .....	Denmark .....	80
Topas .....	Denmark .....	83
GreenGate Incoming .....	Faroe Islands.....	30
AIRTOUCH.....	Finland .....	7
Saga Matkat Oy, Saga Tours Ltd .....	Finland .....	75
Comptoir d'Islande et du Groenland .....	France .....	18
Grand nord Grand large.....	France .....	29
ISLAND TOURS.....	France .....	55
NORD ESPACES.....	France .....	65
DERTOUR GmbH & Co KG .....	Germany .....	22
GTA Reisen GmbH .....	Germany .....	35
HRS Hotel Reservation Servic.....	Germany .....	36
IKARUS Tours GmbH .....	Germany .....	47
Island Erlebnisreisen .....	Germany .....	49
Island ProTravel GmbH .....	Germany .....	50
Service-Reisen Giessen .....	Germany .....	81
Troll Tours Reisen GmbH.....	Germany .....	85
ARCTIC WONDERLAND TOURS.....	Greenland .....	11
Tupilak Travel .....	Greenland .....	86
Scandinavian Travel Centre.....	Hungary .....	77
Iceland Travel Mart.....	Iceland .....	42
Island ProTravel Holding .....	Iceland .....	51
Island ProTravel Island ehf. ....	Iceland .....	52

Company	Country	Page
Across The World.....	Italy.....	5
Cristiano Viaggi S.r.l. ....	Italy.....	19
Island Tours Italy.....	Italy.....	56
Nuna Travel.....	Italy.....	71
seiviaggi tour operator.....	Italy.....	79
Viking Inc.....	Japan.....	89
Askja Reizen.....	Netherlands.....	12
BBI Travel.....	Netherlands.....	14
Beluga Expeditions & Adventures.....	Netherlands.....	15
Buro Scandinavia BV.....	Netherlands.....	17
IIsland Tours BV.....	Netherlands.....	46
Oceanwide Expeditions.....	Netherlands.....	72
IceTour.....	Norway.....	45
Islandia Travel Norway.....	Norway.....	59
Landsyn.no.....	Norway.....	63
Impuls Travel.....	Poland.....	48
SAMIKO.....	Russia.....	76
d6a66.....	Spain.....	21
ISLAND TOURS Spain.....	Spain.....	57
TRANSHOTEL.....	Spain.....	84
VIAJES TIERRAS POLARES.....	Spain.....	88
Bookingdotcom Sverige AB.....	Sweden.....	16
Grönlandsresor.....	Sweden.....	34
Iceland Explorer.....	Sweden.....	39
Island ProTravel Scandinavia AB.....	Sweden.....	53
Islandia AB.....	Sweden.....	58
Islandsresor & Atlantöar AB.....	Sweden.....	60
Scandinavian Travel Team & Incentives.....	Sweden.....	78
Steintours.....	Sweden.....	82
Vulkan Resor AB.....	Sweden.....	90
ag traveltrend.....	Switzerland.....	6
Glur Reisen AG.....	Switzerland.....	28
Island ProTravel Switzerland.....	Switzerland.....	54
Kontiki Saga Reisen AG.....	Switzerland.....	62
Destination of the World.....	United Kingdom.....	23
Discover the World.....	United Kingdom.....	25
Expedia.....	United Kingdom.....	26
Iceland ProTravel.co.uk.....	United Kingdom.....	40
Five Stars of Scandinavia.....	USA.....	27
Iceland Adventure/ Horses North, LLC.....	USA.....	38
Iceland Saga Travel, LLC.....	USA.....	41
Icelandair USA/Icelandair Holidays.....	USA.....	44
Rannoch Documentary Expeditions.....	USA.....	74

## Buyers

---

**Company:** Across The World  
**Address:** Residenza Tralci 551  
**Address 2:**  
**ZipCode:** 20080  
**City:** Basiglio  
**Name:** Italy  
**Phone-Prefix:** 39  
**Phone No1:** +39 0290785593  
**PhoneNo2:** +39 3665378152  
**Email:** info@acrosstheworld.it  
**WebPage:** www.acrosstheworld.it  
**Contact person(s):** Diego Caffaroni  
**First time to VNTM?:** no  
**Field of activity:** Product Consulting Company for Tour Operators;  
Travel Organization with own products  
**Have you already included Greenland/Faroe/Iceland in your product?** Yes  
**Programme:** Self drive tours / Off-road tours (4x4, motorcycle, quad) / Outdoor activities (winter and summer)/ Hotel and other local accomodations  
**Development focus:** Across The World focuses mostly on active programs dedicated to active customers, offroad drivers and trek-  
kers throughout the whole year.  
**Additional comments:** We look for new ideas and products.

## Buyers

---

**Company:** ag traveltrend  
**Address:** Muristrasse 89 / Box 67  
**Address 2:**  
**ZipCode:** 3006  
**City:** Bern  
**Name:** Switzerland  
**Phone-Prefix:** 41  
**Phone No1:** 41313501515  
**PhoneNo2:**  
**Email:** info@agtraveltrend.ch  
**WebPage:** www.agtraveltrend.ch  
**Contact person(s):** Viktoria de Graaff  
**First time to VNTM?:** Yes  
**Field of activity:** Touroperator  
**Have you already included Greenland/Faroe/Iceland in your product?**  
**Programme:** Individual and group tours to Iceland, Greenland and Faroe Islands  
**Development focus:**  
**Additional comments:**

## Buyers

---

**Company:** AIRTOUCH  
**Address:** Eerikinkatu 27  
**Address 2:**  
**ZipCode:** 180  
**City:** Helsinki  
**Name:** Finland  
**Phone-Prefix:** 358  
**Phone No1:** -5861907  
**PhoneNo2:** -5706442  
**Email:** pekka.makinen@airtouch.fi  
**WebPage:** www.airtouch.fi  
**Contact person(s):** Pekka Mäkinen  
**First time to VNTM?:** No  
**Field of activity:** Travel Industry GSA Representation company operating in Finland, Russia, Ukraine and the Baltic states. Main focus on sales and marketing services, and product, development and consultation.  
**Have you already included Greenland/Faroe/Iceland in your product?** Yes, Iceland at the moment and evaluating to be more active in including Faroe Islands and Greenland to our portfolio  
**Programme:** Icelandair Holidays  
**Development focus:** Special interest travel for FIT and GITm. Work related travel - conference and meetings.  
**Additional comments:** We are generally interested in learning about new products and companies that are interested in creating traffic and business from our region.

## Buyers

---

**Company:** Albatros Travel  
**Address:** Tøndergade 16  
**Address 2:**  
**ZipCode:** 1752  
**City:** Copenhagen  
**Name:** Denmark  
**Phone-Prefix:** 45  
**Phone No1:** +45 3698 9898  
**PhoneNo2:**  
**Email:** mh@albatros-travel.dk  
**WebPage:**  
**Contact person(s):** Michael Hjorth  
**First time to VNTM?:** No  
**Field of activity:** Major Danish Tour Operator Unique Greenland Cruises with Ocean NovaGreenland, Iceland & Faroes landbased toursDanish & International guests  
**Have you already included Greenland/Faroe/Iceland in your product?** Yes  
**Programme:** [www.greenlandcruise.com](http://www.greenlandcruise.com)  
**Development focus:**  
**Additional comments:** Sorry - only 1 participant

## Buyers

---

**Company:** Alpenschule Innsbruck GmbH  
**Address:** In der Stille 1  
**Address 2:**  
**ZipCode:** 6161  
**City:** Natters  
**Name:** Austria  
**Phone-Prefix:** 43  
**Phone No1:** 51254600050  
**PhoneNo2:**  
**Email:** matthias.leuze@asi.at  
**WebPage:** www.asi.at  
**Contact person(s):** Matthias Leuze  
**First time to VNTM?:** Yes  
**Field of activity:** Hiking, Trekking  
**Have you already included Greenland/Faroe/Iceland in your product?** Yes. In our summer catalogue (100.000 issues) we offer 5 different trips to iceland. In our winter catalogue (40.000) we offer 2 trips. Additionally there is one trip to Greenland.  
**Programme:**  
**Development focus:**  
**Additional comments:**

## Buyers

---

**Company:** ARCTIC ADVENTURE ApS  
**Address:** Reventlowsgade 30, st.tv  
**Address 2:**  
**ZipCode:** 1651  
**City:** Copenhagen  
**Name:** Denmark  
**Phone-Prefix:** 45  
**Phone No1:** 4533253221  
**PhoneNo2:**  
**Email:** aatour@arctic-adventure.dk  
**WebPage:**  
**Contact person(s):** Lisbeth Andersen  
**First time to VNTM?:** no  
**Field of activity:** Tour operator into the Vest Norden region - Greenland, Iceland & The Faroe Islands  
**Have you already included Greenland/Faroe/Iceland in your product?** Yes  
**Programme:** FIT programs open for individual bookings & Tailormade programs according to specifications from our clients.  
**Development focus:**  
**Additional comments:**

