# #WEAREIN PUGLIA

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### BUYERS GUIDE 2016



# **BUYERS** GUIDE

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### INTERCETTARE NUOVI MERCATI PER UNA PUGLIA365

Benvenuti a questa quarta edizione del Buy Puglia, il più importante appuntamento di business turistico di respiro internazionale della regione.

Intercettare nuovi mercati a grande potenziale di sviluppo per il turismo pugliese e proporre, anche nei mercati già consolidati. una Puglia<sub>365</sub>, da scoprire tutto l'anno, anche fuori dalla stagione estiva. E' questa una delle novità della quarta edizione del Buy Puglia che scaturisce dal Piano Strategico del Turismo. Il Buy Puglia rappresenta uno strumento per agevolare gli operatori pugliesi, non solo a incontrare la domanda di nuovi mercati e a consolidare quella dei mercati di riferimento, ma a stimolare un approccio al mercato estero fatto di strategie mirate e di lungo respiro in modo da rendere sempre più competitivo il sistema turistico pugliese. Una strategia mirata che scaturisce proprio dal Piano Strategico per il Turismo Puglia<sub>365</sub> è quella di puntare su una Puglia aperta tutto l'anno. Sono proprio i turisti stranieri che la apprezzano anche fuori stagione. Per questo concentriamo il massimo sforzo nel proporre al Buy Puglia guest'anno la Puglia 365 giorni all'anno, sia sui

mercati internazionali consolidati che su quelli a grande potenziale di sviluppo. I dati sui flussi turistici ci dicono che l'internazionalizzazione del turismo pugliese ha un trend di crescita deciso e costante (+60% dell'incoming dal 2007); le prime stime dell'Osservatorio regionale sul Turismo confermano un'ulteriore crescita del turismo straniero in Puglia: + 9% nei primi nove mesi del 2016 (sia per gli arrivi che per le presenze) rispetto a gli stessi mesi del 2015, e un + 8% di strutture ricettive. Con il Buy Puglia 2016 vogliamo costruire nuove opportunità per il territorio e le nostre imprese; per questo, oltre al workshop BtoB, sono molto importanti gli itinerari che consentono ai buyer internazionali di vivere in due giorni una esperienza della Puglia fuori stagione. Il momento ci sembra particolarmente favorevole per una operazione promozionale di questo tipo. Il mondo del turismo mostra una grande vivacità e fra le tendenze si nota una decisa preferenza per gli short break in luoghi autentici, fuori dai circuiti di massa e in periodi di minor afflusso turistico. È in questo scenario che la Puglia si lancia per intercettare la sua fetta di mercato puntando sulla promozione.

Quest'anno oltre 110 imprese del turismo pugliesi stringeranno accordi commerciali e nuove trattative con più di 100 buyer provenienti da 33 Paesi, alcuni ormai mercati consolidati come la Germania. la Francia e il Regno Unito e fuori Europa gli Stati Uniti, ed altri emergenti fra cui spiccano in Europa Repubblica Ceca, Norvegia, Svezia, Finlandia, Danimarca, Estonia e Lituania ed oltreoceano Canada. Brasile, Giappone, ma anche Cina, Argentina, Russia e India. Grande la collaborazione con Aeroporti di Puglia. Otto le compagnie aeree che saranno presenti: Mistral Air, Aegean Airlines, Airberlin, Air Dolomiti, Alitalia, Volotea V7, Turkish Airlines, Transavia/KLM/Air France. Un ringraziamento particolare va come di consueto anche alle numerose imprese del territorio che hanno offerto il proprio supporto con servizi in co-marketing per l'organizzazione dell'evento, dall'ospitalità dei buyer nella propria struttura ai servizi di ristorazione e transfer.

Buon Lavoro!

#### Loredana Capone

Assessore all'Industria Turistica e Culturale Regione Puglia



▲ Baia delle Zagare ph. credit Vanda Biffani

### **Buyers**

### MONDO

- 1 ARGENTINA
- 2 AUSTRIA
- 3 BRAZIL
- 4 CANADA
- 5 CHINA
- 6 CZECH REPUBLIC
- 7 DENMARK
- 8 ESTONIA
- 9 FINLAND
- FRANCE
- GEORGIA
- GERMANY
- 1 HUNGARY
- 10 INDIA
- 15 IRELAND
- 16 ISRAEL
- 1TALY
- 13 JAPAN
- 19 LATVIA
- 20 LITHUANIA
- 2 THE NETHERLANDS
- 22 NEW ZEALAND
- 23 NORWAY
- 29 RUSSIA
- 25 SLOVAKIA
- 26 SPAIN
- 27 SWEDEN
- 28 TAIWAN
- 29 THAILAND
- **30** TURKEY
- UKRAINE
- 32 UNITED KINGDOM
- 3 USA







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Info Buenos Aires ARGENTINA www.biblostravel.com



**Contact** Sales consultant Ana Moyano amoyano@biblostravel.com

#### TRAVEL AGENCY

We a are a big company in our country between the top five among the agencies in Argentina. We specialize in tailor made VIP Clients with itineraries all over the world.



🗥 Luxury, Medium Level, Small Groups and Individuals

#### ABOUT PUGLIA

ACCOMMODATION TARGET Hotels 5 stars, Hotels 4-3 stars

**PRODUCTS** Art & Culture, Seaside Tourism

**SPECIFIC INTERESTS** Family, Honeymoons, Senior Travellers



Info Buenos Aires ARGENTINA www.qft.com.ar

Contact Vip sales manager Gabriela Checchi gabyc@gft.com.ar

#### TRAVEL AGENCY

Our Company sell all International and Vip services. Most of them private. We are permanent in contact with our clients. We are a vip boutique travel agency in Argentina. We were selected by Virtuoso as the 3rd travel agency in Latin America. We are total 30 employees. Most of our services are arrange with direct hotels and operators in every destiny that is what makes as also different in services why planning clinet s trip, as we most of the time use direct contact. We are also Receptive services in Argentina. Most of the hotels and International operators in the world when they visit Argentina they also visit us!! Thank you so much for inviting me to participate in this meeting!! I am very please and thank for it! Warmest regards Gabriela Checchi.

🕾 Luxury, Small Groups and Individuals

#### ABOUT PUGLIA

#### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Guest houses and apartments, Historic Hotels, Resort, Spa and Wellness hotels

PRODUCTS Art & Culture, Business, Active Tourism, Seaside Tourism, Tradition & Spirituality

#### SPECIFIC INTERESTS

Accessible tourism, Family, Golf, Honeymoons, LGBT-friendly tourism, Shopping





**Info** Salzburg AUSTRIA www.diereiserei.at

Contact

Product and sales manager opernreisen Brigitte Tanzer tanzer.opernreisen@diereiserei.at

#### TOUR OPERATOR - TRAVEL AGENCY

We are a touroperator in Salzburg-Austria. We are organising Opera Tours all over the world for groups and individuals. We publish one Opera catalogue in automn and over the year special offers for opera trips to several festivals and cities like Rossini Festival Pesaro, Verona Sommer festival, Torre del Lago, Verdi Festival Parma, Milano, Torino, Venice, Parma-Busseto, Napoli, and hopefully Bari in future. We are open for special offers and new destinations. Our travels includes flights or bus travel to the destination. Accomodation in centrally located 4-5 star hotels, in superior rooms, one typical exclusive dinner, privat concert, Opera performance, visites of historical sights, tasting of wine and products of the region. We need guides with special educations for music and history. Our philosophy discover exclusives hinding places.



#### ABOUT PUGLIA

ACCOMMODATION TARGET

Hotels 5 stars, Historic Hotels, Spa and Wellness hotels

#### PRODUCTS

Art & Culture, Food & Wine, Events & Entertainment

#### SPECIFIC INTERESTS

Senior Travellers

### **EUROTOURS INTERNATIONAL**

**Info** Kitzbuhel AUSTRIA www.eurotours.at



#### TOUR OPERATOR - TRAVEL AGENCY

Eurotours International based in Kitzbuhel (Austria) is one of the major tourist buying groups in Europe and the largest Tour Operator for direct sales in Austria. In 36 years of activity he has made traveling more than 12 million passengers, with a total turnover of 2.84 billion Euros. The company belongs to Verkehrsbüro Group of Vienna, a leader in world tourism, owner of tour operators, agencies travel, hotel chains, historic properties located in Central Europe. Eurotours International manages all forms of organized trip (incoming, groups, b2b, b2c, xml) and collaborates with over 4,000 hotels and more than 800 travel suppliers around the world.

🔼 Luxury, Medium Level, Low Budget, Small Groups and Individuals

#### ABOUT PUGLIA

#### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Campings, Masserie & Trulli (Traditional rural accommodation), Resort Spa and Wellness hotels

PRODUCTS Art & Culture, Food & Wine, Events & Entertainment, Rural Tourism, Seaside Tourism, Family

SPECIFIC INTERESTS

Family

# **FOOD AND WINE TRAVELLER**

Info St.Stefan ob Stainz AUSTRIA www.wineandfoodtraveller.com



**Contact** *Guide* Kathrin Fehervary kathrin.fehervary@gmail.com

#### TOUR OPERATOR

For food professionals, foodies, budding gourmets and those with a passion for Travel to Italy we offer a selecting of exclusive individual study trips that take in some incredible experiences with outmost interpreters of Italian cuisine and culture.



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#### ABOUT PUGLIA

#### ACCOMMODATION TARGET

Hotels 5 stars, Farmhouses/Agritourism, Bed & Breakfast, Historic Hotels, Masserie & Trulli (Traditional rural accommodation), Spa and Wellness hotels

#### PRODUCTS

Food & Wine, Rural Tourism

#### SPECIFIC INTERESTS

Family, LGBT-friendly tourism, M.I.C.E., Senior Travellers, Women Travel



**Info** Klosterneuburg AUSTRIA www.italissimo.at

Contact Owner Martin Martschnig martin@italissimo.at

#### TOUR OPERATOR

Small tour operator with focus on wine & food tours for individuals. All our offers are tailor-made for 2 - 10 people. Accommodation in 4 level but only small structures up to 25 rooms, hotels as well as agriturismi, masserie, b&b. The programs consist of accommodation, private guided tours, tastings, cooking lessons, light trekking, harvest and relaxing days.

🗥 Medium Level, Small Groups and Individuals

#### ABOUT PUGLIA

#### ACCOMMODATION TARGET

Hotels 4-3 stars, Guest houses and apartments, Farmhouses/Agritourism, Bed & Breakfast, Masserie & Trulli (Traditional rural accommodation)

PRODUCTS Food & Wine

SPECIFIC INTERESTS Family





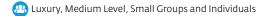
**Pinfo** Vienna AUSTRIA www.ruefa.at



Group travel consultant Claudia Schandl cl.schandl@gmx.at

#### TOUR OPERATOR - TRAVEL AGENCY - MICE OPERATOR

ÖVB -RUEFA is the biggest company in Austria, me personally I work for RUEFA Graz, doing Group business (special interest tours, study tours, Gourmet tours, wine tours, historical tours, etc...)



#### ABOUT PUGLIA

ACCOMMODATION TARGET Hotels 5 stars, Hotels 4-3 stars, Historic Hotels

**PRODUCTS** Art & Culture, Food & Wine

SPECIFIC INTERESTS Accessible tourism, LGBT-friendly tourism, Senior Travellers

## PRIMA REISEN GMBH

Vienna AUSTRIA www.primareisen.com



Mario Aininger m.aininger@primareisen.com

#### TOUR OPERATOR

PRIMA REISEN has been a successfull austrian tour operator and travel agency since more than 38 years. As a tour operator focusing on niche products PRIMA REISEN is well known for roundtrips in the south of italy, england, scotland, ireland, the channel islands and scandinavia. In the next few years the company plans to expand especially into the south of europe doing more pax to puglia.

