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**DATE**

DOMINICAN ANNUAL TOURISM EXCHANGE  
BY ASONAHORES

*Delegate*  
**DIRECTORY**

**SUMMER 2020**



**DOMINICAN** REPUBLIC



20  
20



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BY ASONAHORES

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**DIRECTORY**

**SUMMER 2020**



**DOMINICAN** REPUBLIC



# WHO IS ASONAHORES?

Since its foundation on June 18, 1962, The Hotel & Tourism Association of the Dominican Republic, known until 2010 as the National Association of Hotels and Restaurants (ASONAHORES), has had as its purpose to be the leading entity in the Dominican Republic of the tourism industry, having as its main objective, the representation of the different actors of the tourism sector in front of local and international instances; promote the development of the tourism industry; and to seek cohesive action between the Government and the private sector.

## Mision

To Contribute effectively to the competitiveness and sustainable development of the tourism sector of the Dominican Republic, exceeding of service to our members, representing and promoting equitably the different actors that confirm the tourism activity.

## Vision

To be the leading entity in the private sector for the positioning of the Dominican Republic as one of the main tourist destinations in the world, through the continuous improvement of a consolidated offer that is competitive , differentiated, sustainable and of high quality.

**VALUES: Representativeness | Integrity | Transparency | Continuity**



@Asonahores



@Asonahores



@Asonahores1



@Asonahores RD



**DATE is organized by the Hotel and Tourism Association of the Dominican Republic, ASONAHORES, since 1999 and it is achieving its 21st version this year.**

This iconic tourism event gather the most important and relevant suppliers of the Dominican tourism product, among them mayor national and international hotel chains as well as tour operators, whom participate with over 500 delegates.

**DATE** was created to provide a professionally organized business exchange environment where International Wholesales, Tour Operators, incentive Groups, Airlines, and Charters Operator (Buyers) can conduct business meetings with the Dominican Republic leading tourism suppliers.

In this edition, **DATE** offers a very attractive program for all buyers who wish to maximize the time of their visit in our country. All delegates can participate in the different training activities, business rounds, press conferences and familiarization visits to the facilities of new hotel properties, as well as an attractive program of social and networking events.

**Thanks for visiting DATE and do not forget to discover why Dominican Republic has it all!**

# WELCOME TO THE DOMINICAN REPUBLIC!



Cultivating good relationships with our partners to position the Dominican tourism product in different international markets is one of the key priorities of in our promotional strategies.

That is why we devote special attention to the buyers who attend the Dominican Annual Tourism Exchange -DATE-, which this year celebrates its 21st edition, and is the main local activity to promote Dominican tourism offer, organized by ASONAHORES, as the top and national representative of the private tourism sector in the country.

Our goal is to offer every year, through DATE, a professional platform for the promotion and marketing of the Dominican tourism product and to motivate business' exchanges between travel agents, tour operators, airline representatives, complementary offer and the main local suppliers.

DATE is one of the events designed by Asonahores to boost the growth of the tourism sector, which in the last 10 years has added more than 15,000 rooms, reaching an offer of more than 85,000 hotel rooms, and as a result of public and private promotion it has managed to attract to the country more than 59 million international tourists, with an average annual growth of 5.9%, figures that confirm us as the leading tourist destination in Central America and the Caribbean.

We thank the Ministry of Tourism and its tourist promotion offices, as well as Hard Rock Hotel & Casino Punta Cana for their collaboration in making DATE 2020 possible. Likewise, local suppliers, national and international media participating in this event, all delegates, and specially to the buyers participating in the Caribbean Adventure Show - C.A.T.S. -, which is promoting a specialized tourism segment, selecting DATE as their platform to celebrate its first edition.