## Buyers

---

Company: ARCTIC WONDERLAND TOURS  
Address: SULUP AQQ. 725  
Address 2:  
ZipCode: 3913  
City: TASIILAQ  
Name: Greenland  
Phone-Prefix: 299  
Phone No1: 4520307164  
PhoneNo2: 4520307164  
Email: arcwon@greennet.gl  
WebPage: WWW.ARCTICWONDER.COM  
Contact person(s): Yew Lin Tay  
First time to VNTM?: NO  
Field of activity: HOTEL-BASED TOURS WINTER AND SUMMER  
Have you already included Greenland/  
Faroe/Iceland in your product?  
Programme:  
Development focus:  
Additional comments:

## Buyers

---

**Company:** Askja Reizen  
**Address:** Van Lawick van Pabststraat 66  
**Address 2:**  
**ZipCode:** 6814 HK  
**City:** Arnhem  
**Name:** Netherlands  
**Phone-Prefix:** 31  
**Phone No1:** +31 26 3529390  
**PhoneNo2:**  
**Email:** abakker@askja.nl  
**WebPage:** www.askja.nl  
**Contact person(s):** Anna Bakker  
**First time to VNTM?:** no  
**Field of activity:** Grouptours, Selfdrives, Tailormade packages and all kind of specialised tours to Iceland in summer and winter. Greenland in summer and winter.  
**Have you already included Greenland/Faroe/Iceland in your product?** We have it already.  
**Programme:**  
**Development focus:**  
**Additional comments:**

## Buyers

---

**Company:** Atlantic Airways  
**Address:** Terminal 2  
**Address 2:** Copenhagen Airport  
**ZipCode:** 2770  
**City:** Kastrup  
**Name:** Denmark  
**Phone-Prefix:** 45  
**Phone No1:** +45 32504700  
**PhoneNo2:** +45 25319389  
**Email:** per@atlantic.fo  
**WebPage:** www.atlantic.fo  
**Contact person(s):** Per Levring  
**First time to VNTM?:** No  
**Field of activity:** Airline. Flag carrier of The Faroe Islands  
**Have you already included Greenland/Faroe/Iceland in your product?** Yes  
**Programme:** Operating from The Faroe Islands, as a hub, to Copenhagen, Billund and Aalborg in Denmark. Reykjavik in Iceland, London Stansted and Stavanger in Norway as schedule services. Further we do also offer Ad-Hoc charter services.  
**Development focus:**  
**Additional comments:**

## Buyers

---

Company: BBI Travel  
Address: Machlaan 8b  
Address 2:  
ZipCode: 9761 TK  
City: Eelde  
Name: Netherlands  
Phone-Prefix: 31  
Phone No1: 00 31 50 3136000  
PhoneNo2: 00 31 6 57577331  
Email: falkena@bbi-travel.nl  
WebPage: www.bbi-travel.nl  
Contact person(s): Fred Falkena  
First time to VNTM?: No  
Field of activity: Wholesale touroperator.  
Have you already  
included Greenland/  
Faroe/Iceland in your  
product? Yes  
Programme: 32 Pages Iceland brochure.  
Development focus:  
Additional comments:

## Buyers

---

**Company:** Beluga Expeditions & Adventures  
**Address:** Van Byemontsingel 3  
**Address 2:**  
**ZipCode:** 3195 TA  
**City:** Pernis (Rt)  
**Name:** Netherlands  
**Phone-Prefix:** 31  
**Phone No1:** +31 - 10 2950126  
**PhoneNo2:** -651516259  
**Email:** info@beluga.nu  
**WebPage:** www.beluga.nu  
**Contact person(s):** Jonneke van Eijdsen  
**First time to VNTM?:** no  
**Field of activity:** Arctic and Antarctic areas  
**Have you already included Greenland/Faroe/Iceland in your product?** yes  
**Programme:** group, individual, active, cruise etc  
**Development focus:** individual travelling and special activities  
**Additional comments:**

## Buyers

---

**Company:** Bookingdotcom Sverige AB  
**Address:** Östermalmsgatan 87C, 5th floor  
**Address 2:**  
**ZipCode:** 114 59  
**City:** Stockholm  
**Name:** Sweden  
**Phone-Prefix:** 46  
**Phone No1:** +46 8 50 52 47 14  
**PhoneNo2:**  
**Email:** hofi.jonsdottir@booking.com  
**WebPage:**  
**Contact person(s):** Hofi Jonsdottir  
**First time to VNTM?:** No  
**Field of activity:** Online hotel reservations. Booking.com works with 68.000+ hotels worldwide and is #1 in Europe in terms of the number of online hotel room nights sold.  
**Have you already included Greenland/Faroe/Iceland in your product?** Booking.com already sells for hotels in Iceland, Greenland and the Faroe Islands.  
**Programme:**  
**Development focus:** Bring more business into Iceland, Greenland and the Faroe Islands  
**Additional comments:**

## Buyers

---

**Company:** Buro Scandinavia BV  
**Address:** James Wattstraat 100  
**Address 2:**  
**ZipCode:** 1097 DM  
**City:** Amsterdam  
**Name:** Netherlands  
**Phone-Prefix:** 31  
**Phone No1:** 0031 20 462 1056  
**PhoneNo2:** 0031 6 20 397 743  
**Email:** Paula.Chaudron@buroscanbrit.nl  
**WebPage:**  
**Contact person(s):** PaulaChaudron  
**First time to VNTM?:** No  
**Field of activity:** Touroperator focussing on Scandinavia and Island, mainly FIT.  
**Have you already included Greenland/Faroe/Iceland in your product?** Yes, we have included Greenland  
**Programme:** Individual cartours, Reykjavik and excursions, Grouptours, Carrental All types of different accommodations, including selfcatering, farmhouse stays and hotels.  
**Development focus:**  
**Additional comments:**

## Buyers

---

**Company:** Comptoir d'Islande et du Groenland  
**Address:** 344 Rue Saint Jacques  
**Address 2:**  
**ZipCode:** 75005  
**City:** Paris  
**Name:** France  
**Phone-Prefix:** 33  
**Phone No1:** 01.53.10.21.50  
**PhoneNo2:** 06.82.92.88.33  
**Email:** sbarkat@comptoir.fr  
**WebPage:** www.comptoir.fr  
**Contact person(s):** SEVERINE BARKAT  
**First time to VNTM?:** NO  
**Field of activity:** Tour operating & agency.FIT + groups  
**Have you already included Greenland/Faroe/Iceland in your product?** yes all our programs are focusing on Iceland and Greenland mainly  
**Programme:** All year round programs for FITs and summer programs for groups only. Long & short stay programs.  
**Development focus:** New concept, new ideas.  
**Additional comments:**

## Buyers

---

**Company:** Cristiano Viaggi S.r.l.  
**Address:** Viale Tibaldi 64  
**Address 2:**  
**ZipCode:** 20136  
**City:** Milano  
**Name:** Italy  
**Phone-Prefix:** 39  
**Phone No1:** +39 0289401307  
**PhoneNo2:** +39 3387730378  
**Email:** vac@cristianoviaggi.it  
**WebPage:** www.cristianoviaggi.com  
**Contact person(s):** Vito Cristiano  
**First time to VNTM?:** no  
**Field of activity:** Tour Operator  
**Have you already included Greenland/Faroe/Iceland in your product?** yes, since 1988  
**Programme:** individuals and leisure groups  
**Development focus:** better cooperation  
**Additional comments:**

## Buyers

---

**Company:** Culture Adventure

**Address:** Odebjerg 5

**Address 2:**

**ZipCode:** DK-3300

**City:** Frederiksvaerk

**Name:** Denmark

**Phone-Prefix:** 45

**Phone No1:** 0045 76100070

**PhoneNo2:** 0045 61600070

**Email:** kasper@cultureadventure.dk

**WebPage:**

**Contact person(s):** Kasper Trojlsgaard

**First time to VNTM?:** NO

**Field of activity:** Greenland - all year, Iceland - all year, Faroe Islands - groups

**Have you already included Greenland/Faroe/Iceland in your product?**

**Programme:**

**Development focus:** Greenland and Iceland

**Additional comments:**

## Buyers

---

**Company:** d6a66  
**Address:** C/Cardenal Cisneros, 51  
**Address 2:**  
**ZipCode:** 28010  
**City:** Madrid  
**Name:** Spain  
**Phone-Prefix:** 34  
**Phone No1:** 34914486817  
**PhoneNo2:** 3,46086E+11  
**Email:** info@d6a66.eu  
**WebPage:**  
**Contact person(s):** Miguel Pindado  
**First time to VNTM?:** No  
**Field of activity:** Tour operator & travel agency. Tourism representations for Spain & Portugal.  
**Have you already included Greenland/Faroe/Iceland in your product?** Yes, Iceland (60),Greenland (5%) other countries (35%)  
**Programme:** www.d6a66.eu  
**Development focus:** Groups from 6 to 66 pax.  
**Additional comments:**

## Buyers

---

**Company:** DERTOUR GmbH & Co KG  
**Address:** Emil-von-Behring Straße 6  
**Address 2:**  
**ZipCode:** 60424  
**City:** Frankfurt am Main  
**Name:** Germany  
**Phone-Prefix:** 49  
**Phone No1:** 4,96996E+11  
**PhoneNo2:** 4,91516E+12  
**Email:** Stefan.Lehmkuehler@dertour.de  
**WebPage:** www.dertour.de  
**Contact person(s):** Stefan Lehmkuehler  
**First time to VNTM?:** No  
**Field of activity:** Tour Operator for all Nordic Countries: Iceland, Greenland, Denmark, Norway, Sweden, Finland, Baltic States

**Have you already included Greenland/Faroe/Iceland in your product?**

**Programme:** Hotels, self-drive packages, guided bustours, packages for FIT, groups, e.t.c in our own DERTOUR winter and summer brochure

**Development focus:** We would like to offer new hotels, services, tours and activities to our clients

**Additional comments:** The company »Deutsches Reisebüro« with the tour operator DERTOUR belongs since 2000 to the REWE group. The Rewe group is one of the leading tour operators in Germany. With a distribution net of more than 10.000 qualified travel agencies all over Germany, 860 of them are owned by the company, Dertour has a very strong distribution position.