😬 Luxury, Medium Level, Low Budget, Large Groups (more than 40), Small Groups and Individuals

#### **ABOUT PUGLIA**

#### ACCOMMODATION TARGET

Hotels 4-3 stars, Masserie & Trulli (Traditional rural accommodation)

**PRODUCTS** Art & Culture, Rural Tourism

SPECIFIC INTERESTS Senior Travellers

# **AGENCIA DE VIAGEM E TURISMO LTDA - ME**

Info Belo Horizonte BRAZIL www.italybiketour.com.br



**Contact** Director Cecilia Rocha Mendes info@italybiketour.com.br

#### TOUR OPERATOR

We are a small Tour operator specialized in cycling holidays. Our clients are Medium / High Level and usually our groups are maximum of 10 people. We work with a 3  $^{*}$  hotels (very good) 4  $^{*}$  and some times 5 $^{*}$ .



Luxury, Medium Level, Small Groups and Individuals

#### ABOUT PUGLIA

ACCOMMODATION TARGET Hotels 5 stars, Hotels 4-3 stars, Masserie & Trulli (Traditional rural accommodation), Resort

PRODUCTS Food & Wine, Active Tourism, Seaside Tourism

#### SPECIFIC INTERESTS

Bike tourism, Family



Info Sao Paulo BRAZIL www.h3rviagens.com.br



Owner / director Maria Amelia Innecchi maria.amelia@hȝrviagens.com.br

#### TRAVEL AGENCY

H3R Viagens was stablished in Feb 2011 starting its business as mainly corporate accounts, migrating right after to VIP and High-End Tailormade Travel. Today we have about 40% production with corporate and 60% with Leisure. In 2016 we started promoting bike & gastronomy groups, and have been able to experience a beatiful trip to Alentejo, in Portugal. In 2013 we have participated in Buy Tuscany, another region we work very closely in Italy, and have sent some VIP Brazilian clientes to. They usually rente a Villa and have long stays, or we design a personalized itinerary for them acconding to their profile and points of interest (i.e: Arts, Design, Historical Architecture, History, Gastronomy, Bike rides, Wine, etc...). As I also hold an Italian nationality, Italy has a special place in my heart and it is one of my favourite coutries in the World to work with and to send clientes to.

🐴 Luxury, Medium Level, Small Groups and Individuals

#### ABOUT PUGLIA

#### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Guest houses and apartments, Historic Hotels, Resort

PRODUCTS

Art & Culture, Food & Wine, Active Tourism, Seaside Tourism, Tradition & Spirituality

#### SPECIFIC INTERESTS

Bike tourism, Family, Golf, Honeymoons, Senior Travellers

# CLASSICVACATIONRENTAL.COM







**Contact** *Owner/Managing director* Carina V. P. Ayriss cayriss@classicvacationrental.com

#### TOUR OPERATOR - TRAVEL AGENCY - WEDDING PLANNER

Classicvacationrental.com is a boutique tour operator/agency specializing in very personalized service to help clients find medium high to luxury villas and apartments, charming hotels, or other unique accommodation throughout Italy, with new emphasis on the southern regions - Puglia, Basilicata, and more. We also provide special services to enhance our client's experience such as cooking classes, wine tastings/tours, excursions, itinerary planning, concierge services and more.



#### ABOUT PUGLIA

#### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Guest houses and apartments, Farmhouses/Agritourism, Historic Hotels, Masserie & Trulli (Traditional rural accommodation)

#### PRODUCTS

Art & Culture, Food & Wine, Active Tourism, Rural Tourism, Seaside Tourism

#### SPECIFIC INTERESTS

Bike tourism, Family, Honeymoons, Shopping, Women Travel

### 12 MAKO TRAVEL CANADA



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#### Info

Vancouver CANADA www.mako.ca www.makotravel.com www.makolifestyle.com



#### TOUR OPERATOR

Mako Travel Canada creates and provides upscale outbound MICE & leisure travel products for groups, associations, and exclusive private clubs that include professional organizations, corporate companies, celebrity sports, and wealthy individuals. My office is located in the heart of downtown Vancouver at "World Trade Centre" - It's in the city's premier & prestigious business area. Our clients include Canadian and international banks and financial services corporations, forest and mining companies as well as accounting and law firms. For 30 years we are the only fully licensed Travel Company (MICE / Leisure / Corporate) in the WTC building handling all major business corporate / incentive / luxury leisure account.

🔼 Luxury, Medium Level, Large Groups (more than 40), Small Groups and Individuals

#### ABOUT PUGLIA

#### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Meeting and Event hotels, Historic Hotels, Resort, Spa and Wellness hotels

#### PRODUCTS

Art & Culture, Food & Wine, Events & Entertainment, Seaside Tourism, Tradition & Spirituality

#### SPECIFIC INTERESTS

Accessible tourism, Bike tourism, Golf, Honeymoons, M.I.C.E., Shopping

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Info Beijing CHINA www.ptclubs.com



**Contact** Deputy gm Na Yan 1728402436@qq.com

#### TOUR OPERATOR

Our company Global Travel is a tour operater in China. We are doing package tours, and theme tours in leisure. Italy is our top destination in our target business. We are very much looking for new partners and products in this new area Pulia Italy.



#### ABOUT PUGLIA

ACCOMMODATION TARGET Hotels 5 stars, Farmhouses/Agritourism, Historic Hotels, Resort Spa and Wellness hotels, Wedding & PCO Companies

#### PRODUCTS

Art & Culture, Food & Wine, Rural Tourism, Seaside Tourism, Tradition & Spirituality

#### SPECIFIC INTERESTS

Accessible tourism, Family, Honeymoons, Senior Travellers, Shopping, Young & Students



Info Praha 6 CZECH REPUBLIC www.eurotime.cz

Contact Product manager Kamila Belaidiova kamila@eurotime.cz

#### TOUR OPERATOR

Tour operator specialized in summer stays and tours in Italy. Sea, lakes, mountains, cities of art. Individuals and groups (schools, adults, seniors).

🔼 Medium Level, Low Budget, Large Groups (more than 40), Small Groups and Individuals

#### ABOUT PUGLIA

#### ACCOMMODATION TARGET

Hotels 4-3 stars, Guest houses and apartments, Campings, Resort

**PRODUCTS** Art & Culture, Active Tourism, Seaside Tourism

SPECIFIC INTERESTS Family, Senior Travellers, Young & Students









Sales department Jitka Zimová jitka@fede.cz

#### TOUR OPERATOR - TRAVEL AGENCY

Tour operator for Italy Dolomites and the sea, Croatia, Malta and Madeira.



#### ABOUT PUGLIA

ACCOMMODATION TARGET Hotels 4-3 stars, Guest houses and apartments, Masserie & Trulli (Traditional rural accommodation)

**PRODUCTS** Active Tourism, Tradition & Spirituality

**SPECIFIC INTERESTS** Bike tourism, Family

## 



**Info** Aalsgaarde DENMARK www.ciao.dk



#### TOUR OPERATOR

We organize client car vacation, flights, car hire for families and individuals. Our program is residences, apartments, independent villas, mobilhomes, bungalows and hotels in Italy, Croatia, France, Austria, Spain, Norway and Sweden and in main cities Rome, Venice, Paris, Vienna, Prague and Budapest. Our program is for summer and winter. We have online booking. Our force is personal knowing and quality and cooperators with whom we united make perfect and unproblematic vacation for our clients.

🗥 Luxury, Medium Level, Small Groups and Individuals

#### **ABOUT PUGLIA**

#### ACCOMMODATION TARGET

Guest houses and apartments, Farmhouses/Agritourism, Campings, Masserie & Trulli (Traditional rural accommodation), Resort

PRODUCTS Art & Culture, Food & Wine, Seaside Tourism, Tradition & Spirituality

**SPECIFIC INTERESTS** Family, Senior Travellers, Women Travel

# **ITALIENSK FORUM/CASA MIA**



9 Info Copenhagen DENMARK www.italiensk-forum.dk



Contact Director Niels Bertelsen nielsbertelseno6@gmail.com

#### TOUR OPERATOR

Tour operator and Travel agency specialized in tours to Italy for both groups and individuals. For groups: cultural tours, wine and gastronomy and courses. For individual clients: hotels and holiday homes.



Medium Level, Low Budget, Small Groups and Individuals

#### **ABOUT PUGLIA**

#### ACCOMMODATION TARGET

Hotels 4-3 stars, Guest houses and apartments, Farmhouses/Agritourism, Bed & Breakfast, Historic Hotels, Masserie & Trulli (Traditional rural accommodation)

#### PRODUCTS

Art & Culture, Food & Wine, Rural Tourism

#### SPECIFIC INTERESTS

Family, Senior Travellers



Info Aarhus C DENMARK www.localliving.dk



inge@localliving.dk

#### TOUR OPERATOR

We are a serious and enthusiastic tour operator based in Denmark. Our target customers is a quality conscious guest who dreams of an authentic vacation in Italy. Guests want to experience the greatness of Italy – food, people, culture and nature – but most importantly the warm welcome by the owners and the beauty of the holiday apartments, agriturismi or villas (no hotels). We are looking for high end accommodation with many services such as apartments with private terraces, air-condition and food service. We work with our own on-line booking system so we require your regular booking updates.

Luxury, Small Groups and Individuals

#### **ABOUT PUGLIA**

#### ACCOMMODATION TARGET

Guest houses and apartments, Farmhouses/Agritourism, Resort

#### PRODUCTS

Food & Wine, Events & Entertainment, Active Tourism, Rural Tourism, Seaside Tourism

#### SPECIFIC INTERESTS

Bike tourism, Family, Senior Travellers, Women Travel









Director Inge Mols mols@molsrejser.dk

#### TOUR OPERATOR - TRAVEL AGENCY

Mols Rejser selling tours all over the world. We are selling group tours with fully program day to day. Our clients are looking for culture, old cities, special food, UNESCO sites, farm visits, beatifull landscapes and so on. Our clients are mostly seniors, and we are normaly between 20 up to 45 clients in one group. We always send a Danish speaking guide with the groups. Our clients do not speak Italian. Our clients are mostly asking for three to four star hotels, and normaly they ask for halfboard. Many clients ask for special events as opera, music, special fairs and so. Many clients are looking for the special Italian food, and we have clients looking for slow food.



#### **ABOUT PUGLIA**

#### ACCOMMODATION TARGET

Hotels 4-3 stars, Farmhouses/Agritourism

PRODUCTS Art & Culture, Food & Wine

SPECIFIC INTERESTS Senior Travellers



**Info** Tallinn ESTONIA www.fixideed.ee



#### TRAVEL AGENCY

Our agency is orginaising trips more than 10 years. Main focus is on trips which are unique and unforgottable programs for small groups. Also we do individual programm for friend-groups, incentive groups or with special interest. Beside that we selling also flight tickets, ferry tickets, cruises and charter packages.

🔼 Luxury, Medium Level, Low Budget, Small Groups and Individuals

#### **ABOUT PUGLIA**

#### ACCOMMODATION TARGET

Hotels 5 stars, Farmhouses/Agritourism, Bed & Breakfast, Historic Hotels, Masserie & Trulli (Traditional rural accommodation), Resort

PRODUCTS Art & Culture, Food & Wine, Active Tourism, Rural Tourism, Seaside Tourism

#### SPECIFIC INTERESTS

Family, Golf, Senior Travellers





Info Helsinki FINLAND www.finngoing.fi



**Contact** *Tour planner* Sirpa Viljanen nielsbertelseno6@gmail.com

#### TOUR OPERATOR

Finngoing is planning tour programs to Europe (exc to Baltic countries and northern countries), trying to find new fresh ideas and areas to make packages for magazine readers, culture clubs etc groups. Our groups are normally the size of 20-30 persons.