**We encourage you to actively participate in all the special activities we had prepared to make this DATE 2020 agenda one of the most memorables.**

**Excellent and productive agenda to you all!**

**Mrs. Paola Rainieri de Díaz**  
Asonahores President 2018-2020





**Dominican Annual Tourism Exchange 2020  
March 31st-April 3rd, Punta Cana**

**Dear attendees,**

On behalf of Dominican Republic Ministry of Tourism and The Association of Hotels and Tourism for Dominican Republic (ASONAHORES), welcome to the Dominican Annual Tourism Exchange (DATE) 2020! We thank you for your attendance, it is our pleasure to host you.

The twenty-first edition of DATE, with more than 200 buyers from across the globe, and over 600 attendees, brings something exciting around every corner. Schedule appointments or simply walk the 180 booths to learn from and meet with hotel chains, tourism operators, airlines and many other experts in the tourism industry.

Each year, DATE finds new ways to improve the experience so that it is as enriching as possible and this year is no exception. We are very excited to announce that the first annual Caribbean Adventure Travel Show (CATS) will be held in conjunction with our annual tourism exchange. CATS is the first of its kind in Dominican Republic, and we are excited to unveil this momentous occasion at DATE 2020 with you. This exciting partnership will not only further promote this quickly growing travel category, but also help attract more than 30 buyers that specialize in adventure tourism to our annual event.

We hope that DATE 2020 inspires you, teaches you and encourages you to reach new heights for Dominican Republic tourism.

Sincerely,



Francisco Javier Garcia  
Minister of Tourism, Dominican Republic





*I Like it*



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Grupo Puntacana celebra 50 años comprometidos con el desarrollo sostenible en la República Dominicana. Tortuga Bay Hotel, The Westin Puntacana Resort & Club y Four Points by Sheraton Puntacana Village se encuentran dentro de Puntacana Resort & Club. Puntacana Resort & Club es una marca registrada de Grupo Puntacana © 2015. Todos los derechos reservados.

[www.puntacana.com](http://www.puntacana.com)



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**8** TRABAJO DECENTE  
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## ***El banco del turismo.***

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Foto del libro "Turismo dominicano: 30 años a velocidad de crucero".  
Escanea este QR y conoce más.



*A tu lado, siempre.*

[www.popularenlinea.com](http://www.popularenlinea.com)  
Telebanca 809-544-5555

 [@Popularenlinea](https://www.instagram.com/popularenlinea)

 [Banco Popular Dominicano](https://www.facebook.com/BancoPopularDominicano)



**REPÚBLICA DOMINICANA**

Calle Filomena Gómez de Cova,  
Edificio Corporativo 2015, Piso 16, Piantini,  
Santo Domingo, República Dominicana.  
Teléfono: +1 809 567 5667  
Fax: +1 809 549 7732

**JAMAICA**

Bogue city center (ATL Plaza)  
Shop 20, Montego Bay, St James  
Tel. +1 876 619 1802

**ESTADOS UNIDOS**

**Miami**  
1221 Brickell Avenue,  
Suite 900 Miami,  
Florida.

**ANTILLAS MENORES**

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# GO!