## Buyers

---

**Company:** Destination of the World  
**Address:** 16 Bastwick Street  
**Address 2:**  
**ZipCode:** EC1V3PS  
**City:** London  
**Name:** United Kingdom  
**Phone-Prefix:** 44  
**Phone No1:** 0044 207 566 7782  
**PhoneNo2:**  
**Email:** tammina.g@dotw.com  
**WebPage:**  
**Contact person(s):** Tammina  
**First time to VNTM?:** Gerdes Yes  
**Field of activity:** worldwide wholesaler FIT leisure business  
**Have you already included Greenland/Faroe/Iceland in your product?** No, not included yet but planning for 2010  
**Programme:**  
**Development focus:**  
**Additional comments:**

## Buyers

---

Company: DINrejse.com  
Address: Hellerupgårdvej 11  
Address 2:  
ZipCode: 2900  
City: Hellerup  
Name: Denmark  
Phone-Prefix: 45  
Phone No1: +45 25602159  
PhoneNo2:  
Email: herdis@dinrejse.com  
WebPage:  
Contact person(s): Herdís Pálsdóttir Havnø  
First time to VNTM?: No  
Field of activity: Iceland  
Have you already  
included Greenland/  
Faroe/Iceland in your  
product?  
Programme:  
Development focus:  
Additional comments:

## Buyers

---

**Company:** Discover the World  
**Address:** Arctic House  
**Address 2:** 8 Bolters Lane  
**ZipCode:** SM7 2AR  
**City:** Banstead  
**Name:** United Kingdom  
**Phone-Prefix:** 44  
**Phone No1:** 0044 (0) 1737 218800  
**PhoneNo2:** 0044 (0) 7779 161610  
**Email:** nicola@discover-the-world.co.uk  
**WebPage:**  
**Contact person(s):** Nicola Rickett  
**First time to VNTM?:** Yes  
**Field of activity:** Specialist Tour Operator to Iceland & Greenland  
**Have you already included Greenland/Faroe/Iceland in your product?** Yes  
**Programme:** Discover the World offers an extensive range of holidays to Iceland, including self-drive itineraries, escorted tours and city breaks. We have been operating to Iceland for the past 25 years.  
**Development focus:** Greenland potential.  
**Additional comments:**

## Buyers

---

**Company:** Expedia  
**Address:** 42 Earlham Street  
**Address 2:**  
**ZipCode:** WC2H 9LA  
**City:** London  
**Name:** United Kingdom  
**Phone-Prefix:** 44  
**Phone No1:** 4,4207E+11  
**PhoneNo2:** 4,47841E+11  
**Email:** krosvold@expedia.com  
**WebPage:** expedia.com  
**Contact person(s):** Kjetil Rosvold  
**First time to VNTM?:** Yes  
**Field of activity:** Online travel agency, hotel provider.  
**Have you already included Greenland/Faroe/Iceland in your product?** Already included  
**Programme:**  
**Development focus:**  
**Additional comments:**

## Buyers

---

**Company:** Five Stars of Scandinavia  
**Address:** 225A 93rd Ave SE  
**Address 2:**  
**ZipCode:** 98501  
**City:** Tumwater  
**Name:** USA  
**Phone-Prefix:** 1  
**Phone No1:** 3609230455  
**PhoneNo2:**  
**Email:** Natalie@5stars-of-scandinavia.com  
**WebPage:** info@5stars-of-scandinavia.com  
**Contact person(s):** Natalie Chambers  
**First time to VNTM?:** no  
**Field of activity:** leisure travel  
**Have you already included Greenland/Faroe/Iceland in your product?** yes  
**Programme:** tours from Arctic Adventure, Iceland Travel and Smyril Line  
**Development focus:**  
**Additional comments:**

## Buyers

---

**Company:** Glur Reisen AG  
**Address:** Spalenring 111  
**Address 2:**  
**ZipCode:** 4009  
**City:** Basel  
**Name:** Switzerland  
**Phone-Prefix:** 41  
**Phone No1:** +41 61 205 94 94  
**PhoneNo2:**  
**Email:** heim@glur.ch  
**WebPage:**  
**Contact person(s):** Peter Heim  
**First time to VNTM?:** No  
**Field of activity:** Scandinavia  
**Have you already included Greenland/Faroe/Iceland in your product?** Yes  
**Programme:** different programmes for all the countries  
**Development focus:** more business  
**Additional comments:**

## Buyers

---

**Company:** Grand nord Grand large  
**Address:** 75 rue de Richelieu  
**Address 2:**  
**ZipCode:** 75005  
**City:** Paris  
**Name:** France  
**Phone-Prefix:** 33  
**Phone No1:** 00 33 1 40 46 05 14  
**PhoneNo2:**  
**Email:** amercier@gngl.com  
**WebPage:** www.gngl.com  
**Contact person(s):** Asta MERCIER  
**First time to VNTM?:** No  
**Field of activity:** Tour operator specialist of nordic destinations: Alaska, Canada, Greenland, Iceland, Spitzbergen, Faroe, Scandinavia, Russia, Antarctica.  
**Have you already included Greenland/Faroe/Iceland in your product?** Yes  
**Programme:** All kind of programmes in the north destinations : For Groups and Individuals : Kayaking, canoeing, hiking, cruising, dogsledging, skiing, fly and drive.  
**Development focus:**  
**Additional comments:**

## Buyers

---

Company: GreenGate Incoming  
Address: J Broncksgøta 5  
Address 2:  
ZipCode: 100  
City: Torshavn  
Name: Faroe Islands  
Phone-Prefix: 298  
Phone No1: 00298 350520  
PhoneNo2: 00298 520520  
Email: marni@greengate.fo  
WebPage: www.greengate.fo  
Contact person(s): Marni Hjalldafoss  
First time to VNTM?: NO  
Field of activity: Incoming agent/tour operator  
Have you already  
included Greenland/  
Faroe/Iceland in your  
product?  
Programme:  
Development focus:  
Additional comments:

## Buyers

---

**Company:** Greenland & Iceland Travel Service  
**Address:** Skovparken 14  
**Address 2:**  
**ZipCode:** DK 2990  
**City:** Nivå  
**Name:** Denmark  
**Phone-Prefix:** 45  
**Phone No1:** +45 46 98 90 94  
**PhoneNo2:** +45 27 26 75 46  
**Email:** mail@gandits.com  
**WebPage:** www.gandits.com  
**Contact person(s):** Steen Rohdemeier  
**First time to VNTM?:** no  
**Field of activity:** Incoming Greenland and Iceland  
**Have you already included Greenland/Faroe/Iceland in your product?** Yes  
**Programme:** All kind of tailor-made arrangements in Iceland as well as Greenland.  
**Development focus:**  
**Additional comments:**

## Buyers

---

**Company:** Greenland Expert  
**Address:** Det Grønlandske Hus  
**Address 2:** Løvstræde 6, kld  
**ZipCode:** 1152  
**City:** København K  
**Name:** Denmark  
**Phone-Prefix:** 45  
**Phone No1:** +45 33 32 38 18  
**PhoneNo2:** +45 22 83 51 86  
**Email:** mette@groenlandseksperter.dk  
**WebPage:** www.groenlandseksperter.dk  
**Contact person(s):** Mette Mandrup  
**First time to VNTM?:** No  
**Field of activity:** Package and taylor-made trips to Greenland, Iceland, Faroe Islands, Svalbard, Norway and Antarktis  
**Have you already included Greenland/Faroe/Iceland in your product?** Yes  
**Programme:** Individual taylor-made trips on request, package tours, cruises, fishing camps in Kangerlussuaq, schools and groups, short trips to Kangerlussuaq  
**Development focus:** More package trips to Greenland, conferences  
**Additional comments:** We make the most of, what our customers want us to!