Medium Level, Small Groups and Individuals

#### ABOUT PUGLIA

#### ACCOMMODATION TARGET

Hotels 4-3 stars, Historic Hotels, Masserie & Trulli (Traditional rural accommodation), Spa and Wellness hotels

#### PRODUCTS

Art & Culture, Food & Wine, Active Tourism, Seaside Tourism, Tradition & Spirituality

#### SPECIFIC INTERESTS

Bike tourism, LGBT-friendly tourism, Senior Travellers, Women Travel

## NORDIC FERRY CENTER OY LTD

Info Helsinki FINLAND www.okmatkat.fi



#### TOUR OPERATOR

OK-Matkat/Nordic Ferry Center was founded in 1982 in Finland, and is nowadays a tour operator brand name of Nordic Ferry Center Oy. We are the market leader in Finland for guided city breaks. We print our annual catalogue (editon ca 40 000 copies) and distribute it directly to our registered clientele and to the most widely spread kiosk chain in Finland. In our production we have altogether 33 cities and 11 roundtrips mainly in Europe, but also in Asia and USA. Our strong group department operates with tailor made groups to all over the globe. Our clients are adult and senior travellers with high interest of the culture, history and gastronomy.

🐴 Luxury, Medium Level, Small Groups and Individuals

#### ABOUT PUGLIA

#### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Meeting and Event hotels, Historic Hotels, Spa and Wellness hotels

#### PRODUCTS

Art & Culture, Food & Wine, Events & Entertainment, Rural Tourism, Tradition & Spirituality

#### SPECIFIC INTERESTS

Accessible tourism, Senior Travellers

# **SGL FAIR TOURS OY - ONLINEMATKA**







Contact Manaaina director Soini Loisa soini.loisa@onlinematka.fi

#### TOUR OPERATOR - MICE OPERATOR

MICE, Group travel, individual travellers, familyholidays, onlinebooking, travel consulting.



Luxury, Medium Level, Low Budget, Small Groups and Individuals

#### **ABOUT PUGLIA**

#### ACCOMMODATION TARGET

Hotels 4-3 stars, Guest houses and apartments, Farmhouses/Agritourism, Meeting and Event hotels, Historic Hotels Masserie & Trulli (Traditional rural accommodation)

#### PRODUCTS

Art & Culture, Food & Wine, Events & Entertainment, Seaside Tourism, Tradition & Spirituality

#### SPECIFIC INTERESTS

Accessible tourism, Family, M.I.C.E., Senior Travellers, Shopping

## GLOBAL CYNERGIES



Info Scottsdale, Az FRANCE www.globalcynergies.com



Contact Venue finder Nicolas Dulbecco ndulbecco@globalcynergies.com

#### MICE OPERATOR

Global Cynergies works with companies and organizations that plan offsite meetings in hotels, resorts, and conference centers. Helping clients with meeting needs that include hundreds, thousands or even as few as 10 room nights, we utilize our collective knowledge, procurement methodologies and relationships in more than 150 countries to save them time and money. After one call to this global team, you can move on to other priorities while remaining in control and making the final decisions; all at no cost to you.

Luxury, Medium Level, Large Groups (more than 40) 23

#### **ABOUT PUGLIA**

#### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Meeting and Event hotels, Resort, Spa and Wellness hotels

PRODUCTS

Art & Culture, Business, Events & Entertainment, Active Tourism, Seaside Tourism

#### SPECIFIC INTERESTS M.I.C.E.



0 Info Paris FRANCE www.intra-muros.fr



Contact Director Corinne Elgosi c.elgosi@intra-muros.fr

#### MICE OPERATOR

INTRA MUROS Communication and Event Agency, based in Paris, propose event and incentive programs for their french and international corporate clients all around the world and specially in South Europe.



🗥 Luxury, Small Groups and Individuals

#### **ABOUT PUGLIA**

ACCOMMODATION TARGET Hotels 5 stars, Historic Hotels, Resort, Spa and Wellness hotels

PRODUCTS Art & Culture, Tradition & Spirituality

#### SPECIFIC INTERESTS M.I.C.E.



0 Info Pantin FRANCE www.artsmigrateurs.com

Contact Associate Sylvie Dumayet

sylvie.dumayet@artsmigrateurs.com

#### MICE OPERATOR

Les Arts Migrateurs are an Event agency based in Paris specialised in communication with Art and Heritage. We find for our clients unusual venues or foundations, museums, private mansions and organis, e the whole event from A to Z mainly in Europe but in US, Australia, Algeria, South Korea, Qatar, Abu dhabi, Turkey...

🗥 Medium Level, Large Groups (more than 40)

#### **ABOUT PUGLIA**

#### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Meeting and Event hotels, Historic Hotels

#### PRODUCTS

Art & Culture, Business, Food & Wine, Events & Entertainment

#### SPECIFIC INTERESTS

M.I.C.E.





**Info** Rocquencourt FRANCE www.vbconseil.com



**Contact** Director Valine Boulnois info@vbconseil.com

#### MICE OPERATOR

Since more than 22 years working in Mice business for french companies Operating worldwide Providing tailored services to the clients needs in the whole organization



#### ABOUT PUGLIA

ACCOMMODATION TARGET Hotels 5 stars, Hotels 4-3 stars, Meeting and Event hotels, Historic Hotels, Resort, Spa and Wellness hotels

PRODUCTS Art & Culture, Food & Wine, Events & Entertainment, Seaside Tourism

#### SPECIFIC INTERESTS Accessible tourism, Golf, M.I.C.E.

## VOYAGE PRIVÉ



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Info Aix En Provence FRANCE www.voyage-prive.com



**Contact** Hotel buyer Melissa Faggiano mfaggiano@voyageprive.com

#### TOUR OPERATOR

Voyage Privé is a members only luxury travel club, offering unforgettable getaways, at unbelievable prices. From humble beginnings in France, Voyage Privé has expanded with its unique flash sales concept and now has over 17 million members worldwide, with offices in France, UK, Italy and Spain. Each week you will receive newsletters from us, containing our best and most inspirational offers of the week. Our offers (flash sales) are live for up to 7 days but you'll always find a selection of chic city breaks, beautiful country getaways and gorgeous beach retreats.

🔼 Luxury, Small Groups and Individuals

#### **ABOUT PUGLIA**

#### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Historic Hotels, Masserie & Trulli (Traditional rural accommodation), Resort, Spa and Wellness hotels

#### PRODUCTS

Art & Culture, Food & Wine, Active Tourism, Rural Tourism, Seaside Tourism

#### SPECIFIC INTERESTS

Golf

## **METROPOL INTER MICE**



TRAVEL AGENCY

We do Travel Business from 2004. We do Mice, Luxury Travel, Business Travel, Fit, Groups, Weddings.

Contact Managing Director

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**Info** Tbilisi GEORGIA www.micerus.ge

Managing Director Giorgi Pantsulaia metropolt@yahoo.com 😬 Luxury, Medium Level, Large Groups (more than 40), Small Groups and Individuals

#### ABOUT PUGLIA

#### ACCOMMODATION TARGET

Hotels 5 stars, Meeting and Event hotels, Masserie & Trulli (Traditional rural accommodation), Resort, Spa and Wellness hotels, Wedding & PCO Companies

#### PRODUCTS

Art & Culture, Business, Food & Wine, Events & Entertainment, Seaside Tourism

#### SPECIFIC INTERESTS

Family, Golf, Honeymoons, M.I.C.E., Young & Students



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#### Info München GERMANY www.domizile.de www.fine-rentals.com



**Contact** *Marketing* & sales development Inci Iren i.iren@domizile.de

#### TOUR OPERATOR

We offer LUXURY - DESIGN - ART OF LIVING through our genuine holiday villas to the highest standards for demanding connoisseurs. Domizile Reisen owes its expertise to curate tailor-made vacations, to the attentive selection of fine-villa assortment enhanced by regular inspection visitis to these destinations. We specially focus on designing the perfect holiday choice for our selective connoisseurs and therefore endeavour to maintain personal contact with the property owners as well as other service providers.

🔼 Luxury, Small Groups and Individuals

#### ABOUT PUGLIA

#### ACCOMMODATION TARGET

Hotels 5 stars, Guest houses and apartments, Historic Hotels, Masserie & Trulli (Traditional rural accommodation), Spa and Wellness hotels, Wedding & PCO Companies

#### PRODUCTS

Art & Culture, Events & Entertainment, Rural Tourism, Seaside Tourism, Tradition & Spirituality

#### SPECIFIC INTERESTS

Family, Golf, Honeymoons, Senior Travellers, Women Travel







Managing director / holder Irene Dompé-Legrottaglie info@domus-dompe.com

#### TRAVEL AGENCY - OTA

DOMUS DOMPE' based in Forstinning (in the surroundings of Munich) is an agency specialized in the intermediation service for selected holiday homes and apartments. The booking site DOMUS-DOMPE.COM in three languages (German, Italian and English) and availability calendar offers lovers of Italy holiday villas and homes chosen in sunny Puglia: Our range of homes on offer includes exclusive beach villas, sunlit seaside properties and charming rustic villas in green oases.



#### ABOUT PUGLIA

#### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Guest houses and apartments, Historic Hotels, Masserie & Trulli (Traditional rural accommodation), Resort

#### PRODUCTS

Art & Culture, Food & Wine, Events & Entertainment, Rural Tourism, Seaside Tourism

#### SPECIFIC INTERESTS

Family, Golf, Honeymoons, Shopping

### 32 EUROMICRO CONFERENCES

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**?** Info

Sankt Augustin GERMANY www.euromicro.org



**Contact** Organizer Konrad Kloeckner konrad.kloeckner@euromicro.org

#### MICE OPERATOR

EUROMICRO is an international scientific, engineering and educational association dedicated to advancing the arts, sciences and applications of Information Technology and Microelectronics. Euromicro is a non-profit organisation . Euromicro was founded in 1973, inspired by the emerging microprocessor technology. Since then, Euromicro has been devoted to promoting research and technology transfer in its field, as well as discussing and disseminating of knowledge, information and skills in academia, industry, government and in education.

🗥 Medium Level, Large Groups (more than 40)

#### **ABOUT PUGLIA**

#### ACCOMMODATION TARGET

Hotels 4-3 stars, Meeting and Event hotels, Spa and Wellness hotels

**PRODUCTS** Art & Culture, Food & Wine, Seaside Tourism

SPECIFIC INTERESTS M.I.C.E.





Info Forstinning GERMANY www.ottimareisen.de



**Contact** Product manager Antonio Giannandrea antonio.giannandrea@ottimareisen.de

#### OTA

Siamo una Agenzia On Line specializzata nel prodotto Italia per i nostri clienti di lingua tedesca (Germania, Austra e Svizzera)



🔼 Luxury, Medium Level, Low Budget, Small Groups and Individuals

#### ABOUT PUGLIA

#### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Guest houses and apartments, Farmhouses/Agritourism, Masserie & Trulli (Traditional rural accommodation), Resort

#### PRODUCTS

Art & Culture, Food & Wine, Active Tourism, Rural Tourism, Seaside Tourism

#### SPECIFIC INTERESTS

Backpackers, Bike tourism, Family, Golf, Senior Travellers, Shopping



Info Berlin GERMANY www.pureitaly.com



#### TOUR OPERATOR - TRAVEL AGENCY

PureItaly presents high-quality accommodation for Italian trip: our catalogue offers a large number of exclusive villas and charming holiday homes for vacations by the sea or in the country.

🗥 Luxury, Medium Level, Small Groups and Individuals

#### ABOUT PUGLIA

#### ACCOMMODATION TARGET

Guest houses and apartments, Masserie & Trulli (Traditional rural accommodation)

**PRODUCTS** Art & Culture, Seaside Tourism

#### **SPECIFIC INTERESTS** Family, Senior Travellers



Info Munich GERMANY www.sento-wanderreisen.de



**Contact** Owner Sonja Heidtmann sonja@sento-wanderreisen.de

#### TOUR OPERATOR

We are a tour operator for hiking tours and our main topics are nature, culture and food. We offer specialized small group trips (group size 6 - 14 persons) and also trips for individual clients. we offer already a trip to Puglia in Valle d Itria and are starting to offer individual trips to Puglia and Basilicata with Matera as well.