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ESTA EN  
MARCHA**



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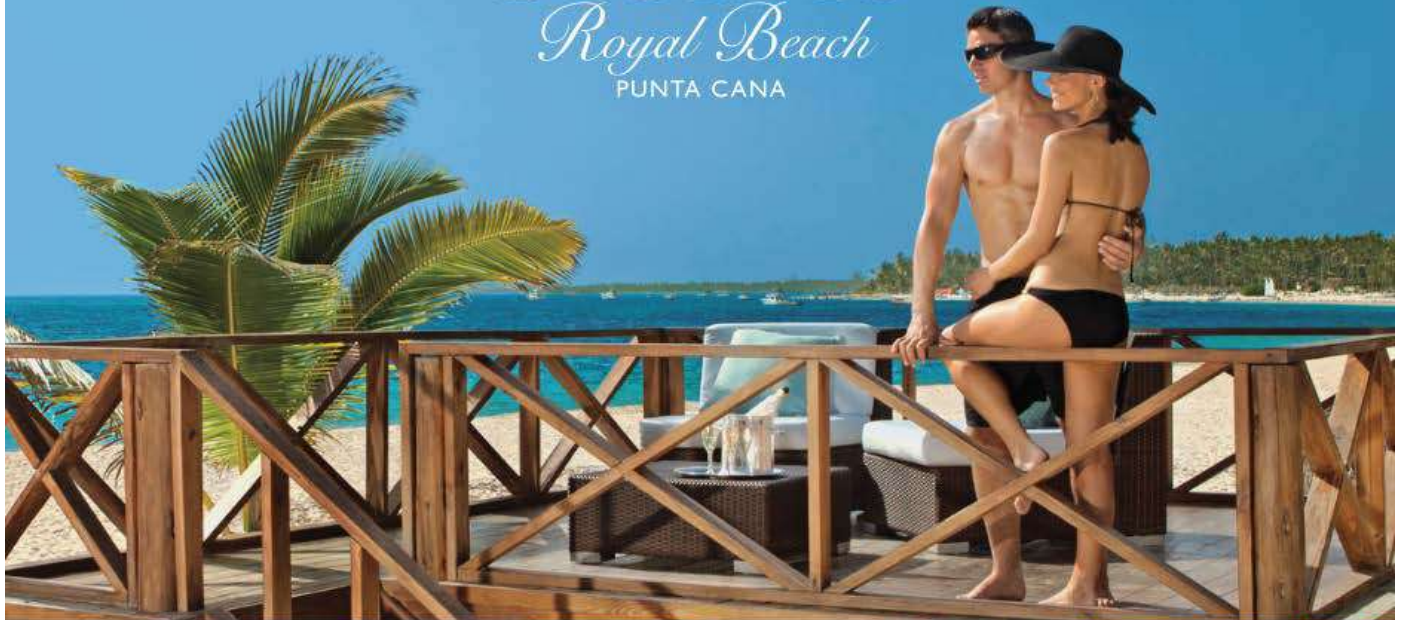


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\* \* \* \* \*

## DOMINICAN REPUBLIC

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[www.serenadepuntacana.com](http://www.serenadepuntacana.com)



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República Dominicana cuenta con importantes riquezas naturales, belleza y sobre todo el inagotable tesoro de calidez y hospitalidad de este pueblo. Trabajando por nuestra gente construimos llenos de optimismo el futuro que queremos, creando un turismo sostenible que beneficia a todos los dominicanos y pone en alto los colores que nos distinguen en todo el mundo.

En Banreservas continuaremos ofreciendo apoyo, asesoría y recursos para impulsar el desarrollo del sector turístico nacional.

**Banreservas, firme aliado del turismo dominicano.**

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**DATE**

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BY ASONAHORES

SECTION ONE

**SUPPLIER'S  
PROFILE**

## AGENCIA DE PROMOCIÓN TURÍSTICA DE CENTROAMÉRICA (CATA)

Final Bulevar Cancillería, Distrito El Espino,  
Ciudad Merliot, Antiguo Cuscatlán, La Libertad,  
El Salvador, Centroamérica  
www.catatourismagency.org

**Ana Carolina Briones Pereyra**

info@catatourismagency.org

### **Describe your Company**

Regional Association

### **Please provide details about your company:**

The Central America Tourism Agency (CATA), is a regional organization for the promotion and positioning of Central America as a multi tourist destination worldwide. CATA focuses its strategies in Europe specifically in Spain, Germany, United Kingdom, Italy, Netherlands and France.