## Buyers

---

**Company:** Greenland Travel  
**Address:** Wilders Plads 13A  
**Address 2:** P.O. Box 1904  
**ZipCode:** DK-1023  
**City:** Copenhagen K  
**Name:** Denmark  
**Phone-Prefix:** 45  
**Phone No1:** +45 33131011  
**PhoneNo2:**  
**Email:** groups@grb.dk  
**WebPage:**  
**Contact person(s):** Karin Jensen  
**First time to VNTM?:** No  
**Field of activity:** Tour oprator to Greenland, Iceland, Faroe Islands, Spitsbergen and Antartica  
**Have you already included Greenland/Faroe/Iceland in your product?** Yes  
**Programme:** Leisure and Mice products to Greenland, Iceland and the Faroe Island. Individuel programs, ticktet only, hotel reservations.  
**Development focus:** Incentive to Greenland and Iceland  
**Additional comments:**

## Buyers

---

**Company:** Grönlandsresor  
**Address:** Betselvägen 1  
**Address 2:**  
**ZipCode:** 17758  
**City:** Järfälla  
**Name:** Sweden  
**Phone-Prefix:** 46  
**Phone No1:** +46-8-556 269 70  
**PhoneNo2:** -7632091  
**Email:** mikael.gronvik@gronlandsresor.se  
**WebPage:**  
**Contact person(s):** Mikael Grönvik  
**First time to VNTM?:** No  
**Field of activity:** Tour operator specialized in Greenland, Svalbard, Iceland, Faroe Islands and the Antarctica  
**Have you already included Greenland/Faroe/Iceland in your product?** Yes  
**Programme:** Individual and group travel, incentives and conferences. For individuals we are doing cruises, roundtrips as well as special activity tours (EG fishing, kayaking, skiing, trek-kings etc.)  
**Development focus:**  
**Additional comments:**

## Buyers

---

**Company:** GTA Reisen GmbH  
**Address:** Hanauer Landstr. 126-128  
**Address 2:**  
**ZipCode:** D-60314  
**City:** Frankfurt  
**Name:** Germany  
**Phone-Prefix:** 49  
**Phone No1:** 0049 69 138128421  
**PhoneNo2:**  
**Email:** roberto.marcandalli@gta-travel.com  
**WebPage:** www.gta-travel.com  
**Contact person(s):** Roberto Marcandalli  
**First time to VNTM?:** No  
**Field of activity:** We are business-to-business brand that sources and distributes a full spectrum of non-air travel products including Tourist attractions, guides, restaurants, sightseeing tours and transfers to some of the biggest travel wholesalers and retailers in the world.  
**Have you already included Greenland/Faroe/Iceland in your product?** Yes  
**Programme:**  
**Development focus:**  
**Additional comments:**

## Buyers

---

**Company:** HRS Hotel Reservation Servic  
**Address:** Blaubach 32  
**Address 2:**  
**ZipCode:** 50676  
**City:** Cologne  
**Name:** Germany  
**Phone-Prefix:** 49  
**Phone No1:** +46 (0)706 405520  
**PhoneNo2:**  
**Email:** daniel.marin@hrs.com  
**WebPage:**  
**Contact person(s):** Daniel Marin  
**First time to VNTM?:** Yes  
**Field of activity:** get more market information for these countries and get new hotel partners on board  
**Have you already included Greenland/Faroe/Iceland in your product?:** Yes  
**Programme:**  
**Development focus:**  
**Additional comments:**

## Buyers

---

**Company:** ICE Travel ApS  
**Address:** Esbjergvej 289  
**Address 2:** Harte  
**ZipCode:** 6000  
**City:** Kolding  
**Name:** Denmark  
**Phone-Prefix:** 45  
**Phone No1:** 3332 9995  
**PhoneNo2:** 2398 8200  
**Email:** ab@ice-travel.dk  
**WebPage:**  
**Contact person(s):** Arngrimur Baldursson  
**First time to VNTM?:** No  
**Field of activity:** Tour operator providing Incentive, group and FIT tours to Iceland.  
**Have you already included Greenland/Faroe/Iceland in your product?** Yes  
**Programme:** Company travel, Incentives, Team-Building, Selfdrive, Riding Holidays, Hunting Tours, Multi-Adventure tours, Spa & Wellness, Bustours.  
**Development focus:** Diving tours, flydrives, bus tours, incentives  
**Additional comments:** We are expanding our program to Iceland in all fields of travel.

## Buyers

---

**Company:** Iceland Adventure/ Horses North, LLC  
**Address:** Po Box 475  
**Address 2:** 18 Mt Riga Station Road  
**ZipCode:** 12546  
**City:** Millerton NY  
**Name:** USA  
**Phone-Prefix:** 1  
**Phone No1:** 518 789 4890  
**PhoneNo2:**  
**Email:** horsesnorth@taconic.net  
**WebPage:** www.icelandadventure.com  
**Contact person(s):** Holly Nelson  
**First time to VNTM?:** no  
**Field of activity:** Tour operator  
**Have you already included Greenland/Faroe/Iceland in your product?** yes  
**Programme:** We offer a range of ways to experience Iceland and Greenland - from escorted tours to horse trekking, independent self guided driving tours, and plenty of custom opportunities.  
**Development focus:**  
**Additional comments:**

## Buyers

---

Company: Iceland Explorer  
Address: Västra Hamngatan 18  
Address 2:  
ZipCode: 411 17  
City: Göteborg  
Name: Sweden  
Phone-Prefix: 46  
Phone No1: 46317628510  
PhoneNo2: 46708579676  
Email: susanne@icelandexplorer.se  
WebPage:  
Contact person(s): Susanne Sävenholt  
First time to VNTM?: No  
Field of activity:  
Have you already included Greenland/  
Faroe/Iceland in your product?  
Programme:  
Development focus:  
Additional comments:

## Buyers

---

**Company:** Iceland ProTravel.co.uk  
**Address:** Erfstadt Court, The Courthouse  
**Address 2:** Denmark Street  
**ZipCode:** RG40 2YF  
**City:** Wokingham  
**Name:** United Kingdom  
**Phone-Prefix:** 44  
**Phone No1:** 1189791248  
**PhoneNo2:**  
**Email:** eli@icelandprotravel.co.uk  
**WebPage:** www.icelandprotravel.co.uk  
**Contact person(s):** EliMasson  
**First time to VNTM?:** No  
**Field of activity:** Sale to Iceland  
**Have you already included Greenland/Faroe/Iceland in your product?** Yes  
**Programme:**  
**Development focus:**  
**Additional comments:**

## Buyers

---

**Company:** Iceland Saga Travel, LLC  
**Address:** 16A Amelia Drive  
**Address 2:**  
**ZipCode:** 2554  
**City:** Nantucket, MA  
**Name:** USA  
**Phone-Prefix:** 1  
**Phone No1:** 508-825-9292  
**PhoneNo2:**  
**Email:** icelandst@aol.com  
**WebPage:**  
**Contact person(s):** Robert Dean Felch  
**First time to VNTM?:** No  
**Field of activity:** Iceland - icelandsagatravel.com,  
Greenland - greenlandsagatravel.com,  
Faroe Islands - faroesagatravel.com  
**Have you already included Greenland/Faroe/Iceland in your product?** Yes  
**Programme:** Iceland - icelandsagatravel.com  
Greenland - greenlandsagatravel.com  
Faroe Islands - faroesagatravel.com  
**Development focus:** West Greenland, Deluxe Iceland travel  
**Additional comments:**

## Buyers

---

Company: Iceland Travel Mart  
Address: Aðalstræti 2  
Address 2:  
ZipCode: 101  
City: Reykjavík  
Name: Iceland  
Phone-Prefix: 354  
Phone No1: 3548934060  
PhoneNo2:  
Email: yngvi@netvisir.is  
WebPage:  
Contact person(s): Yngvi Stefansson, 3545811717  
First time to VNTM?:  
Field of activity:  
Have you already  
included Greenland/  
Faroe/Iceland in your  
product?  
Programme:  
Development focus:  
Additional comments:

## Buyers

---

Company: Icelandair  
Address: Havneholmen 27-29 stuen  
Address 2:  
ZipCode: 1561  
City: Copenhagen V  
Name: Denmark  
Phone-Prefix: 45  
Phone No1: 4540734780  
PhoneNo2: 4540734780  
Email: bbh@icelandair.is  
WebPage: www.icelandair.is  
Contact person(s): Bjarni Birkir Hardarson  
First time to VNTM?: no  
Field of activity: Airline  
Have you already included Greenland/  
Faroe/Iceland in your product?  
Programme:  
Development focus:  
Additional comments:

## Buyers

---

**Company:** Icelandair USA/Icelandair Holidays  
**Address:** 1900 Crown Colony Drive  
**Address 2:**  
**ZipCode:** 2169  
**City:** Quincy, Massachussetts  
**Name:** USA  
**Phone-Prefix:** 1  
**Phone No1:** 1 800 223 5500  
**PhoneNo2:**  
**Email:** deirdre@icelandair.is  
**WebPage:** www.icelandair.com  
**Contact person(s):** Deirdre Gibbons  
**First time to VNTM?:** No  
**Field of activity:** FIT leisure packages and land arrangements.  
Events in Iceland.  
**Have you already included Greenland/Faroe/Iceland in your product?** We have included all three in our packages in the past.  
**Programme:** www.icelandair.us and www.icelandair.ca.  
Annual brochure.  
**Development focus:** Off season programs. Utilization of new afternoon flights from the USA. More hand on interactive experiences. Unique soft adventure. Opportunities for family travel. Short off season program combining Reykjavik with the countryside of Iceland. Culinary experiences in Vestnorden area. Programs focusing on folklore, traditions.  
**Additional comments:** We seek rates in both US and Canadian dollars. We would like to increase bookings to the Icelandic countryside, Greenland and Faroe Islands. All offerings should be bookable on our on-line booking system.