Medium Level, Small Groups and Individuals

#### ABOUT PUGLIA

#### ACCOMMODATION TARGET

Guest houses and apartments, Farmhouses/Agritourism, Bed & Breakfast, Historic Hotels, Masserie & Trulli (Traditional rural accommodation)

#### PRODUCTS

Art & Culture, Food & Wine, Active Tourism, Rural Tourism, Seaside Tourism

#### SPECIFIC INTERESTS Senior Travellers

## **STUDIO ITALIA TO**

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**Info** Budapest HUNGARY www.studioitalia.eu



Owner Salusinszky Andras salusinszky.andras@studioitalia.hu

#### TOUR OPERATOR - TRAVEL AGENCY

STUDIO ITALIA was founded in 1990 with the intention of establishing a center to promote the awareness of everyday Italian culture and the relationship between Italy and Hungary, which may serve as a reference point for those interested in the various practical implications of this culture. Within this context, it strove to differentiate the activities of the company from the Institution of Italian Culture, which aims to provide an introduction of the values of high Italian culture, as well as from the activities of Italian departments of universities striving to achieve objectives of higher education through their training and research functions.

🔼 Luxury, Medium Level, Large Groups (more than 40), Small Groups and Individuals

#### ABOUT PUGLIA

#### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Guest houses and apartments, Farmhouses/Agritourism, Spa and Wellness hotels

**PRODUCTS** Food & Wine, Seaside Tourism

SPECIFIC INTERESTS

Accessible tourism, Family, Honeymoons, M.I.C.E., Senior Travellers, Young & Students



9 Info Budapest HUNGARY www.vista.hu



Contact Outbound travel and product development manager Zsofia Mery zsofia.mery@vista.hu

#### TOUR OPERATOR - TRAVELAGENCY

Individuality and innovation make Vista a leader in the Hungarian travel market. Compared to general service travel agencies, Vista goes further and deals with the entire range of potential travel services. Consequently, it is capable of providing an exceptionally complex range of offers for both individual and corporate clients. We call our colleagues travel advisors who answer even those questions clients have not vet asked; our aim is to assist with the most useful advice, ideas. and information possible.



Luxury, Medium Level, Low Budget, Small Groups and Individuals

#### **ABOUT PUGLIA**

#### ACCOMMODATION TARGET

Hotels 4-3 stars, Guest houses and apartments, Bed & Breakfast, Campings, Masserie & Trulli (Traditional rural accommodation), Resort

#### PRODUCTS

Art & Culture, Seaside Tourism, Tradition & Spirituality

#### SPECIFIC INTERESTS

Accessible tourism, Backpackers, Family, Honeymoons, Senior Travellers, Young & Students



Info Amritsar INDIA www.dovetravels.com



jgupta@dovetravels.com

#### TOUR OPERATOR - MICE OPERATOR - WEDDING PLANNER

Dove Travels is a full-service Travel Agency and Tour Operators involved in Air ticketing and package tours all around the World, dedicated to providing corporate, leisure and meeting management services. As Travel & MICE Specialists, we are able to provide a wide range of travel benefits & consulting services to our customers. Over the years, Dove Travels has also earned a reputation for innovative ideas and forward thinking. This mentality, combined with a hands-on approach to customer service, has earned us a fiercely loyal following of clients who attest to our superior service capabilities.

🗥 Luxury, Large Groups (more than 40), Small Groups and Individuals

#### **ABOUT PUGLIA**

#### ACCOMMODATION TARGET

Hotels 5 stars, Meeting and Event hotels, Resort, Spa and Wellness hotels, Wedding & PCO Companies

#### PRODUCTS Seaside Tourism

SPECIFIC INTERESTS

Family, Honeymoons, M.I.C.E., Shopping

### 39 LOTUS TOURS AND TRAVELLS



9 Info Coimbatore INDIA www.lotustours.in



Manaaina director Vimal Francis info@lotustours.in

#### TOUR OPERATOR, TRAVEL AGENCY, MICE OPERATOR

Lotus Travels is one of the Leading Indian based Travel Agency. Lotus travels is a boutique travel company established in 2006. Our legacy of over two decades of combined experience along with expert local knowledge and attention to detail makes us undoubtedly one of the best options when it comes to planning your trip in the Indian subcontinent and world over. Our confidence in the ability to source the best available rates for the experiences we offer means that we provide a price guarantee on every experience we design.



Luxury, Medium Level, Large Groups (more than 40), Small Groups and Individuals

#### **ABOUT PUGLIA**

#### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Meeting and Event hotels, Historic Hotels, Resort

PRODUCTS Art & Culture, Business, Events & Entertainment, Active Tourism, Seaside Tourism

#### SPECIFIC INTERESTS

Bike tourism, Family, Golf, Honeymoons, M.I.C.E., Young & Students

### H2P TRAVEL LTD / IRISHWEDDINGSINITALY

Info Dublin IRELAND www.irishweddingsinitaly.com



Director Paola Shanahan paolashanahan@gmail.com

#### TOUR OPERATOR, TRAVEL AGENCY, WEDDING PLANNER

Irishweddingsinitaly / H2P Travel Ltd Events/Weddings/Travel&Leisure/Individual/small groups/ Incentives We are specialists for Italy, our core business is weddings & events.

Luxury, Large Groups (more than 40), Small Groups and Individuals

#### **ABOUT PUGLIA**

#### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Historic Hotels, Masserie & Trulli (Traditional rural accommodation), Resort, Spa and Wellness hotels

#### PRODUCTS

Art & Culture, Food & Wine, Seaside Tourism

#### SPECIFIC INTERESTS

Golf, Honeymoons, LGBT-friendly tourism, Women Travel





Info Haifa ISRAEL www.goitaly.co.il



**Contact** Sales and marketing manager Chen Caspi chen@tamuztour.co.il

#### TOUR OPERATOR, OTA, MICE OPERATOR

Siamo una societa' che si occupa di pachetti FIT per tutta l'italia, abbiamo molti gruppi chiusi grandi per viaggi di contenuto vario da attrazioni geografiche e storiche insieme a culinaria-partendo da fabbriche, cantine, agriturismo e casefici particolari fino a laboratori di cucina italiana. inoltre organizziamo gruppi incentive aziendali e privati - team building, esperienza di campo motore da machine d'epoca, ferrari karting ed altri divertimenti.

🔼 Luxury, Medium Level, Large Groups (more than 40), Small Groups and Individuals

#### ABOUT PUGLIA

#### ACCOMMODATION TARGET

Hotels 5 stars, Guest houses and apartments, Masserie & Trulli (Traditional rural accommodation), Resort Spa and Wellness hotels, Wedding & PCO Companies

#### PRODUCTS

Food & Wine, Events & Entertainment, Active Tourism, Rural Tourism, Seaside Tourism

#### SPECIFIC INTERESTS

Bike tourism, Family, Honeymoons, M.I.C.E., Senior Travellers, Women Travel



Info Tel Aviv ISRAEL www.hofesh4u.co.il



Contact Product manager Oren Schweizer oren@holiday-aviation.com

#### TOUR OPERATOR - TRAVEL AGENCY

Hofesh 4u Hofesh4u was founded in 1998 and is a member of Israel's leading tourist flights over Germany and Italy. The airline currently operates a wide number of destinations in Central and Western Europe, including Germany, France, Italy, the Netherlands, Austria, Spain and more. The company's expertise is in marketing flights throughout Europe, marketing and sale of package tours and vacation destinations include car rentals, hotels and vacation for families.

🗥 Medium Level, Low Budget, Small Groups and Individuals

#### ABOUT PUGLIA

#### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Guest houses and apartments, Bed & Breakfast, Resort

#### PRODUCTS

Events & Entertainment, Active Tourism, Seaside Tourism

#### SPECIFIC INTERESTS

Accessible tourism, Family, Honeymoons, Shopping





Info Padova ITALY www.boscolo.com



**Contact** Contracts manager Maria Gabriella Novari gabriella.novari@boscolo.com

#### TOUR OPERATOR

Boscolo Tours, a famous italian tour operator, started last january a new project on the international market. Our first approach was USA and we are currently receiving requests for tailor made/high end individual client.



Luxury, Medium Level, Small Groups and Individuals

#### ABOUT PUGLIA

#### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Historic Hotels, Masserie & Trulli (Traditional rural accommodation), Resort, Spa and Wellness hotels

#### PRODUCTS

Art & Culture, Food & Wine, Tradition & Spirituality

#### SPECIFIC INTERESTS

Bike tourism, Family, Golf, Honeymoons, Shopping, Women Travel

## EUROSPIN VIAGGI



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#### Info Verona ITALY www.irishweddingsinitaly.com



Contact Contract manager Bartolomeo Capuano bartolomeo.capuano@eurospin-viaggi.it

#### TOUR OPERATOR

Eurospin Viaggi was founded in 2009 and today boasts the collaboration with so many facilities across Italy. Our publication is focused on the release of monthly catalogs that are exhibited in all our 1000 sales outlets in Italy. We have a dedicated call center in Verona and the customer can make use of our support for the reservation or in total autonomy on our website can choose the structure to measure.

😕 Medium Level, Low Budget, Small Groups and Individuals

#### **ABOUT PUGLIA**

#### ACCOMMODATION TARGET

Hotels 4-3 stars, Campings, Masserie & Trulli (Traditional rural accommodation), Resort, Spa and Wellness hotels

#### PRODUCTS

Art & Culture, Events & Entertainment, Seaside Tourism

#### SPECIFIC INTERESTS

Family, Senior Travellers, Shopping



9 Info Rome ITALY www.expedia.com



Contact Market manaaer Emilie Dall'olio edallolio@expedia.com

#### TOUR OPERATOR, OTA

Expedia, Inc. is one of the world's leading travel companies, with an extensive brand portfolio that includes some of the world's most trusted online travel brands Expedia, Inc. drives incremental demand and direct bookings to travel suppliers, provides advertisers the opportunity to reach a highly valuable audience of travel consumers.



Luxury, Medium Level, Low Budget, Small Groups and Individuals

#### **ABOUT PUGLIA**

#### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Meeting and Event hotels, Historic Hotels, Resort, Spa and Wellness hotels

#### PRODUCTS

Art & Culture, Business, Rural Tourism, Seaside Tourism

#### SPECIFIC INTERESTS

Family, Golf, Honeymoons, Senior Travellers, Women Travel, Young & Students



Info Rome ITALY www.expedia.com



#### OTA

Expedia, Inc. is one of the world's leading travel companies, with an extensive brand portfolio that includes some of the world's most trusted online travel brands Expedia, Inc. drives incremental demand and direct bookings to travel suppliers, provides advertisers the opportunity to reach a highly valuable audience of travel consumers.

Luxury, Medium Level, Low Budget, Small Groups and Individuals

#### **ABOUT PUGLIA**

#### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Guest houses and apartments, Farmhouses/Agritourism, Masserie & Trulli (Traditional rural accommodation), Resort

#### PRODUCTS Rural Tourism, Seaside Tourism

SPECIFIC INTERESTS Backpackers, Family, Senior Travellers, Women Travel

# **FANDANGO TOUR SRL - ITALY & GOLF**



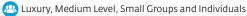
Info Bassano del Grappa ITALY www.italyandgolf.com



Contact Anna Marzarotto anna@italyandgolf.com

#### TOUR OPERATOR

Italy and Golf is recognized as the pioneering Italian luxury golf and travel company in the world. Since 2008, we've been designing and implementing luxury golf experiences in Italy, a country where our personal connections run deep. We offer custom-made golf trips on the Italian peninsula, linking you with the country's finest "links," while throwing in a few once-in-a-lifetime experiences to round out your vacation.