### **DELEGATES**

**Ana Carolina Pereyra**

Secretaria General de CATA

info@catatourismagency.org

## AMERIRENT

Av. Independencia #1065, Zona Universitaria,  
Santo Domingo, R.D.

www.amerirent.net

**Jose Miguel Soriano**

jmsoriano@amerirent.do

### **Describe your Company:**

Cart Rental

### **Where in the Dominican Republic does your company Operate:**

Santo Domingo, Puerto Plata, Punta Cana, La Romana- Bayahíbe

### **What marketing services do you offer:**

Multilingual Staff, Website,

### **Which is the size of your company in US\$ dollars:**

More than 5,000,000.00

### **How many clients do you handle last year:**

More than 5,000 paxs.

### **Please provide details about your company:**

-We are Rent A Car Operators, serving all major airports and cities in the Dominican Republic.

### **DELEGATES**

**Jose Miguel Soriano** Gerente General

jmsoriano@amerirent.do

**Amado Arias** Director Ventas Corporativas

aarias@amerirent.do



## AMHSA MARINA

Calle Los Pinos 7, La Julia

809 562 7475

www.amhsamarina.com

**Floria Imbert**

fimbert@amhsamarina.com

**Describe your Company:** Resort.

**If your organization provides accommodation, which of the following option apply:**

4 Stars, All Inclusive.

**Where in the Dominican Republic does your company Operate:**

Puerto Plata, Samana.

**Please provide details about your company:**

Amhsa Marina Hotels & Resorts is a company with 30 years of experience in the tourism industry and operates hotels under the all-inclusive modality. The hotels are: Grand Paradise Playa Dorada, Casa Marina Beach & Reef and Grand Paradise Samaná.

### DELEGATES:

**Floria Imbert** VP Ventas y Mercadeo

fimbert@amhsamarina.com

**Ana Gomez** e-commerce

agomez@amhsamarina.com

**Cinthya Baez** Gerente Mercadeo

cbaez@amhsamarina.com

## AMSTAR DMC

Carretera Verón-Bávaro Km 2.5

809 221 6626

www.amstardmc.com

**Marie Marion-Landais**

mlandais@amstardmc.com

**Describe your company:** Tour Operator.

**In what type of business your company specialize:**

Individual Travelers, Groups.

**If your organization is a tour operator which of the following services apply:**

Group Transfer, Private Transfer, Excursions, Meeting Planner.

**Where in the Dominican Republic does your company operate:**

Puerto Plata, Punta Cana, La Romana- Bayahibe.

**What marketing services do you offer:**

Web Site, Multilingual Staff, Brochures.

**How many clients do you handle last year:**

More than 5,000 paxs

**Please provide details about your company:**

Amstar DMC provides world-class destination services to individuals, travel agencies, tour operators, corporations and meeting planners. We have a track record of 30 years delivering exceptional experiences in some of the world's most beautiful spots.

### DELEGATES:

**Donna Notley** Managing Director

dnotley@amstardmc.com

**Michelle Evans** Inside Sales Manager

mevans@amstardmc.com



## ASOCIACIÓN DE HOTELES Y PROYECTOS TURÍSTICOS DE LA ZONA ESTE INC

Plaza Brisas de Bávaro Suite 205

**Manuel Ernesto Veloz**

presidencia@puntacanabavarohotels.com

### **Describe your company:**

Regional Association.

### **Where in the Dominican Republic does your company operate:**

Punta Cana

### **What marketing services do you offer:**

Itinerary Planning, Visual Material (Videos)

### **Please provide details about your company:**

Luxury hotels - tourism - Dominican Republic  
- Punta Cana - Business

### **DELEGATES**

**Manuel Ernesto Veloz**

Presidente

presidencia@puntacanabavarohotels.com

**Lisa Mariana Crottogini**

Asistente de Presidencia

asistencia@puntacanabavarohotels.com

## ASHONORTE

Luis Ginebra #62, Local 12, Plaza Amapola  
809 261 4441

**Kathy Morillo**

director@ashonorte.com

### **Describe your company:**

Regional Association.

### **Where in the Dominican Republic does your company operate:**

Puerto Plata.

### **Please provide details about your company:**

Promoción turística del destino Puerto Plata.

