

<b>BIM 30 Jan 2026 Contacts</b>					
<b>Buyer Reference No</b>	<b>Tour Operator</b>	<b>Name</b>	<b>Market</b>	<b>Notes</b>	<b>Website</b>
1	Comptoir Des Voyages	Lea Doubleau	France	FIT. Launched England product '24. Wants list of unique Dorset experiences. Clients young, 30+, families/couples. Rent cars, looking for new product	<a href="http://www.comptoirdesvoyages.fr">www.comptoirdesvoyages.fr</a>
2	Naar	Valentina Bosco	Italy	FIT. '27 looking for high-end hotels, glampsites. Lux, honeymoon etc	<a href="#">Naar Tour Operator - Home</a>
3	TUI Musement	Mariana Coutinho	UK	OTA. Offers tours, experiences, attractions as part of TUI. FIT. Searching for new UK product	<a href="#">Book Tickets for Experiences and Activities Worldwide   TUI Musement</a>
4	Buro Scanbrit	Jos Van de Water	Netherlands	Sm. Groups, 6-8 pp. s/c, does Hosesasons. Lkg for park lodges, quirky accomm. Open to ideas	<a href="#">The holiday specialist to Northwest Europe   Buro Scanbrit</a>
5	The Circle	Wolfgang Lories	Worldwide	Lists accomm FOC Dorset for FIT for US, Aust, Continental markets, 3-5*. Wants authentic Dorset	<a href="http://www.circlehotels.co.uk">www.circlehotels.co.uk</a>
6	Wolters Rundreisen	Florian Averbeck	Germany	FITs. Flex bkgs, year round tours, 1 of biggest ops in Germany. Gen 2 day trips Dorset. Contracts accomm thru Abbey. Interested in new immersive experiences - cream teas, Poole Museum, canoeing	<a href="http://www.wolters-rundreisen.de">www.wolters-rundreisen.de</a>
7	Angela Shanley Assoc	Gislea Shkodra	UK Ground Services	Handles accomm, wants FIT rates, N Amer main market	<a href="http://www.asa-dmc.com">www.asa-dmc.com</a>
8	Europeous DMC	Jasmeet Kaur	DMC	Interested in sample Dorset itins, castles, experiences, wedding venues but large accomm venues	<a href="http://www.europeous.com">www.europeous.com</a>
9	Garden Tours	Jurrian Hensen	Netherlands	Groups, 25+, 4 nights av, Dover-South Coast, guided tours, inter private gardens and spec interest, snowdrop, roses etc. Want itins for differ seasons	<a href="http://www.gardentours.nl">www.gardentours.nl</a>
10	TravelManagers Australia	Sandra Reucker	Australia	Looking for content and imagery beyond London.FITs, group tours, eg Ladies Escape. Inter in festivals, exper	<a href="http://www.travelmanagers.com.au">www.travelmanagers.com.au</a>
11	Utour Britannia	Rose Zhang	China	Wants to look at Dorset as part of longer stay, combo with Stonehenge. Inter in culture, themed tours, inter in Coastal Cruises, experiences, walking tours with exper guides. Please send	<a href="http://www.utourbritannia.com">www.utourbritannia.com</a>