#### ABOUT PUGLIA

#### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Historic Hotels, Masserie & Trulli (Traditional rural accommodation), Resort, Spa and Wellness hotels

#### PRODUCTS

Art & Culture, Food & Wine, Active Tourism, Rural Tourism, Seaside Tourism

#### SPECIFIC INTERESTS

Bike tourism, Family, Golf, Honeymoons, M.I.C.E., Senior Travellers

### 48 GIOCAMONDO SCSPA



Info Ascoli Piceno ITALY www.giocamondo.it



Vice-direttore Angelini Lucio donatella@giocamondo.it

#### TOUR OPERATOR

Giocamondo is an Italian tour operator and our core business are Summer Camps for children and teenagers. We are leader in Italy in this area of business: each year we move 4.000 young people in all the country and abroad and we collaborate with the main private and public companies. We also organize senior holidays in Thermal SPA, mountain and sea locations and tours with Italian group leader in Italy and Europe. We also organize School trips, PON project, mini-stay, high school program and programmers of study abroad during the year for juniors and adults that come from Italy to UK to attend English courses.

🔼 Medium Level, Low Budget, Large Groups (more than 40), Small Groups and Individuals

#### ABOUT PUGLIA

#### ACCOMMODATION TARGET

Hotels 4-3 stars, Campings, Spa and Wellness hotels

#### PRODUCTS

Art & Culture, Rural Tourism, Seaside Tourism, Tradition & Spirituality

#### SPECIFIC INTERESTS

Accessible tourism, Bike tourism, Senior Travellers, Young & Students

# GIROLIBERO TOUR OPERATOR

9 Info Vicenza ITALY www.girolibero.com

Contact Katia Brustolon katia@girolibero.it

#### TOUR OPERATOR

As a tour operator we've been on the road for years specialising in easy cycling holidays and active tours. We programme, organise, provide assistance and test all our tours, making sure that the routes are quiet, the food tasty and the beds comfy. "Bike & Hotel", "Bike & Boat", "Bike & Family": plenty of itineraries for all, from beginners to experienced cyclists. A holiday on the move, with everything organised for you; hotels, luggage transfer from hotel to hotel and support - 7 days a week. Plus: cycling guides and ample background information if you choose to pedal independently, and even the option of an expert tour leader to guide you all the way.



Medium Level, Small Groups and Individuals

#### **ABOUT PUGLIA**

#### ACCOMMODATION TARGET

Hotels 4-3 stars, Farmhouses/Agritourism, Masserie & Trulli (Traditional rural accommodation)

PRODUCTS Food & Wine. Active Tourism

#### SPECIFIC INTERESTS Bike tourism, Family



Info Bellagio ITALY www.icbellagio.com



Product and marketing director Anna Della Mano anna@icbellagio.com

#### TRAVEL AGENCY

Founded in 1999 by British-born industry veteran Andrea Grisdale, IC Bellagio has a passion for Italian travel that goes beyond destination management — Andrea and her team are renowned for crafting custom itineraries for luxury travelers that deliver Italy at its most authentic. From rubbing shoulders with Italy's most iconic brands to going behind the scenes with traditional artisans, and from exceptional guides who bring their destinations alive to special relationships with Italy's best hoteliers, IC Bellagio prides itself on its outstanding connections across the country.

Luxury, Small Groups and Individuals

#### **ABOUT PUGLIA**

#### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Historic Hotels, Masserie & Trulli (Traditional rural accommodation), Resort, Spa and Wellness hotels

PRODUCTS

Art & Culture, Food & Wine, Active Tourism, Tradition & Spirituality

#### SPECIFIC INTERESTS

Family, Honeymoons, Senior Travellers





Info Egna ITALY www.ignas.it



Contract manager Massimiliano Casella max.casella@ignastour.it

#### TOUR OPERATOR

Ignas Tour was born in 1997 and pays particular attention to the incoming sector. Thanks to the experience in the inbound travel sector, Ignas develops parallel to its organizational activity aimed at outgoing. More than 600,000 people each year choose to book their holidays through Ignas Tour. Today the staff is composed of about 80 people, divided into different departments.

Medium Level, Low Budget, Small Groups and Individuals

#### **ABOUT PUGLIA**

ACCOMMODATION TARGET Hotels 4-3 stars, Spa and Wellness hotels

**PRODUCTS** Food & Wine, Seaside Tourism

SPECIFIC INTERESTS Family

### 52 ITALY & GOLF FANDANGO TOUR SRL



Info Bassano del Grappa ITALY www.italyandgolf.com



*Ceo* Sabrina Santi sabrina@italyandgolf.com

#### TOUR OPERATOR

Italy and Golf is recognized as the pioneering Italian luxury golf and travel company in the world. Since 2008, we've been designing and implementing luxury golf experiences in Italy, a country where our personal connections run deep. We offer custom-made golf trips as well non-golf trips on the Italian peninsula, linking you with the country's finest "links," while throwing in a few oncein-a-lifetime experiences to round out your vacation.

🗥 Luxury, Medium Level, Small Groups and Individuals

#### ABOUT PUGLIA

#### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Historic Hotels, Masserie & Trulli (Traditional rural accommodation), Resort, Spa and Wellness hotels

#### PRODUCTS

Art & Culture, Food & Wine, Active Tourism, Seaside Tourism

#### SPECIFIC INTERESTS

Bike tourism, Golf, Honeymoons, Senior Travellers





**Info** Florence ITALY www.italysfinest.com



Contact Chief event and vacation designer Elena Ferri elena@talysfinest.com

#### TOUR OPERATOR, MICE OPERATOR

Italy's Finest is an event planner and private travel designer based in Florence. We started off as a private travel designer, specialized in creating deluxe bespoke vacations, private celebrations and parties. Challenged with supplying services and venues suitable to the extremely high standards of our clientele (wealthy"jet-set", cultured businessmen's families, royalty) we became experts in sourcing and supplying our country's most superb venues and creating inspiring"off the beaten path" activities.



Luxury, Large Groups (more than 40), Small Groups and Individuals

#### ABOUT PUGLIA

#### ACCOMMODATION TARGET

Hotels 5 stars, Meeting and Event hotels, Historic Hotels, Masserie & Trulli (Traditional rural accommodation), Resort, Wedding & PCO Companies

#### PRODUCTS

Art & Culture, Business, Food & Wine, Events & Entertainment

#### SPECIFIC INTERESTS

Family, Golf, Honeymoons, M.I.C.E., Shopping



Info Brescia ITALY www.merybel.com

Contact Ceo & founder Laura Gosio laura.gosio@merybel.com

#### TRAVEL AGENCY

Merybel creates personalized travel programs to Italy and its closest areas, for discerning guests.



#### ABOUT PUGLIA

#### ACCOMMODATION TARGET

Hotels 5 stars, Masserie & Trulli (Traditional rural accommodation), Resort

#### **PRODUCTS** Art & Culture, Seaside Tourism

**SPECIFIC INTERESTS** Family, Golf, Honeymoons, Senior Travellers, Shopping

# **MIURA BUSINESS ASSOCIATES, INC.**







**Contact** *Managing director* Masakiyo Miura attweb52@gmail.com

#### TOUR OPERATOR, TRAVEL AGENCY

We are specialist tour operator with the experience of outgoing and incoming tourism more than 21 years. Official member of JATA. Most of our clients are individuals and tailor-made itinerary groups to Europe(Mainly Italy) and North America, many other destination. (Technical Visit, Food and Wine Tour, Cooking Lesson Group, Beauty and Wellness Tour, Upscale tailor-made itinerary.) We personally select high quality and unique accommodations, itineraries and settings via comfort, quality and value.

🔼 Luxury, Medium Level, Small Groups and Individuals

#### ABOUT PUGLIA

#### ACCOMMODATION TARGET

Hotels 5 stars, Bed & Breakfast, Masserie & Trulli (Traditional rural accommodation), Resort, Spa and Wellness hotels, Wedding & PCO Companies

#### PRODUCTS

Art & Culture, Food & Wine, Events & Entertainment, Rural Tourism, Tradition & Spirituality

#### SPECIFIC INTERESTS

Accessible tourism, Family, Honeymoons, M.I.C.E., Senior Travellers, Women Travel

### 56 BALTIC AD HOC LTD

Info Riga LATVIA www.flymeaway.lv

Contact Managing director Andis Zeidmanis andis.zeidmanis@balticadhoc.lv

#### TOUR OPERATOR

Organising charter flights from Riga and incoming in Riga. In 2017 we are organising charter from Riga to Bari.



#### ABOUT PUGLIA

#### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars

PRODUCTS Art & Culture, Food & Wine, Events & Entertainment, Tradition & Spirituality

#### SPECIFIC INTERESTS Family, Golf, Senior Travellers, Women Travel



Vilnius LITHUANIA www.novaturas.lt



**Contact** Product manager Jurate Keinyte jurate.keinyte@novaturas.lt

#### TOUR OPERATOR

The biggest tour operator in the Baltic states. The experience in outgoing tourism. Arranges more that 3.6 thousand flights in more than 30 destinations per year. Charter flights take place from Vilnius (Lithuania), Riga(Latvia) and Tallinn (Estonia). Our partners are more than 400 agencies in Baltic States. Company Organizes holiday and sightseeing tours by charter flights also sightseeing tours to long-haul destinations and coach tours. NOVATURAS Group compromise 4 companies: NOVATURAS AB, Aviaturas UAB, Sia NOVATOURS(in Latvia), Ou NOVATOURS (in Estonia).



Medium Level, Small Groups and Individuals

#### ABOUT PUGLIA

ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Resort,

PRODUCTS Events & Entertainment, Active Tourism, Seaside Tourism

#### SPECIFIC INTERESTS

Accessible tourism, Bike tourism, Family

## <sup>58</sup> UAB "KELIONIŲ LAIKAS" / "TRAVEL TIME"

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Info Vilnius LITHUANIA www.kelioniulaikas.lt www.traveltime.lt



Marketing manager Indrė Eimontienė indre@kelioniulaikas.lt

#### TOUR OPERATOR

TRAVEL TIME is a destination management company and a tour operator providing a full range of services for group and individual leisure travellers as well as corporate clients in Lithuania and the Baltic States. Operating in the tourism market for more than 10 years we have gathered a professional and experienced team engaged in making every travel or event we organize a pleasant and unforgettable experience.

🔼 Medium Level, Low Budget, Small Groups and Individuals, Wedding & PCO Companies

#### ABOUT PUGLIA

PRODUCTS

Art & Culture, Food & Wine, Active Tourism, Seaside Tourism

SPECIFIC INTERESTS Bike tourism, Family, Senior Travellers

## **DE REIZENREGELAAR (DRR) TRAVELARCHITECTS**





**Contact** *Managing director* Willem Snel wsnel@drrtravelarchitects.eu

#### TOUR OPERATOR, MICE OPERATOR, WEDDING PLANNER

As Personal Travel Arrangers specialised in luxury FIT/GIT & Concierge Service, Wedding and Incentives organisers we provide the ultimate personal service and dedication to our discriminating clients.



Luxury, Medium Level, Small Groups and Individuals

#### ABOUT PUGLIA

#### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Farmhouses/Agritourism, Masserie & Trulli (Traditional rural accommodation), Resort, Spa and Wellness hotels

#### PRODUCTS

Art & Culture, Food & Wine, Active Tourism, Seaside Tourism, Tradition & Spirituality

#### SPECIFIC INTERESTS

Accessible tourism, Bike tourism, Golf, Honeymoons, M.I.C.E., Senior Travellers

## A WALKER'S WORLD / CYCLING EUROPE



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#### Info Hauraki NEW ZEALAND

www.walkersworld.co.nz www.cycling-europe.com



Director Jill Grant jill@walkworld.co.nz

#### TOUR OPERATOR

We are in specialised walking and cycling holidays and have been in business 27 years. Our product has diversified to include cooking, wine tasting, art, architecture, historical monuments, art cities and more. Italy is our #1 product and the travel trade in New Zealand recognise our expertise on this market. We publish 2 brochures annually and have 2 websites. Our clients are mostly FITs.