### **DELEGATES:**

**Kathy Morillo** Directora Ejecutiva ASHONORTE

director@ashonorte.com

**Juana (Tatty) Lahoz** Directora Ejecutiva Clúster

Turístico de Puerto Plata

director@discoverpuertoplata.com

**Anny Mariel Gómez** Encargada comunicaciones

info@discoverpuertoplata.com

**Maria Veras** Directora Ejecutiva ASHORESoca

ashoresoca@claro.net.do



## ASOCIACION DE HOTELES DE SANTO DOMINGO

c/ Presidente Gonzalez, 22, Edificio la Cumbre,  
Piso: 8, Naco.  
809 227 0306

**Fabeth Martinez**

director@ahsd.com.do

### **Describe your company:**

Regional Association.

### **In what type of business your company specialize:**

Individual Travelers, Groups, Incentives, Special Interest Travel, Sports Programs, Meetings, Seminars, Conventions, Technical Trips, Advertising Services.

### **Where in the Dominican Republic does your company operate:**

Santo Domingo.

### **What marketing services do you offer:**

Brochures, Web Site, Visual Material (Videos).

### **Please provide details about your company:**

It is a non-profit organization, whose main objective is to promote the turistic offer of Santo Domingo, and get business, conventions and events to the city. The Association can help you to contact with: HOTELS, DMC, PCO and others local organizations.

### **DELEGATES:**

**Sherei Estevez** Coordinadora

info@ahsd.com.do

**Lucia Herrera** Mercadeo

mercadeo@ahsd.com.do

## ASOCIACIÓN DE HOTELES LA ROMANA BAYAHIBE

Avenida Wayne Fuller, Plaza Guiseppe II, 2do.  
nivel, Apto. 206, Dominicus-Bayahibe  
809 833 0559

www.xplorelaromana.com

**Ana García-Sotoca Pascual**

direccion@explorelaromana.com

### **Describe your company:**

Regional Association.

### **Where in the Dominican Republic does your company operate:**

La Romana-Bayahibe.

### **What marketing services do you offer:**

Brochures, Web Site, Visual Material (Videos).

### **Please provide details about your company:**

La Asociación de Hoteles La Romana Bayahibe is a non-profit organization, whose objective is to turn the tourist destination La Romana - Bayahibe into a model of development and implementation of sustainable tourism, achieving greater projection.

### **DELEGATES:**

**Ana García-Sotoca** Directora Ejecutiva

direccion@explorelaromana.com

**Andrés Fernández** Presidente

afernandez@lrm.com.do



## ASOCIACIÓN DE HOTELES Y EMPRESAS TURÍSTICAS DE SAMANÁ

Santa Bárbara Samana Rep. Dom. Samaná.

809 538 2129

**Fanny Jones** fanjo\_05@hotmail.com

### **Describe your company:**

Regional Association.

If your organization provides accommodation,

### **which of the following option apply:**

5 stars, 4 Stars, 3 Stars, 2 Starts, Beachfront, Luch Facilities, Villas, Cottages, Resorts, Adventure, Hotels (50 rooms or less), Hotels (51-100 rooms), Hotels (101-300 rooms), Hotels (more than 300 rooms), Restaurant on Poperty,Sports Facilities, Meetings Facilities, All Inclusive, Meal Plan AP, Meal Plan EP, Meal Plan MAP.

**Where in the Dominican Republic does your company operate:** Samana.

### **What marketing services do you offer:**

Web Site, Visual Material (Videos).

### **Please provide details about your company:**

The Association of Hotels and Tourism Companies of samaná and the Tourism Cluster of Samaná are non profit organitations that promete tourist develoment of Samaná.