## Buyers

---

Company: IceTour  
Address: Postboks 25  
Address 2:  
ZipCode: 3301  
City: Hokksund  
Name: Norway  
Phone-Prefix: 47  
Phone No1: +45 41035000  
PhoneNo2:  
Email: be@icetour.no  
WebPage:  
Contact person(s): Baldvin Einarsson  
First time to VNTM?: no  
Field of activity: Kommer senere  
Have you already  
included Greenland/  
Faroe/Iceland in your  
product?  
Programme:  
Development focus:  
Additional comments:

## Buyers

---

**Company:** IJsland Tours BV  
**Address:** P.O. Box 13353  
**Address 2:**  
**ZipCode:** 3507 LJ  
**City:** Utrecht  
**Name:** Netherlands  
**Phone-Prefix:** 31  
**Phone No1:** 0031-302308010  
**PhoneNo2:** 0031-6-15057400  
**Email:** a.dekker@ijslandtours.nl  
**WebPage:**  
**Contact person(s):** Anneke Dekker  
**First time to VNTM?:** no  
**Field of activity:** Tour operator specialised in Iceland, part of the Island Tours Group. Other destinations, Greenland, Svalbard, Arctic Canada and the Faroe Islands.  
**Have you already included Greenland/Faroe/Iceland in your product?** Yes, Iceland, Greenland and the Faroe Islands are always in our brochure.  
**Programme:** We issue a yearly brochure.  
**Development focus:**  
**Additional comments:**

## Buyers

---

**Company:** IKARUS Tours GmbH  
**Address:** Am Kaltenborn 49-51  
**Address 2:**  
**ZipCode:** D-61462  
**City:** Königstein  
**Name:** Germany  
**Phone-Prefix:** 49  
**Phone No1:** 49-6174-290250  
**PhoneNo2:**  
**Email:** kohl@ikarus.com  
**WebPage:** www.ikarus.com  
**Contact person(s):** Simone Kohl  
**First time to VNTM?:** no  
**Field of activity:** Product Manager for all nordic countries (Scandinavia, Iceland, Greenland, Svalbard)  
**Have you already included Greenland/Faroe/Iceland in your product?** yes, Greenland, Iceland is already in our program. Faroe not.  
**Programme:** To date, we offer a trekking tour to Westgreenland, and tailor made FIT programs. Two programs to Iceland - both Round Iceland, 16 days and 12 days.  
**Development focus:** We focus on expanding our programs both in Iceland and in Greenland in 2010.  
**Additional comments:**

## Buyers

---

**Company:** Impuls Travel  
**Address:** Al. Solidarnosci 83/89  
**Address 2:**  
**ZipCode:** 00-144  
**City:** Warszawa  
**Name:** Poland  
**Phone-Prefix:** 48  
**Phone No1:** 48226547622  
**PhoneNo2:** 48667865875  
**Email:** agnieszka.kaminska@impulstravel.eu  
**WebPage:** www.impulstravel.eu  
**Contact person(s):** Agnieszka Kaminska  
**First time to VNTM?:** No  
**Field of activity:** Incentives, conferences, tailor made events.  
**Have you already included Greenland/Faroe/Iceland in your product?**  
**Programme:**  
**Development focus:**  
**Additional comments:**

## Buyers

---

**Company:** Island Erlebnisreisen  
**Address:** Heinrich-Schacht-Str. 58  
**Address 2:**  
**ZipCode:** 22880  
**City:** Wedel  
**Name:** Germany  
**Phone-Prefix:** 49  
**Phone No1:** 04103 9000770  
**PhoneNo2:**  
**Email:** hanna@islanderlebnis.de  
**WebPage:**  
**Contact person(s):** Hanna Bruemmel  
**First time to VNTM?:** Yes  
**Field of activity:** travel agent  
**Have you already included Greenland/Faroe/Iceland in your product?** yes, we sell journeys to each of the countries  
**Programme:**  
**Development focus:**  
**Additional comments:**

## Buyers

---

**Company:** Island ProTravel GmbH  
**Address:** Witts Allee 30  
**Address 2:**  
**ZipCode:** 22587  
**City:** Hamburg  
**Name:** Germany  
**Phone-Prefix:** 49  
**Phone No1:** +49 40 2866870  
**PhoneNo2:**  
**Email:** anka@islandprotravel.de  
**WebPage:** www.islandprotravel.de  
**Contact person(s):** Ann-Cathrin Bröcker  
**First time to VNTM?:** No  
**Field of activity:** Specialized Tour Operator for Iceland  
**Have you already included Greenland/Faroe/Iceland in your product?** yes  
**Programme:**  
**Development focus:**  
**Additional comments:**

## Buyers

---

Company: Island ProTravel Holding  
Address: Ármúli 15  
Address 2:  
ZipCode: 108  
City: Reykjavík  
Name: Iceland  
Phone-Prefix: 354  
Phone No1: 3545882663  
PhoneNo2:  
Email: gk@islandprotravel.de  
WebPage:  
Contact person(s): Gudmundur Kjartansson  
First time to VNTM?: No  
Field of activity: Iceland Tour Operator  
Have you already  
included Greenland/  
Faroe/Iceland in your  
product?  
Programme:  
Development focus:  
Additional comments:

## Buyers

---

Company: Island ProTravel Island ehf.  
Address: Ármúli 15  
Address 2:  
ZipCode: 108  
City: Reykjavík  
Name: Iceland  
Phone-Prefix: 354  
Phone No1: -5882309  
PhoneNo2:  
Email: sk@islandprotravel.is  
WebPage:  
Contact person(s): Sjöfn Kjartansdóttir  
First time to VNTM?: no  
Field of activity: Incoming tour operator for Iceland.  
Have you already included Greenland/Faroe/Iceland in your product?  
Programme:  
Development focus:  
Additional comments:

## Buyers

---

**Company:** Island ProTravel Scandinavia AB  
**Address:** Karlbergsvägen 87A  
**Address 2:**  
**ZipCode:** 11335  
**City:** Stockholm  
**Name:** Sweden  
**Phone-Prefix:** 46  
**Phone No1:** 0046 8 5541 0085  
**PhoneNo2:** 0046 707475004  
**Email:** ivar@islandprotravel.se  
**WebPage:** www.islandprotravel.se  
**Contact person(s):** Ivar Ottosson  
**First time to VNTM?:** no  
**Field of activity:** Travel Agency / Tour Operator  
**Have you already included Greenland/Faroe/Iceland in your product?** Icelandic Products  
**Programme:**  
**Development focus:** Groups / Incentive / Individual Travel  
**Additional comments:** Focus on establishing contacts with travel agents for selling our products

## Buyers

---

**Company:** Island ProTravel Switzerland  
**Address:** Usterstrasse 56  
**Address 2:**  
**ZipCode:** 8620  
**City:** Wetzikon  
**Name:** Switzerland  
**Phone-Prefix:** 41  
**Phone No1:** +41 43 497 0481  
**PhoneNo2:** +41 78 764 7598  
**Email:** memo@islandprotravel.ch  
**WebPage:**  
**Contact person(s):** Adalsteinn Hjartarson  
**First time to VNTM?:** No  
**Field of activity:** Selling and organisation for individuals and groupe  
tours in Iceland.  
**Have you already  
included Greenland/  
Faroe/Iceland in your  
product?**  
**Programme:**  
**Development focus:**  
**Additional comments:**

## Buyers

---

Company: ISLAND TOURS  
Address: 8 BD PASTEUR  
Address 2:  
ZipCode: 75015  
City: PARIS  
Name: France  
Phone-Prefix: 33  
Phone No1: + 33 1 56 58 30 20  
PhoneNo2: + 33 6 288 488 92  
Email: eric@islandtours.fr  
WebPage:  
Contact person(s): Eric BIARD  
First time to VNTM?: NO  
Field of activity: Iceland Specialist  
Have you already  
included Greenland/  
Faroe/Iceland in your  
product?  
Programme:  
Development focus:  
Additional comments:

## Buyers

---

**Company:** Island Tours Italy  
**Address:** Piazza garibaldi 30  
**Address 2:**  
**ZipCode:** 23864  
**City:** malgrate, lecco  
**Name:** Italy  
**Phone-Prefix:** 39  
**Phone No1:** +39 0341 201860  
**PhoneNo2:** +39 349 6177067  
**Email:** gudrun@islandtours.it  
**WebPage:**  
**Contact person(s):** Guðrun Sigurðardóttir  
**First time to VNTM?:** no  
**Field of activity:** tour operator  
**Have you already included Greenland/Faroe/Iceland in your product?** yes  
**Programme:** packages for individuals and groups to Iceland, Greenland and the Faeroe Islands  
**Development focus:** interested in new products and packages  
**Additional comments:**

## Buyers

---

**Company:** ISLAND TOURS Spain  
**Address:** PRINCESA, 3 DPDO 9-13  
**Address 2:**  
**ZipCode:** E-28008  
**City:** MADRID  
**Name:** Spain  
**Phone-Prefix:** 34  
**Phone No1:** 0034 91 547 60 94  
**PhoneNo2:** 0034 669 79 3242  
**Email:** david@islandtours.ES  
**WebPage:** WWW.islandtours.es  
**Contact person(s):** DAVID FERNANDEZ  
**First time to VNTM?:** No  
**Field of activity:** Spanish tour operator specialist in Iceland and Greenland.  
**Have you already included Greenland/Faroe/Iceland in your product?** Yes, we have programs in these destinations.  
**Programme:** two different brochures, with different programs to Iceland and Greenland.  
**Development focus:** To try sell Iceland in winter time and tailor trips.  
**Additional comments:**