A Medium Level, Small Groups and Individuals

#### **ABOUT PUGLIA**

#### ACCOMMODATION TARGET

Hotels 4-3 stars, Masserie & Trulli (Traditional rural accommodation)

PRODUCTS Art & Culture, Food & Wine, Active Tourism, Rural Tourism

#### SPECIFIC INTERESTS Bike tourism



Info Haslum NORWAY www.labellaitalia.no



Info

Hoenefoss

NORWAY

**Contact** Owner / ceo

Arild Odden arild@labellavita.no

www.labellavita.no

**Contact** *Owner* Kjersti Skogvold info@labellaitalia.no

### TOUR OPERATOR

Tailor maid group on request, trekking, biking, wine and food. Villa rental and apartments. Working with groups, individual and companies.



Luxury, Medium Level, Small Groups and Individuals

### ABOUT PUGLIA

### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Guest houses and apartments, Farmhouses/Agritourism, Historic Hotels, Masserie & Trulli (Traditional rural accommodation)

### PRODUCTS

Art & Culture, Food & Wine, Active Tourism, Rural Tourism, Seaside Tourism

### SPECIFIC INTERESTS

TOUR OPERATO

Bike tourism, Family, Honeymoons, LGBT-friendly tourism, Women Travel



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La Bella Vita offers first class accomodation in small hotels, villas and apartments in selected areas in Italy, which is our only destination country. We also arrange themed tours, teambuilding, business trips and events for families and private groups. Specialities: wine & food experience, ladies' tours, bike tours, weddings, jubilees etc. We want to offer unique personal service, by knowing every place we represent, and to be the best'ambassadors' for each area where we operate. In addition we work closely with small, local business partners (incoming operators) who can offer unique experiences and activities to our clients.

🐴 Luxury, Medium Level, Small Groups and Individuals

### ABOUT PUGLIA

### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Guest houses and apartments, Farmhouses/Agritourism, Resort, Spa and Wellness hotels

### PRODUCTS

Business, Food & Wine, Active Tourism, Seaside Tourism

### SPECIFIC INTERESTS

Bike tourism, Family, Honeymoons, Senior Travellers, Women Travel

# **53 TIRAMISU - REISER MED SMAK AS**



Info Erfjord NORWAY www.tiramisu.no



**Contact** Director Bente Thurmann-Nielsen bente@tiramisu.no

### TOUR OPERATOR

Making theme tours to Italy. Now I plan a trip from Rome and south on the via Francigena.



Medium Level, Small Groups and Individuals

### ABOUT PUGLIA

ACCOMMODATION TARGET Hotels 4-3 stars, Farmhouses/Agritourism, Masserie & Trulli (Traditional rural accommodation)

PRODUCTS Art & Culture, Food & Wine, Active Tourism, Rural Tourism

**SPECIFIC INTERESTS** Bike tourism, LGBT-friendly tourism, Senior Travellers

## VACANZA IN AS

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Oslo NORWAY www.yacanzain.com



General manager Massimo Bonomi Todeschini massimo@vacanzain.no

### TOUR OPERATOR

Vacanza In has an average of 20 years of experience in the travel field. We are passionate about travel and confident in our ability to book clients' dream vacation getaway.

🔼 Luxury, Medium Level, Large Groups (more than 40), Small Groups and Individuals

### ABOUT PUGLIA

### ACCOMMODATION TARGET

Hotels 5 stars, Meeting and Event hotels, Historic Hotels, Masserie & Trulli (Traditional rural accommodation), Spa and Wellness hotels, Wedding & PCO Companies

PRODUCTS Art & Culture, Food & Wine, Events & Entertainment, Active Tourism, Seaside Tourism

### SPECIFIC INTERESTS

Honeymoons, M.I.C.E., Senior Travellers



**Info** Kiev RUSSIA www.gloria-event.ru



Contact Product manager Olga Ikonnikova ovikonnikova@mail.ru

### TOUR OPERATOR

Gloria Event Management has been working on the Ukrainian event market since 2001 and remains one of the largest providers of integrated solutions and services for events in Ukraine. We organize congresses, business-meetings, conferences, corporate events, MICE, festivals, presentations and product launches for audience of 50 or 3000 people. We also work abroad since 2009. Established 15 years ago, our summary includes events for major world corporations as Samsung, Microsoft, Oracle, CISCO, Sopharma, KLM / AirFrance, BNPParibas, Procter&Gamble etc.

B Medium Level, Large Groups (more than 40), Small Groups and Individuals

### ABOUT PUGLIA

### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Meeting and Event hotels, Historic Hotels, Masserie & Trulli (Traditional rural accommodation)

### PRODUCTS

Business, Food & Wine, Events & Entertainment, Seaside Tourism

### SPECIFIC INTERESTS

Family



Info Preselany SLOVAKIA www.italmare.co

Contact Owner Mariano Cuomo mariano.cuomo@gmail.com

### TOUR OPERATOR

Tour operator specializzato nella commercializzazione di strutture ricettive in Italia. Commercializza oltre 500 strutture sparse su tutto il territorio nazionale.

🗥 Medium Level, Low Budget, Large Groups (more than 40), Small Groups and Individuals

### ABOUT PUGLIA

### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Bed & Breakfast, Resort, Spa and Wellness hotels

### PRODUCTS

Art & Culture, Active Tourism, Rural Tourism, Seaside Tourism

### SPECIFIC INTERESTS

Accessible tourism, Bike tourism, Family, M.I.C.E., Senior Travellers, Young & Students







**Contact** Director of incoming dpt Federica Gamboni federicagamboni@viaggielcorteingles.it

### TOUR OPERATOR

Viajes El Corte Inglés S.A operates tour and travel. The company provides lodging and travel services to its customers through its network of hotel and travel partners. The company also provides consultancy on travel policy and cost reduction. Moreover, the company specializes in planning and organizing conferences and incentive trips, as well as managing all the services required for these types of events. Viajes El Corte Inglés S.A vas founded in 1969 and is based in Madrid, Spain. Viajes El Corte Inglés S.A operates as a subsidiary of El Corte Inglés, S.A.

🐴 Medium Level, Low Budget, Large Groups (more than 40), Small Groups and Individuals

### **ABOUT PUGLIA**

ACCOMMODATION TARGET Hotels 4-3 stars

**PRODUCTS** Art & Culture, Young & Students

## 68 BELLITALIA AB



Info Bromma SWEDEN www.bellitalia.se



TOUR OPERATOR

BELLITALIA YOUR OWN ITALIAN DREAM MAKER! Bellitalia is a Swedish tour operator who loves and knows Italy! We want to show Italy-lovers the other side of Italy, more genuine and real areas in this amazing country! We own and completely refurbished the little farm Fonte dell'Ulivo in Marche, this green and blue region in the very heart of Italy. The farm is about 8-10 minutes car ride from the sea.

🗥 Luxury, Medium Level, Small Groups and Individuals

### ABOUT PUGLIA

### ACCOMMODATION TARGET

Guest houses and apartments, Farmhouses/Agritourism, Historic Hotels, Masserie & Trulli (Traditional rural accommodation), Resort, Spa and Wellness hotels

### PRODUCTS

Food & Wine, Active Tourism, Rural Tourism, Seaside Tourism

### SPECIFIC INTERESTS

Bike tourism, Family, Golf, Honeymoons, Senior Travellers, Women Travel



**Info** Kungal v SWEDEN www.jorns.se



Md Åse Bjurstam ase@jorns.se

### TOUR OPERATOR

We work with group-travel and have a program with fixed dates. Group-size about 20-40 persons. Our target group is wealthy and educated people in the age +65 years old. Our customers enjoy culture, history, culinary experineces, beautiful views and appreciate a ful program. We stay in 3-4 star hotels. We are interested in having more active trips in our program for 2018 (nordic walking, bike).



Medium Level, Large Groups (more than 40)

### ABOUT PUGLIA

### ACCOMMODATION TARGET

Hotels 4-3 stars, Farmhouses/Agritourism, Masserie & Trulli (Traditional rural accommodation)

PRODUCTS Art & Culture, Food & Wine, Active Tourism

SPECIFIC INTERESTS Bike tourism, Senior Travellers



**Info** Kivik SWEDEN www.pilgrimtravel.se

Contact Founder Oscar Porath oscar@pilgrimtravel.se

### TOUR OPERATOR, MICE OPERATOR

Tour operator for pilgrimages for various church-groups in Scandinavia. Travelconsultant since 2008 for dioceses. Also walking-hiking-pilgrimages for groups and individuals.

🗥 Luxury, Medium Level, Low Budget, Large Groups (more than 40), Small Groups and Individuals

### ABOUT PUGLIA

### ACCOMMODATION TARGET

Hotels 4-3 stars, Guest houses and apartments, Farmhouses/Agritourism, Meeting and Event hotels, Historic Hotels, Masserie & Trulli (Traditional rural accommodation)

PRODUCTS Art & Culture, Food & Wine, Tradition & Spirituality

SPECIFIC INTERESTS Family, M.I.C.E., Senior Travellers









**Contact** Director Europe dept. Chaochih Chen bennychen@liontravel.com

### TOUR OPERATOR, TRAVELAGENCY

Lion Travel established in Taiwan , in 1985. Now we have our branches in the worldwide include Vancouver, Los Angeles, Sydney, Auckland, and in Asia, you can find our office in Hong Kong, Bangkok, Tokyo, shanghai, as well as Beijing. In Taiwan, we mainly focus on the outbound tour especially on the Europe area. Moreover, Italy is the mainly area of outbound tour market in Taiwan. For the reason to expand our product diversity, we need to know more information about south Italy.

📇 Luxury, Medium Level, Low Budget, Large Groups (more than 40), Small Groups and Individuals

### ABOUT PUGLIA

### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Resort, Spa and Wellness hotels

### PRODUCTS

Art & Culture, Food & Wine, Events & Entertainment, Rural Tourism, Seaside Tourism

### SPECIFIC INTERESTS

Family, Honeymoons, M.I.C.E., Senior Travellers, Shopping, Women Travel

## ASIA TRAVEL AND ESTATE CO., LTD.

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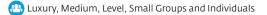
Info Bangkok THAILAND www.asiatravelestate.com



**Contact** General manager Domenico Liantonio domenico@asiatravelestate.com

### TOUR OPERATOR

Tour Operator based in thailand, 12 yrs already in business, we provide outbound packages to asian market, our main destination is Italy, as the company is Italian owned, and we do have italian staff to assist all process.



### **ABOUT PUGLIA**

### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Farmhouses/Agritourism, Historic Hotels, Masserie & Trulli (Traditional rural accommodation), Resort

### PRODUCTS

Art & Culture, Food & Wine, Active Tourism, Rural Tourism, Tradition & Spirituality

### SPECIFIC INTERESTS

Bike tourism, Family, Golf, Honeymoons, Senior Travellers, Shopping

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Info Istanbul TURKEY www.farnaway.com



**Contact** Group tours manager Dilek Basaran dilekbasaran@farnaway.com

### TOUR OPERATOR, TRAVEL AGENCY

Far'n Away Travel is a boutique tour operator organizing out-of-ordinary, custom designed small group and individual itineraries. We share our experience gained while travelling to over 100 countries with our clients, customizing for individual tastes and preferences, creating exciting, magical, unforgettable life experiences. Our differentiation is through our first hand knowledge in visiting unusual destinations. Other than nature and cultural focused tours, we organize experience based travel in Wine & Gourmet, Photography, Ski&Heliski, Spa&Wellness, Arts, Safari, etc.



### ABOUT PUGLIA

### ACCOMMODATION TARGET

Hotels 5 stars, Bed & Breakfast, Historic Hotels, Resort, Spa and Wellness hotels

PRODUCTS Art & Culture, Food & Wine

### SPECIFIC INTERESTS

Accessible tourism, Family, Honeymoons, Senior Travellers, Women Travel



Info Kyiv UKRAINE aqromat-tour.com

Contact Olena Lysenko Iysenko.olena@gmail.com

### TRAVEL AGENCY

Agromat tour was founded in 2007, with its initial focus on corporate services, individual, group, vip tourism; insurance, book and sale air, train, bus tickets around the world. agromat tour is a iata member from 2009. We have direct agreements with varios operator and airlines. every manager has many diplomas in tourism and air industries. agromat tour is based on the traditions of a family company and especially on experience and flexibility.