12	Platinum Recruitment	Lakshmi Thurairatnam	UK	B2B recruitment for travel industry, hospitality	<a href="http://www.platinumtravelrecruitment.co.uk">www.platinumtravelrecruitment.co.uk</a>
13	Jason Edwards Travel	Lloyd McGowan	Wales	Coach tours from Wales, needs accomm for groups of 48, 55+, wants new hotels, new attractions, experiences	<a href="http://www.jasonedwardstravel.co.uk">www.jasonedwardstravel.co.uk</a>
14	Oad Touroperating	Mark Noppers	Netherlands	Combines BH with Torquay, 7 nights. Interested in new itins, Jurassic Coast and attractions inland	<a href="#">Bus tours, tours, air bus tours, Disney tours and more   Oad</a>
15	Ramble Worldwide	Marc Pembroke	UK	Sm, guided groups, 12-19 pp, age 50+, features Jurassic Coast, wants new ideas, trad hotels, restaurant suggestions, boat trips, musuems, saunas, pubs etc	<a href="http://www.rambleworldwide.co.uk">www.rambleworldwide.co.uk</a>
16	Fox	Kim Cransveld	Netherlands	FIT. Dutch arrive Newcastle/Harwich. Cples, 55+, love cycling, 3-4* hotels. Wants new ideas, hotels, wine-tastings, exper, drive en-route Cornwall to stop off Dorset	<a href="http://www.fox.nl">www.fox.nl</a>
17	VB - Britain & Netherlands	Robin Kagenaar	Netherlands	Believes big scope for Dorset, not enough known, brand not as clear as Devon & Cornwall but big potential. Attended fam trip to SW after BIM	<a href="#">UK Tourism Market Research: Netherlands   VisitBritain.org</a>
18	HIS-Miki Travel Group	Tomomi Echigo-Smith	China/Japan/Far East	Groups 10-40, needs 3-4* with similar sized rooms. Interested in experiences, vineyards, boat trips, museums, dark skies, pub food, send ideas	<a href="http://www.miki.co.uk">www.miki.co.uk</a>
19	Janet Redler Travel	Janet Redler	N America	Bespoke, small groups, exclusive hotels, castle stays, interested in exper, gardens, Swanage Steam Railway, vineyards hi-end spend	<a href="http://www.janetradlertravel.com">www.janetradlertravel.com</a>
20	ETOA - UK & Ireland	Roisin Donnelly	Inbound	Pushing June 12 event - Shop Shoulder and Off-Peak B2B workshop for buyers and suppliers	<a href="#">SHOP - Shoulder &amp; Off-Peak 2026</a>
21	TBO.com	Brennda Heirmarsdottir	US, GCC	Online booking platform, B2B, luxury linked to Viatour	<a href="#">Leading Global Travel Distribution Platform - tbo.com</a>
22	Intrepid Travel	Amy Isaac	US, Australia, Canada	Small groups, adventure travel, boutique hotels, upscale B&Bs guesthouses, inter in shoulder season. Send itins of stays, experiences	<a href="#">Best Small Group Tours &amp; Adventure Travel   Intrepid Travel UK</a>
23	DentaTravel	Angelines Fernandez Valles	Spain, Belgium, France	School trips. 16+, 14 nights. Seeks new itins, interest in accomm (budget), fossils, history, ed activity in shoulder season, send ideas	<a href="http://www.denatravel.com">www.denatravel.com</a>
24	Twin Group	Jacqui Fox	UK	Employment, training, apprenticeships for hosp ind placements	<a href="http://www.twingroup.org">www.twingroup.org</a>

25	Tour Partner Group	Karen Hobus	N America, E Europe	FIT, groups, DMC, bespoke. Send accommodation - cottages, boutique hotels, upscale B&Bs	<a href="#">Tour Partner Group   B2B specialist for Northern Europe</a>
26	House of Britain	Silvia Flipse	Netherlands	Families, couples 55+, features Jurassic Coast. Inter in new product, hotels, experiences	<a href="#">House of Britain   The specialist in travel to Great Britain &amp; Ireland</a>
27	G2 Travel	Nada Zanatta	Asia - India, Korea, Japan	Platform for chain and independ hotels, groups, FITs, MICE	<a href="#">G2 Travel – Your partner in travel</a>
28	DERTour	Cindy Kipka	Germany	Ill, but interested in discussion, will be at ITB	<a href="#">Home • DERTOUR Group</a>

Should you wish to reach out to a particular buyer please contact the Visit Dorset team quoting the buyer reference number and we'll be able to provide contact details – [tourism@dorsetcouncil.gov.uk](mailto:tourism@dorsetcouncil.gov.uk)