## Buyers

---

**Company:** Islandia AB  
**Address:** Hollandargatan 21 b  
**Address 2:**  
**ZipCode:** 111 60  
**City:** Stockholm  
**Name:** Sweden  
**Phone-Prefix:** 46  
**Phone No1:** 46854521560  
**PhoneNo2:** 46705562714  
**Email:** asta@islandia.se  
**WebPage:**  
**Contact person(s):** Asta Arnthorsdottir  
**First time to VNTM?:** NO  
**Field of activity:**  
**Have you already included Greenland/Faroe/Iceland in your product?**  
**Programme:** Summer and winterprogramme every year.  
**Development focus:** More selling Iceland, Greenland and Faero Islands.  
**Additional comments:**

## Buyers

---

**Company:** Islandia Travel Norway  
**Address:** Øvre Slottsg. 5  
**Address 2:**  
**ZipCode:** 157  
**City:** Oslo  
**Name:** Norway  
**Phone-Prefix:** 47  
**Phone No1:** +47 22 33 84 40  
**PhoneNo2:** +47 41 45 70 20  
**Email:** erla@islandia.no  
**WebPage:** www.islandia.no  
**Contact person(s):** Erla Fanndal Birkisdottir  
**First time to VNTM?:** no  
**Field of activity:** FIT, Groups, Incentives to Iceland, Greenland and Faroe Islands.  
**Have you already included Greenland/Faroe/Iceland in your product?** yes  
**Programme:** Year around program  
**Development focus:**  
**Additional comments:**

## Buyers

---

**Company:** Islandsresor & Atlantöar AB  
**Address:** Drottninggatan 99  
**Address 2:** -  
**ZipCode:** 113 60  
**City:** Stockholm  
**Name:** Sweden  
**Phone-Prefix:** 46  
**Phone No1:** +46 8 6406700  
**PhoneNo2:**  
**Email:** disa@islandsresor.se  
**WebPage:**  
**Contact person(s):** Disa Johannsdottir  
**First time to VNTM?:** no  
**Field of activity:** All kinds of groups and individuals to Iceland, Faroe Islands, Greenland, Spitzbergen and more destinations.  
**Have you already included Greenland/Faroe/Iceland in your product?** We already have those destinations in our products.  
**Programme:** More than 50 different tours both our own production and in cooperation with incoming travel agencies located in respective countries.  
**Development focus:** Focus more into incentives, conference and kick off groups.  
**Additional comments:** New ideas in respective countries appreciated.

## Buyers

---

**Company:** Kneissl Touristik Ges.m.b.H.  
**Address:** Linzer Str. 4 - 6  
**Address 2:**  
**ZipCode:** A-4650  
**City:** Lambach  
**Name:** Austria  
**Phone-Prefix:** 43  
**Phone No1:** -207013862  
**PhoneNo2:** -3304392  
**Email:** e.kneissl@kneissltouristik.at  
**WebPage:** www.kneissltouristik.at  
**Contact person(s):** Elisabeth Kneissl-Neumayer  
**First time to VNTM?:** No  
**Field of activity:** Tour-operator with study-tours, hiking-tours, .... individual travel in Iceland, Greenland is offered with long tours ex CPH, shorter tours as extension ex Iceland  
**Have you already included Greenland/Faroe/Iceland in your product?** Yes  
**Programme:** Yearly brochure »Ireland - Scandinavia - Iceland« with about 70 pages, mostly group-tours, in Iceland a wide offer of nearly everything.  
**Development focus:**  
**Additional comments:**

## Buyers

---

**Company:** Kontiki Saga Reisen AG  
**Address:** Wettingerstrasse 23  
**Address 2:**  
**ZipCode:** 5400  
**City:** Baden  
**Name:** Switzerland  
**Phone-Prefix:** 41  
**Phone No1:** 0041 56 203 66 66  
**PhoneNo2:**  
**Email:** hansueli.haenzi@kontiki.ch  
**WebPage:**  
**Contact person(s):** Hans Ueli Hänzi  
**First time to VNTM?:** Yes  
**Field of activity:** Touroperating to Iceland, Faroe and Greenland  
**Have you already included Greenland/Faroe/Iceland in your product?** yes  
**Programme:** Purchasing & Findings  
**Development focus:** All countries  
**Additional comments:**

## Buyers

---

Company: Landsyn.no  
Address: Hagen 39  
Address 2:  
ZipCode: 2150  
City: Årnes  
Name: Norway  
Phone-Prefix: 47  
Phone No1: 0047 63918674  
PhoneNo2: 0047 92445750  
Email: post@landsyn.no  
WebPage:  
Contact person(s): Birna Ingolfsdottir  
First time to VNTM?: No  
Field of activity: Reisebyrå  
Have you already included Greenland/  
Faroe/Iceland in your product?  
Programme:  
Development focus:  
Additional comments:

## Buyers

---

**Company:** Niko Nordic Aps  
**Address:** Raadhuspladsen 16  
**Address 2:** 1. sal  
**ZipCode:** 1550  
**City:** Copenhagen  
**Name:** Denmark  
**Phone-Prefix:** 45  
**Phone No1:** 88968645  
**PhoneNo2:** 88968645  
**Email:** skk@nikonordic.dk  
**WebPage:** www.nikohotels.com  
**Contact person(s):** Sigurd K. Kolbeinsson  
**First time to VNTM?:** 2006  
**Field of activity:** Outbound tours to Iceland Inbound service in Copenhagen and Scandinavia Online hotel reservation service  
**Have you already included Greenland/Faroe/Iceland in your product?** Yes, Iceland  
**Programme:** Company tours to Iceland General ground service in Copenhagen Meetings and conference programs in Scandinavia  
**Development focus:** Hotel reservations world wide  
**Additional comments:**

## Buyers

---

**Company:** NORD ESPACES  
**Address:** 35 Rue de la Tombe Isoire  
**Address 2:**  
**ZipCode:** 75014  
**City:** Paris  
**Name:** France  
**Phone-Prefix:** 33  
**Phone No1:** 33145650000  
**PhoneNo2:** 33678565279  
**Email:** maya@nord-espaces.com  
**WebPage:** www.nord-espaces.com  
**Contact person(s):** Maya ANGELSEN  
**First time to VNTM?:** no  
**Field of activity:** Tour operator specialized in Nordic Countries, Norway, Iceland, Finland, Denmark, Sweden, Svalbard, Greenland, North Pole, Baltics, Russia, Antarctica  
**Have you already included Greenland/Faroe/Iceland in your product?** Greenland and Iceland are already in our products since 13 years. We have stopped selling the Faroes some years ago because of lack of request  
**Programme:** Both summer and winter programs in Iceland. For individuals and groups  
**Development focus:** Would like to develop more the off season with interesting packages  
**Additional comments:** We are also searching for outdoor long programs mostly for individuals

## Buyers

---

**Company:** Nordic Adventure  
**Address:** Wilders Plads 13A  
**Address 2:**  
**ZipCode:** 1403  
**City:** Copenhagen K  
**Name:** Denmark  
**Phone-Prefix:** 45  
**Phone No1:** +45 33320427  
**PhoneNo2:**  
**Email:** info@nordic-adventure.dk  
**WebPage:** www.nordic-adventure.dk  
**Contact person(s):** Lene Mortensen  
**First time to VNTM?:** No  
**Field of activity:** Tour operator specializing in MICE and readers' travels.  
**Have you already included Greenland/Faroe/Iceland in your product?** Yes  
**Programme:** MICE and readers' travels to Greenland, Iceland and the Faroe Island  
**Development focus:** School and Youth trips to Iceland and the Faroe Island  
**Additional comments:**

## Buyers

---

**Company:** Nordic Tours A/S  
**Address:** Vestergade 48H  
**Address 2:**  
**ZipCode:** 8000  
**City:** Århus  
**Name:** Denmark  
**Phone-Prefix:** 45  
**Phone No1:** +45 89321111  
**PhoneNo2:** 4526296123  
**Email:** lrc@nordictours.dk  
**WebPage:** www.nordictours.dk  
**Contact person(s):** Lee Chamberlain  
**First time to VNTM?:** No  
**Field of activity:** We are an experienced wholesale operator specialising in Scandinavia and it's neighbouring regions, such as Iceland, Greenland, The Baltic States and St. Petersburg  
**Have you already included Greenland/Faroe/Iceland in your product?** We create, operate and purchase Iceland & Greenland packages on behalf of a number of large influential tour companies from Europe/USA & Australia.  
**Programme:** All year round, Packaged FIT roundtripsGroup travelSelf drive roundtrips  
**Development focus:** FIT city breaksEscorted tours low cost set date departure packages for group tour operators.Activity holidays  
**Additional comments:**