🔼 Luxury, Medium Level, Small Groups and Individuals

### ABOUT PUGLIA

### ACCOMMODATION TARGET

Hotels 5 stars, Guest houses and apartments, Meeting and Event hotels, Resort, Spa and Wellness hotels

### PRODUCTS

Art & Culture, Business, Events & Entertainment, Seaside Tourism, Tradition & Spirituality

### SPECIFIC INTERESTS

Accessible tourism, Family, M.I.C.E., Senior Travellers, Shopping



Info Kyiv UKRAINE www.argogroup.com.ua



Contact Director Tetiana Goncharova director@argogroup.com.ua

### TOUR OPERATOR

We are outgoing tour operator in Ukraine. The main destination is Europe. Organizing both individual and group tours, MICE.



### ABOUT PUGLIA

ACCOMMODATION TARGET Hotels 5 stars, Hotels 4-3 stars, Meeting and Event hotels, Spa and Wellness hotels

PRODUCTS Art & Culture, Business, Food & Wine, Seaside Tourism

SPECIFIC INTERESTS Family, Honeymoons, M.I.C.E., Shopping, Young & Students

### 76 AIRBUS DEFENCE AND SPACE



**?** Info

Poynton UNITED KINGDOM www.airbusdefenceandspace.com



**Contact** Business development officer Mags Hanmer mags.hanmer@airbus.com

### OTA

Airbus Defence and Space is a global pioneer providing innovative, effective space and defence solutions and services worldwide.

🗥 Luxury, Medium Level, Large Groups (more than 40), Small Groups and Individuals

### **ABOUT PUGLIA**

ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Historic Hotels, Spa and Wellness hotels

PRODUCTS Business, Food & Wine, Events & Entertainment

SPECIFIC INTERESTS Golf, M.I.C.E., Women Travel





Info Southam UNITED KINGDOM charismaitaly@gmail.com



**Contact** *Owner director* Annie Peacock charismaitaly@gmail.com

### WEDDING PLANNER

Charisma Italy Ltd is a specialist in luxury destination weddings and events throughout Italy.

😬 Luxury, Medium Level, Low Budget, Large Groups (more than 40), Small Groups and Individuals

### ABOUT PUGLIA

### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Farmhouses/Agritourism, Historic Hotels, Masserie & Trulli (Traditional rural accommodation), Wedding & PCO Companies

### PRODUCTS

Art & Culture, Food & Wine, Rural Tourism, Seaside Tourism

### SPECIFIC INTERESTS

Honeymoons, LGBT-friendly tourism



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Info London UNITED KINGDOM www.evstyletravel.com



### TOUR OPERATOR

Ev Style Travel Itd is a bespoke luxury tour operator based in London. EV Style Travel operates on Russian speaking travel markets including Uzbekistan, Azerbaijan, Kazakhstan. Our main destinations are Italy, France and Switzerland. Main office is located in London, while clients office is located in Moscow.

### 🔼 Luxury, Small Groups and Individuals

### ABOUT PUGLIA

### ACCOMMODATION TARGET

Hotels 5 stars, Masserie & Trulli (Traditional rural accommodation)

### PRODUCTS

Art & Culture, Food & Wine, Seaside Tourism

### SPECIFIC INTERESTS

Family, Honeymoons, Senior Travellers, Shopping, Women Travel





Info Farnborough UNITED KINGDOM www.explore.co.uk



Contact Europe product manager Clare Collins clare.collins@explore.co.uk

### TOUR OPERATOR

Explore is a small group adventure tour operator. We offer trips of a maximum of 18 passengers per group to a range of worldwide destinations. Our main Worldwide brochure features a variety of cultural and multi-active trips. We also have cycling, walking and family products. We use mainly 3\* locally run hotels on a twin share basis. All our trips have an Explore trained tour leader. We like to feature unique trips that aren't like anything else on the UK market. Our passengers are all English speaking.

🗥 Medium Level, Low Budget, Small Groups and Individuals

### ABOUT PUGLIA

ACCOMMODATION TARGET Farmhouses/Agritourism, Historic Hotels, Masserie & Trulli (Traditional rural accommodation)

PRODUCTS Art & Culture, Food & Wine, Active Tourism, Rural Tourism, Tradition & Spirituality

**SPECIFIC INTERESTS** Bike tourism, Family, Senior Travellers

## **FLIGHT CENTRE TRAVEL GROUP LTD**



Info New Malden UNITED KINGDOM www.fctgl.com



### TOUR OPERATOR, TRAVEL AGENCY

The Flight Centre Travel Group (FCTG) is one of the world's largest and most successful travel retailing groups. The company has more than 2,943 leisure, corporate and wholesale businesses and employs more than 18,000 people in Australia, New Zealand, USA, Canada, United Kingdom, Ireland, South Africa, Hong Kong, Singapore, China, United Arab Emirates and India.

😬 Luxury, Medium Level, Low Budget, Small Groups and Individuals

### ABOUT PUGLIA

### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Farmhouses/Agritourism, Historic Hotels, Resort

**PRODUCTS** Art & Culture, Food & Wine, Seaside Tourism

SPECIFIC INTERESTS Family, Honeymoons, LGBT-friendly tourism, Senior Travellers



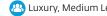
9 Info London UNITED KINGDOM www.hpshotels.com



Contact Director Renato Fantoni renato@hpshotels.com

### TOUR OPERATOR

HPS is the UK's oldest independent hotel marketing and booking agency. We specialise in offering accommodation top UK travel agents for all their clients; Leisure, Business, Weddings, Groups and individuals. Italy is our most important product and we wish to expand our knowledge of hotels, villas, agriturismo, resorts and apartments in the Puglia area.



🔼 Luxury, Medium Level, Small Groups and Individuals

#### ..... **ABOUT PUGLIA**

### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Guest houses and apartments, Farmhouses/Agritourism, Historic Hotels, Masserie & Trulli (Traditional rural accommodation)

### PRODUCTS

Art & Culture, Food & Wine, Active Tourism, Seaside Tourism, Tradition & Spirituality

### SPECIFIC INTERESTS

Accessible tourism, Family, Honeymoons, Shopping



Info Wallington UNITED KINGDOM www.italianbreaks.com



### TRAVEL AGENCY

We specialize in private villas (mid to high end luxury) with private pools they can be inland or by the sea. We can consider some high quality apartments and villas with shared pools. We can also consider private villas or apartments that are right by the sea (within 5 minutes walk to the sea if there is no pool). We do not work with hotels or B&Bs.

🗥 Luxury, Medium Level, Small Groups and Individuals

### **ABOUT PUGLIA**

### ACCOMMODATION TARGET

Guest houses and apartments, Masserie & Trulli (Traditional rural accommodation)

### PRODUCTS

Rural Tourism, Seaside Tourism

### SPECIFIC INTERESTS

Family, Senior Travellers

## 83 LETS TRAVEL SERVICES LTD AND TRIPCENTER





Contact Global head of contractina Lesley Marshall leslev@tripcenter.net

### TOUR OPERATOR

Inbound and outbound tour operator - inbound Indian and Chinese markets outbound all markets. Currently developing our outbound online marketplace. Established in 2003, Lets Travel Services is an award winning, socially responsible, business and Tour Operator. We offer tailor-made holidays and bespoke itineraries to suit every budget to an ever-expanding choice of European and Worldwide destinations.

Luxury, Medium Level, Large Groups (more than 40), Small Groups and Individuals

### **ABOUT PUGLIA**

ACCOMMODATION TARGET Hotels 5 stars

PRODUCTS Art & Culture, Food & Wine, Events & Entertainment

SPECIFIC INTERESTS Accessible tourism, Family, M.I.C.E., Shopping, Young & Students

## MANGO HOLIDAYS



Info Albrighton UNITED KINGDOM www.mangoholidays.co.uk



Contact Managing director Jackie Lewis info@mangoholidays.co.uk

### TOUR OPERATOR, TRAVELAGENCY

Family holidays specialising in single parent family holidays with activities. holidays are mainly during summer holidays (late july and august), easter and the last week of may. Room requirements are two or three beds per room. holidays are accompanied by a holiday coordinator who may also bring one or two children and be part of the group; beach or inland locations; activities moderate not high level.

🗥 Medium Level, Low Budget, Small Groups and Individuals

### **ABOUT PUGLIA**

### ACCOMMODATION TARGET

Hotels 4-3 stars, Farmhouses/Agritourism, Campings, Resort

PRODUCTS Active Tourism, Seaside Tourism

### SPECIFIC INTERESTS

Family

# **OPTIMAL TRAVEL SERVICES LTD**



### TOUR OPERATOR

Optimal Travel Services offers complete travel solutions for FIT, groups, incentives and events. We are specialized in luxury travel, adventure, family, honeymoons, small destination weddings, special interests, incentives for small companies and offering every kind of travel experience imaginable! We hunt the globe for world's resorts, the finest hotels and new destinations providing to our clients' unrivaled memories. Our main objectives to attend Buy Puglia is to consider new opportunities/ ideas, to confirm partnerships/contracts with local providers & suppliers and to increase our product development for complete new packages and tours.

🐴 Luxury, Medium Level, Low Budget, Large Groups (more than 40), Small Groups and Individuals

### **ABOUT PUGLIA**

### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Historic Hotels, Spa and Wellness hotels Masserie & Trulli (Traditional rural accommodation),

### PRODUCTS

Art & Culture, Food & Wine, Active Tourism, Rural Tourism, Seaside Tourism

### SPECIFIC INTERESTS

Family, Honeymoons, Senior Travellers, Women Travel



Info London UNITED KINGDOM www.secretescapes.com



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Info

Middlesex

Contact

Reshma Shah

UNITED KINGDOM

www.optimaltravel.co.uk

rshah@optimaltravel.co.uk

**Contact** Contracts manager Monica Zaia monica.zaia@secretescapes.com

### OTA

Secret Escapes is a members-only website that runs best-in-market flash sales of four- and fivestar hotels and holidays worldwide. The hotels and holidays are hand-picked by a team of travel experts and include everything from city breaks to luxury European getaways and long-haul holidays, with travel included. We already have more than 30 million members worldwide and offices in London, Barcelona, Stockholm, Warsaw, Berlin and New York.

🗥 Luxury, Small Groups and Individuals

### ABOUT PUGLIA

### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 starsm, Historic Hotels, Resort, Spa and Wellness hotels Masserie & Trulli (Traditional rural accommodation)

**PRODUCTS** Food & Wine, Events & Entertainment

**SPECIFIC INTERESTS** Accessible tourism, Senior Travellers





Info London UNITED KINGDOM www.simpsontravel.com



**Contact** South italy contract Massimo Provenza info@massimovillas.com

### TOUR OPERATOR

Simpson Travel is a long-established, privately owned company specialising in luxury private villas and small hotels with character. With an industry heritage spanning more than 37 years, founder and owner Graham Simpson reflects on the history and hallmarks of Simpson Travel today, and why he continues to choose 'the road less travelled'.



Luxury, Medium Level, Small Groups and Individuals

### ABOUT PUGLIA

### ACCOMMODATION TARGET

Guest houses and apartments, Farmhouses/Agritourism, Resort Masserie & Trulli (Traditional rural accommodation),

### PRODUCTS

Food & Wine, Rural Tourism, Seaside Tourism, Tradition & Spirituality

### SPECIFIC INTERESTS

Family, Honeymoons, Senior Travellers

### 88 THE AFFLUENCE



Info London UNITED KINGDOM www.theaffuence.co.uk



### TRAVEL AGENCY

The affluence represents tailor made travel for nhwi and luxury agents to europe and worldwide including concierge services worldwide and lifestyle in UK and USA

🗥 Luxury, Small Groups and Individuals

### **ABOUT PUGLIA**

ACCOMMODATION TARGET Hotels 5 stars, Resort, Spa and Wellness hotels

PRODUCTS Art & Culture, Food & Wine, Events & Entertainment, Seaside Tourism

#### SPECIFIC INTERESTS Family, Honeymoons





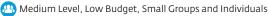
Info Wolverhampton UNITED KINGDOM www.venturaholidays.co.uk



**Contact** Partner Steven Barber sbarber6o@yahoo.co.uk

### TOUR OPERATOR

Ventura Holidays offers photography workshop tours and photographers walking tours. Ventura operate in Europe (mainly in Italy) and in the UK. Ventura photo workshop tours are planned and researched for great photographic opportunities in some amazing locations. Participants receive the guidance and techniques to improve their photography skills and also experience the local culture, food and wine... and have some fun along the way!