## Buyers

---

**Company:** Nordic Travel  
**Address:** Suite 4b, 600 Military Road,  
**Address 2:** Mosman NSW  
**ZipCode:** 2088  
**City:** Sydney  
**Name:** Australia  
**Phone-Prefix:** 61  
**Phone No1:** 61-2 9968 1783  
**PhoneNo2:** 61-418 488 902  
**Email:** susan@nordictravel.com.au  
**WebPage:**  
**Contact person(s):** Susan Havercroft  
**First time to VNTM?:** No  
**Field of activity:** Tour Wholesaler specialising in Iceland, Greenland, The Faroe Islands, The High Arctic, Scandinavia, Russia and the Baltic Region.  
**Have you already included Greenland/Faroe/Iceland in your product?** Yes  
**Programme:** Ad hoc FIT arrangements, escorted tours, self drive, groups, special interest, cruises, walking, hiking, trekking, activity tours, heli skiing, dog sledding and diving. Christmas , New Year, Midnight Sun and Aurora Borealis  
**Development focus:** Cultural & Activity Tours. All new products.  
**Additional comments:**

## Buyers

---

**Company:** NORTH and AWAY  
**Address:** Mertensstraat 77  
**Address 2:**  
**ZipCode:** 2950  
**City:** Kapellen  
**Name:** Belgium  
**Phone-Prefix:** 32  
**Phone No1:** 32485793667  
**PhoneNo2:** 32485793667  
**Email:** benjamin@northandaway.be  
**WebPage:** www.northandaway.be  
**Contact person(s):** Benjamin Taeymans  
**First time to VNTM?:** Yes  
**Field of activity:** Touroperator  
**Have you already included Greenland/Faroe/Iceland in your product?**  
**Programme:** Travel Expert for the Nordic Countries  
**Development focus:** Outdoor related travel  
**Additional comments:** New company starting May 2009

## Buyers

---

**Company:** North Travel ApS  
**Address:** Sankt Olavs Allé 34  
**Address 2:**  
**ZipCode:** 2630  
**City:** Taastrup  
**Name:** Denmark  
**Phone-Prefix:** 45  
**Phone No1:** 20708118  
**PhoneNo2:**  
**Email:** rek@ieee.org  
**WebPage:**  
**Contact person(s):** Anne Gísladóttir  
**First time to VNTM?:** no  
**Field of activity:** Iceland, Faroe Islands, Greenland  
**Have you already included Greenland/Faroe/Iceland in your product?** yes  
**Programme:**  
**Development focus:**  
**Additional comments:** New bureau

## Buyers

---

**Company:** Nuna Travel  
**Address:** Piazza Statuto 17  
**Address 2:**  
**ZipCode:** 10122  
**City:** TURIN  
**Name:** Italy  
**Phone-Prefix:** 39  
**Phone No1:** 11485536  
**PhoneNo2:** 3296042126  
**Email:** monica.alberghini@nunatravel.com  
**WebPage:**  
**Contact person(s):** Monica Alberghini  
**First time to VNTM?:** Yes  
**Field of activity:** Scandinavia, Finland, Exteme Arctic, North America  
**Have you already included Greenland/Faroe/Iceland in your product?** Yes, we've a very exstensive planning about Iceland, Greenland and Faroe Iceland in summer time as well as in winter season  
**Programme:** FITFLY AND DRIVE SPECIAL SMALL GROUPS MICE INCENTIVE EVENT TRIPS ( PHOTO TRIPS)  
**Development focus:** ICELAND GREENLAND We're looking for some activities and programm combination out of the ordinary.  
**Additional comments:**

## Buyers

---

**Company:** Oceanwide Expeditions  
**Address:** Bellamypark 9  
**Address 2:**  
**ZipCode:** 4381 CG  
**City:** Vlissingen  
**Name:** Netherlands  
**Phone-Prefix:** 31  
**Phone No1:** + 31 118 410410  
**PhoneNo2:**  
**Email:** kdekorte@xs4all.nl  
**WebPage:** www.oceanwide-expeditions.com  
**Contact person(s):** Ko de Korte  
**First time to VNTM?:** No  
**Field of activity:** Expedition cruises with two motor vessels ( 83 and 110 pax ) and a sailing vessel ( 20 pax ) in Scottish Islands, Faroes, Iceland, Jan Mayen, Spitsbergen, Greenland, Lofoten.  
**Have you already included Greenland/Faroe/Iceland in your product?** Yes  
**Programme:** Ship voyages of 8-16 days in Scottish Islands, Spitsbergen, Greenland and Lofoten with daily land excursions and a focus on natural history, wildlife, geology, archeology, scuba-diving and kayaking.  
**Development focus:**  
**Additional comments:**

## Buyers

---

Company: Profil Rejser A/S  
Address: Gl. Kongevej 3E  
Address 2:  
ZipCode: 1610  
City: København V  
Name: Denmark  
Phone-Prefix: 45  
Phone No1: 7733 5555  
PhoneNo2: 20204050  
Email: jasc@profil-rejser.dk  
WebPage:  
Contact person(s): Jahn Schapiro  
First time to VNTM?: no  
Field of activity: Tour operator  
Have you already included Greenland/  
Faroe/Iceland in your product?  
Programme:  
Development focus:  
Additional comments:

**Company:** Rannoch Documentary Expeditions

**Address:**

**Address 2:**

**ZipCode:**

**City:**

**Name:** USA

**Phone-Prefix:** 1

**Phone No1:** -9408

**PhoneNo2:** -3778

**Email:** jturner@rannochadventures.com

**WebPage:**

**Contact person(s):** Julia Turner

**First time to VNTM?:** No

**Field of activity:** Video and Photo Expeditions

**Have you already included Greenland/Faroe/Iceland in your product?** Yes, we have offered programs in Iceland in past years and plan to offer Iceland and Greenland in the near future. We are not familiar with Faroe Is., but that is also a possible venue.

**Programme:** DOCUMENTARY EXPEDITIONS: Documentary filmmakers combine refined storytelling and technical skills to craft extraordinary narratives from real life. Rannoch Documentary Expeditions will show you how to use the latest technology to turn ordinary video into professional quality documentary-style films. An experienced professional field producer will take you on an actual documentary shoot in some of the planet's most spectacular places. You'll have an unparalleled opportunity to work with a seasoned We are developing a list places where we can offer our Documentary Expeditions. We are looking for destinations which offer outstanding photo opportunities and dependable infrastructure. We will be adding to our schedule of Documentary Expeditions as we move into 2010.

**Development focus:** We will contract with receptive operators and other local providers to provide transportation, guides, accommodations and other services in each destination. We will provide our own producer/videographer/photographer as principal leader of the group. By the way, our groups will generally be small, ranging from six to twelve participants.

**Additional comments:**

## Buyers

---

**Company:** Saga Matkat Oy, Saga Tours Ltd  
**Address:** Eerikinkatu 27  
**Address 2:**  
**ZipCode:** 180  
**City:** Helsinki  
**Name:** Finland  
**Phone-Prefix:** 358  
**Phone No1:** 35896123355  
**PhoneNo2:** 3,585E+11  
**Email:** jussi.kinnari@sagamatkat.fi  
**WebPage:** www.sagamatkat.fi  
**Contact person(s):** Jussi Kinnari  
**First time to VNTM?:** no  
**Field of activity:** Leisure travel, business travel, meetings and incentives.  
**Have you already included Greenland/Faroe/Iceland in your product?** Iceland, Faroe Islands and Greenland are included in our program.  
**Programme:** Iceland, Greenland and Faroe Islands.  
**Development focus:** All areas.  
**Additional comments:** Sister company, Travel Specialist Group, is specialized in incentives, business travel and meetings.

## Buyers

---

Company: SAMIKO  
Address: Elektrichesky per. 3/10, office 528  
Address 2:  
ZipCode: 123557  
City: Moscow  
Name: Russia  
Phone-Prefix: 7  
Phone No1: +7 499 255 4684  
PhoneNo2: +7 499 255 4683  
Email: info@samiko.ru  
WebPage: www.samiko.ru  
Contact person(s): Alexey Salomatov  
First time to VNTM?: no  
Field of activity: Scandinavia and Finland  
Have you already included Greenland/  
Faroe/Iceland in your product?  
Yes  
Programme:  
Development focus:  
Additional comments:

## Buyers

---

**Company:** Scandinavian Travel Centre  
**Address:** Nador u. 8.  
**Address 2:**  
**ZipCode:** 1051  
**City:** Budapest  
**Name:** Hungary  
**Phone-Prefix:** 36  
**Phone No1:** 3612358014  
**PhoneNo2:** 36202306379  
**Email:** david@suk.hu  
**WebPage:** www.skandinavia.hu  
**Contact person(s):** David Bajomi-Lazar  
**First time to VNTM?:** No  
**Field of activity:** Tour operator  
**Have you already included Greenland/Faroe/Iceland in your product?** Yes  
**Programme:** We are the only Hungarian tour operator to specialise on Iceland, the Faroe Islands and Greenland.  
**Development focus:** Further increase the number of our clients travelling to the Vestnorden countries.  
**Additional comments:**

## Buyers

---

**Company:** Scandinavian Travel Team & Incentives  
**Address:** Ekstroms Vag 25A  
**Address 2:**  
**ZipCode:** 218 45  
**City:** Vintrie  
**Name:** Sweden  
**Phone-Prefix:** 46  
**Phone No1:** 0046 704229026  
**PhoneNo2:** 0046 704229026  
**Email:** daney@scandinaviantravel.net  
**WebPage:** www.scandinaviantravel.net  
**Contact person(s):** Daney Koefoed  
**First time to VNTM?:** no  
**Field of activity:** Groups & Incentive  
**Have you already included Greenland/Faroe/Iceland in your product?**  
**Programme:**  
**Development focus:**  
**Additional comments:**

## Buyers

---

Company: seiviaggi tour operator

Address: via san gottardo 74

Address 2:

ZipCode: 20052

City: monza

Name: Italy

Phone-Prefix: 39

Phone No1: 3,90394E+11

PhoneNo2:

Email: manuel.cazzaniga@seiviaggi.it

WebPage: www.seiviaggi.it

Contact person(s): Manuel Cazzaniga

First time to VNTM?: no

Field of activity: tour operator specialized into tailor made travel packages in scandinavia and arctic areas.