### ABOUT PUGLIA

### ACCOMMODATION TARGET

Hotels 4-3 stars, Farmhouses/Agritourism, Masserie & Trulli (Traditional rural accommodation), Spa and Wellness hotels

### PRODUCTS

Art & Culture, Food & Wine, Rural Tourism

### SPECIFIC INTERESTS

Accessible tourism



Info Los Angeles USA www.escape-artists.com



**Contact** *Owner* Elizabeth Condelli elizabeth@escape-artists.com

### TOUR OPERATOR

Escape artists is a lifestyle travel concierge company for the sophisticated, savvy and adventuresome american traveler who value exquisite curated experiences throughout italy. we offer fully escorted, luxury services that showcase authentic Italian experiences with a relaxed, comfortable and stress free itinerary. we specialize in religious, cultural, enogastronomic, romantic, heritage and active programs for individuals and small groups.

🗥 Luxury, Small Groups and Individuals

### ABOUT PUGLIA

### ACCOMMODATION TARGET

Hotels 5 stars, Historic Hotels, Masserie & Trulli (Traditional rural accommodation), Resort, Spa and Wellness hotels

PRODUCTS Art & Culture, Food & Wine, Seaside Tourism, Tradition & Spirituality

### SPECIFIC INTERESTS

Golf, Honeymoons, LGBT-friendly tourism, Shopping, Women Travel

# **FIVE SENSES CULINARY TOURS**



Info Sarasota USA www.5sensesculinarytours.com



Contact Owner Cinnamon Broceaux cinnamon75@comcast.net

### TOUR OPERATOR

Explore – Discover – Dream FIVE SENSES CREATES LUXURY WINE & GASTRONOMIC SOJOURNS. We are committed to create unique sojourns and custom-designed escorted programs, which maximize the travelers' opportunities to discover global flavors. Our success of bringing people together at the table has proved to be the best way to learn about different cultures and customs. We share our passion and relationships that have been nurtured with the tastemakers of the world, which allows our clients extraordinary access.



### **ABOUT PUGLIA**

ACCOMMODATION TARGET Hotels 5 stars, Hotels 4-3 stars, Historic Hotels, Resort, Spa and Wellness hotels

PRODUCTS Art & Culture, Food & Wine

SPECIFIC INTERESTS Honeymoons, Women Travel

# IRLAM TRAVEL

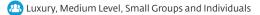
Info San Clemente USA www.itraveldoyou.com



Travel advisor Leslie Parker leslie@itraveldoyou.com

### TRAVEL AGENCY

Boutique agency specializing in 4-5<sup> $\circ$ </sup> and luxury travel. FIT, family, multigenerational and small group (10 max) bookings. Bookings done direct or through DMC.



### ABOUT PUGLIA

### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Farmhouses/Agritourism, Bed & Breakfast, Historic Hotels, Masserie & Trulli (Traditional rural accommodation)

PRODUCTS Art & Culture, Food & Wine, Active Tourism, Rural Tourism, Seaside Tourism

SPECIFIC INTERESTS Bike tourism, Family, Senior Travellers, Shopping, Women Travel





9 Info Everett USA www.italy4real.com



Owner Deborah De Maio deborah@italy4real.com

### TOUR OPERATOR, TRAVELAGENCY

Italy 4 Real, is a subsidiary of Travel 4 Real LLc. A Pacific Northwest-based travel company specializing in custom itinerary, small group tours and event planning to Italy and Europe. 1995 Founded and Owned and operated by mother and son team, Deborah de Maio and Rem Malloy. Both accomplished travel photographers, business people, local guides and international hosts. As a team they frequently speak and teach classes about international travel and "what to know and where to go" including subjects ranging from how to plan your vacation, where tostay, to how to pick the correct route and cultural and traditions throughout Europe.



Luxury, Medium Level, Small Groups and Individuals

### **ABOUT PUGLIA**

### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Farmhouses/Agritourism, Bed & Breakfast, Masserie & Trulli (Traditional rural accommodation)

### PRODUCTS

Art & Culture, Food & Wine, Active Tourism, Rural Tourism, Seaside Tourism

### SPECIFIC INTERESTS

Bike tourism, Family, Honeymoons, Senior Travellers, Shopping, Women Travel



Info Seattle USA www.myitalianvacation.com



### TRAVELAGENCY, OTA

Specializing in personally inspected Villa & Apartment rentals throughout Italy including Tuscany and more. Knowledgeable, bilingual staff. We'd like to meet agencies specializing in villa rentals and also offering tours of the country at tailor made level. We're also interested in meeting direct owners /managers of small boutique hotels!

Luxury, Medium Level, Small Groups and Individuals

### **ABOUT PUGLIA**

### ACCOMMODATION TARGET

Guest houses and apartments, Farmhouses/Agritourism, Bed & Breakfast, Historic Hotels, Masserie & Trulli (Traditional rural accommodation), Spa and Wellness hotels

PRODUCTS Art & Culture, Food & Wine, Tradition & Spirituality

### SPECIFIC INTERESTS Family, LGBT-friendly tourism, Women Travel





**Info** Allentown USA www.papaverorentals.com



**Contact** *Owner* Patrice Salezze patrice@papaverorentals.com

### TOUR OPERATOR

Papavero Villa Rentals offers luxury villa rentals throughout Italy as well as everything that will enhance the villa experience, including but not limited to private guides and drivers, restaurants and trattorias, cultural experiences that includes music, theater, local festivals, natural parks, beaches. We also arrange one day wine and food tours. Small weddings from 10 to 120 guests, and business incentives. Looking for on the ground concierges to assist with our guests when they arrive at the villa.



### ABOUT PUGLIA

### ACCOMMODATION TARGET

Hotels 5 stars, Guest houses and apartments, Farmhouses/Agritourism, Historic Hotels, Masserie & Trulli (Traditional rural accommodation)

### PRODUCTS

Food & Wine, Events & Entertainment, Seaside Tourism, Tradition & Spirituality

### SPECIFIC INTERESTS

Accessible tourism, Family, Golf, LGBT-friendly tourism, Senior Travellers, Shopping

### 96 PASION ITALIANA LLC

**Info** Miami USA www.pasionitaliana.com



Operation & customer manager Maria Teresa Pardo mariateresa@pasionitaliana.com

### TOUR OPERATOR

Tour Operator with an operative office in Rome (Italy) and branches in Miami (USA), Bogotá (Colombia), and Panamá. Our idea is to plan, together with our guests to create their own individual customized itinerary. We will organize activities they are more fond of, arranging for them to meet special local people from the moment they arrive...,people who will make them experience the way of living in this beautiful country through its art, culture, history, habits, special events and overall. We are interested about LUXURY SERVICES (hotels & local experiences).



### ABOUT PUGLIA

ACCOMMODATION TARGET

Hotels 5 stars, Historic Hotels, Spa and Wellness hotels

PRODUCTS

Art & Culture, Food & Wine, Rural Tourism, Seaside Tourism

### SPECIFIC INTERESTS

Family, Honeymoons, Women Travel





**Info** Oviedo USA www.redscarftours.com



**Contact** *Owner* Chuck Spina chuck@redscarftravel.com

### TOUR OPERATOR, WEDDING PLANNER

We market to the North American market exclusively and specialize in tours, weddings and FIT to Italy predominately. Our tours are both scheduled and customized for the travel agent community.



Luxury, Medium Level, Small Groups and Individuals

### ABOUT PUGLIA

### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Meeting and Event hotels, Resort, Wedding & PCO Companies, Masserie & Trulli (Traditional rural accommodation)

### PRODUCTS

Art & Culture, Business, Food & Wine, Active Tourism, Tradition & Spirituality

### SPECIFIC INTERESTS

Bike tourism, Family, Honeymoons, LGBT-friendly tourism, Senior Travellers, Women Travel

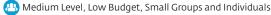


Info El Segundo, California USA www.picassotravel.com



### TOUR OPERATOR

All inclusive air+land packages to Italy. Three and four star hotels only. Concentration on Urban stays with Attention to cultural, religious, archeological visits.



### ABOUT PUGLIA

### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Historic Hotels, Masserie & Trulli (Traditional rural accommodation)

### PRODUCTS

Art & Culture, Business, Food & Wine

### SPECIFIC INTERESTS

Family, Senior Travellers, Shopping, Women Travel, Young & Students





**Info** Miami USA www.travelforless.us



**Contact** President Arturo Reynozo arturo@travelforless.us

### TOUR OPERATOR, TRAVEL AGENCY, OTA

Travel for Less is an online leader Tour Operator making travel dreams come true. Specializing in European custom Tailor Made Itineraries for Groups, FIT's, Wedding planners, School & Religious groups. Marketing our products ti English and Spanish customers in USA and Mexico.

🔼 Luxury, Medium Level, Large Groups (more than 40), Small Groups and Individuals

### ABOUT PUGLIA

### ACCOMMODATION TARGET

Hotels 5 stars, Hotels 4-3 stars, Guest houses and apartments, Farmhouses/Agritourism, Historic Hotels, Masserie & Trulli (Traditional rural accommodation)

### PRODUCTS

Art & Culture, Food & Wine, Events & Entertainment, Rural Tourism, Seaside Tourism

### SPECIFIC INTERESTS

Family, Honeymoons, M.I.C.E., Senior Travellers, Shopping, Young & Students

## TRAVEL LEADERS COLORADO SPRINGS



0

Info Colorado Springs USA www.travelleaders.com/cos



Luxury and wedding manager europe Janine Serpe Stagg janine@travelleaderscos.com

### TRAVELAGENCY, WEDDING PLANNER

Large agency specializing in European Luxury Travel, International Faith based travel (IM MINISTRIES) which are groups and Destination Weddings. We also do groups and incentive travel for corporate clients and employ a large staff and mailing list of over 15,000.00. We also promote international travel for another company that is part of us called Womenly Ways, which are women of influence traveling to luxury destinations for spas, cooking and more.

🔼 Luxury, Small Groups and Individuals

### **ABOUT PUGLIA**

### ACCOMMODATION TARGET

Hotels 5 stars, Meeting and Event hotels, Historic Hotels, Resort, Spa and Wellness hotels, Wedding & PCO Companies

### PRODUCTS

Art & Culture, Business, Food & Wine, Events & Entertainment, Seaside Tourism

### SPECIFIC INTERESTS

Honeymoons, M.I.C.E., Shopping, Women Travel





Info San Francisco USA www.viator.com

Contact Account coordinator Giulia Pepe gpepe@viator.com

### OTA

Viator, founded in 1995, is the most comprehensive global resource for travelers to research, plan and book thousands of tours, attractions, shore excursions and private guides in 2,400+ destinations. Viator contracts wholesale rates directly from local operators and sells its products to a global consumer base at Viator.com, additional consumer-facing websites, mobile websites and apps, and through its global network of partners and affiliates (3000+).



### ABOUT PUGLIA

### ACCOMMODATION TARGET

Masserie & Trulli (Traditional rural accommodation)

### PRODUCTS

Art & Culture, Food & Wine, Events & Entertainment, Active Tourism, Rural Tourism

### SPECIFIC INTERESTS

Bike tourism, Family, Honeymoons, Shopping, Young & Students



Otranto ph. credit Leonardo D'Angelo

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∧ Isole Tremiti ph. credit Vanda Biffani



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> > Castello Aragonese, Taranto

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