Have you already  
included Greenland/  
Faroe/Iceland in your  
product?

Programme:

Development focus:

Additional comments:

## Buyers

---

**Company:** Senior Rejser  
**Address:** Sølvgade 15-17  
**Address 2:**  
**ZipCode:** 1307  
**City:** København  
**Name:** Denmark  
**Phone-Prefix:** 45  
**Phone No1:** 0045 33 76 64 58  
**PhoneNo2:** 0045 20 71 99 26  
**Email:** ingrid@senior-rejser.dk  
**WebPage:** www.senior-rejser.dk  
**Contact person(s):** Ingrid Gissel Christian  
**First time to VNTM?:** Yes  
**Field of activity:** Senior Rejser: Senior Rejser: -Long Term Travel (individual)  
-Roundtrip (groups) -Aktive Holiday (groups)  
**Have you already included Greenland/Faroe/Iceland in your product?** Yes we have included Faroe  
**Programme:** Not ready yet  
**Development focus:** -Roundtrips and aktive holidays for 50+  
**Additional comments:**

## Buyers

---

**Company:** Service-Reisen Giessen  
**Address:** Roedgener Str, 12  
**Address 2:**  
**ZipCode:** 35394  
**City:** Gießen  
**Name:** Germany  
**Phone-Prefix:** 49  
**Phone No1:** 0049-641-4006714  
**PhoneNo2:**  
**Email:** nordkap@servicereisen.de  
**WebPage:** www.servicereisen.de  
**Contact person(s):** Petra Buchner  
**First time to VNTM?:** No  
**Field of activity:** Tour operator for groups  
**Have you already included Greenland/Faroe/Iceland in your product?** It's already included in our program  
**Programme:** Coach tours for groups all over Europe, group travel by air, specials and events  
**Development focus:**  
**Additional comments:**

## Buyers

---

Company: Steintours  
Address: Frejgatan 35  
Address 2:  
ZipCode: 19953  
City: Märsta  
Name: Sweden  
Phone-Prefix: 46  
Phone No1: 4686123005  
PhoneNo2: 46706463005  
Email: Steinthor@stockholmexcursions.se  
WebPage: www.steintours.se  
Contact person(s): Steinthor Olafsson  
First time to VNTM?: No  
Field of activity:  
Have you already  
included Greenland/  
Faroe/Iceland in your  
product?  
Programme:  
Development focus:  
Additional comments:

## Buyers

---

**Company:** Topas  
**Address:** Bakkelyvej 2  
**Address 2:**  
**ZipCode:** 8680  
**City:** Ry  
**Name:** Denmark  
**Phone-Prefix:** 45  
**Phone No1:** +45 86 89 36 22  
**PhoneNo2:**  
**Email:** info@topas.dk  
**WebPage:**  
**Contact person(s):** Jørgen Nielsen  
**First time to VNTM?:** no  
**Field of activity:** Group- and packetours all over Greenland. Hiking, trekking and dogsled.  
**Have you already included Greenland/Faroe/Iceland in your product?** Topas sell trips all over the world. Greenland, Faroe and Iceland included  
**Programme:** Groups interested in trekking and hiking all over the world  
**Development focus:**  
**Additional comments:**

## Buyers

---

Company: TRANSHOTEL  
Address: ISLA DEL HIERRO 3  
Address 2:  
ZipCode: 28700  
City: MADRID  
Name: Spain  
Phone-Prefix: 34  
Phone No1: 34917242406  
PhoneNo2:  
Email: eflores@transhotel.com  
WebPage: www.TRANSHOTEL.COM  
Contact person(s): ELENA FLORES  
First time to VNTM?: NO  
Field of activity: TRANSHOTEL  
Have you already included Greenland/  
Faroe/Iceland in your product?  
Programme:  
Development focus:  
Additional comments:

## Buyers

---

**Company:** Troll Tours Reisen GmbH  
**Address:** Oberstrasse 1  
**Address 2:**  
**ZipCode:** 59964  
**City:** Medebach  
**Name:** Germany  
**Phone-Prefix:** 49  
**Phone No1:** +49 2982 92210  
**PhoneNo2:** +49 160 96960935  
**Email:** karssing@trolltours.de  
**WebPage:** www.trolltours.de  
**Contact person(s):** Madelon Karssing  
**First time to VNTM?:** no  
**Field of activity:** touroperator on the german speaking market, selling via catalogue, travel agencies and internet  
**Have you already included Greenland/Faroe/Iceland in your product?** We already have included Iceland, Greenland and Faroe in our program  
**Programme:** 180 pages summer catalogue, 76 pages winter catalogue, incl. Iceland, Greenland, Faroe, Norway, Sweden, Finland, Danmark. Group tours, roundtrips by car or bus, individual tours, charter- / regular flights, fly, drive & bed, car rentals, hotels, summerhouses, motorhomes, activity programs, excursions, city breaks  
**Development focus:** Increase product & turnover Iceland & Greenland  
**Additional comments:**

## Buyers

---

Company: Tupilak Travel  
Address: Ilivinguaq 18  
Address 2:  
ZipCode: 3900  
City: Nuuk  
Name: Greenland  
Phone-Prefix: 299  
Phone No1: 299313218  
PhoneNo2: 299533531  
Email: skyds@greennet.gl  
WebPage: www.tupilaktravel.gl  
Contact person(s): Henrik Skydsbjerg  
First time to VNTM?: No  
Field of activity: Travel Agency and Tourist office in Nuuk  
Have you already included Greenland/  
Faroe/Iceland in your product?  
yes  
Programme:  
Development focus:  
Additional comments:

## Buyers

---

**Company:** VALHALLA TRAVEL & TOURS  
**Address:** 245 PEFFERLAW RD  
**Address 2:**  
**ZipCode:** L0E 1N0  
**City:** PEFFERLAW  
**Name:** Canada  
**Phone-Prefix:** 1  
**Phone No1:** 9055352666  
**PhoneNo2:** 4164178537  
**Email:** jens@valhallatravel.com  
**WebPage:** www.valhallatours.ca  
**Contact person(s):** JENS SONDRUP  
**First time to VNTM?:** NO  
**Field of activity:** Scandinavia, Baltic countries, Russia. Greenland and Iceland  
**Have you already included Greenland/Faroe/Iceland in your product?** YES  
**Programme:**  
**Development focus:**  
**Additional comments:**

## Buyers

---

**Company:** VIAJES TIERRAS POLARES  
**Address:** C/Cava Alta 17  
**Address 2:**  
**ZipCode:** 28005  
**City:** Madrid  
**Name:** Spain  
**Phone-Prefix:** 34  
**Phone No1:** 34913641689  
**PhoneNo2:** 34629432228  
**Email:** carla@tierraspolares.es  
**WebPage:**  
**Contact person(s):** Ramon Larramendi  
**First time to VNTM?:** No  
**Field of activity:** Adventure tours in iceland and greenland  
**Have you already included Greenland/Faroe/Iceland in your product?** yes  
**Programme:** Extensive programmes in iceland and greenland  
**Development focus:**  
**Additional comments:**

## Buyers

---

**Company:** Viking Inc.  
**Address:** je1 building 4F, 2-3-14 Ebisu-Minami  
**Address 2:** Shibuya-ku  
**ZipCode:** 150-0022  
**City:** Tokyo  
**Name:** Japan  
**Phone-Prefix:** 81  
**Phone No1:** +81 3 3719 9340  
**PhoneNo2:** +81 80 1144 4619  
**Email:** konishi@iceland.jp  
**WebPage:** <http://www.icelandair.jp/>  
**Contact person(s):** SHIHO KONISHI  
**First time to VNTM?:** Yes  
**Field of activity:** Travel agency, Tour operator, General Sales of Airline  
**Have you already included Greenland/Faroe/Iceland in your product?** Yes, we are specialize tour for Iceland, Greenland, and Faroe Islands.  
**Programme:**  
**Development focus:**  
**Additional comments:**

## Buyers

---

**Company:** Vulkan Resor AB  
**Address:**  
**Address 2:**  
**ZipCode:**  
**City:**  
**Name:** Sweden  
**Phone-Prefix:** 46  
**Phone No1:** 4690129550  
**PhoneNo2:** 46706636696  
**Email:** benni@vulkanresor.se  
**WebPage:** vulkanresor.se, vulkankonferens.se  
**Contact person(s):** Benedikt Kristinsson  
**First time to VNTM?:** no  
**Field of activity:** FIT, MICE  
**Have you already included Greenland/Faroe/Iceland in your product?** We specialize in Iceland and are not planning other destinations.  
**Programme:**  
**Development focus:** MICE  
**Additional comments:**