### **DELEGATES:**

**Fanny Jones** Directora Ejecutiva CTS/ AHETSA

Dickson fanjo\_05@hotmail.com

**Persy Esther Cortorreal Omelís** Asistente Dirección Ejecutiva CTS/AHETSA

persyestherco@gmail.com

**Carlos Martinez** Asistente

peresther@hotmail.com

**Samuel Marte** Sucesor

anydickson05@gmail.com

## AVIS,BUDGET,PAYLESS

Av Jhon F. Kennedy km 6 1/2 Autopista Duarte

www.avis.com

**Viviana Ruiz y Fabian Torres**

analistacobros@budget.com.do

### **Describe your company:**

Car Rental.

**Where in the Dominican Republic does your company operate:**

Turlough the island

### **What marketing services do you offer:**

Website

### **Which is the size of your company in US\$ dollars:**

\$500,000-\$1,000,000

### **Please provide details about your company:**

- AVIS BUDGET GROUP is a mobility company that provides vehicle rental services to local and international clients (tourists), and local companies, with special prepaid net or commissionable rate programs, as well as other long-term services such as Operating Leasing.

### **DELEGATES**

**Viviana Ruiz**

Ejecutiva Comercial

Ejecutivocorporativo@avis.com.do

**Fabian Torres**

Ejecutivo Corporativo Zona Este

corporativoeste@avis.com.do



## BARCELÓ BÁVARO GRAND RESORT

Carretera Bávaro Km. 1, Bávaro Punta Cana  
809 552 1000

www.barcelo.com

**Zarina Montalvo** - Directora Comercial

bavaro@barcelo.com

**Describe your company:** Resort.

**In what type of business your company specialize:**

Individual Travelers.

**If your organization provides accommodation, which of the following option apply:**

Beachfront, 5 Stars, Resort, Restaurant on Property, Sports Facilities, Meetings Facilities, All Inclusive.

**Where in the Dominican Republic does your company operate:** Punta Cana.

**What marketing services do you offer:**

Multilingual Staff, Web Site, Sales Staff Overseas, Visual Material (Videos), 24 Hours Operation.

**Which is the size of your company in US\$ dollars:**

More than 5,000,000.00.

**How many clients do you handle last year:**

More than 5,000 paxs

**Please provide details about your company:**

The most complete 24-hour all-inclusive resort comprised of Barceló Bávaro Palace and the adults-only Barceló Bávaro Beach. Includes over 1,900 rooms, up to 13 dining experiences, five swimming pools, 24-hour casino, SPA, water parks, shopping.

### DELEGATES:

**Zarina Montalvo Bernal**

bavaro.comercial-gte@barcelo.com

Directora Comercial Barceló Bávaro Grand Resort

**Sagrario Cueto**

puntacana.ventas@occidentalhotels.com

Directora Comercial Occidental Punta Cana

## BE LIVE HOTELS

Av. Roberto Pastoriza #158 edif. Air Europa  
809 563 4848

**Marien Mesa**

marien.mesa@belivehotels.com

**Describe your company:** Hotel.

**In what type of business your company specialize:**

Individual Travelers, Groups, Incentives, Meetings, Seminars, Conventions.

**If your organization provides accommodation, which of the following option apply:**

5 stars, 4 stars, Beachfront, Resort, Hotels (more than 300 rooms), Sports Facilities, Meeting Facilities, All Inclusive.

**Where in the Dominican Republic does your company operate:** Puerto Plata, Punta Cana, La Romana- Bayahibe, Boca Chica.

**What marketing services do you offer:**

Brochures, Web Site, Visual Material (Videos), Multilingual Staff, Sales Staff Overseas, 24 Hours Operation.

**Please provide details about your company:**

Be Live Hotels has different hotels and Resorts in Dominican Republic. Be Live Hotels offer distinct products that will satisfy everyone's needs.

### DELEGATES:

**Sebastian Masfarre** marien.mesa@belivehotels.com

Director Comercial Latinoamérica

**Francisco Perez** paco.perez@globalia-corp.com

Director Regional Area Caribe Grupo Globalia





## BLUE DIAMOND RESORTS

Carretera Macao - Playa Arena Gorda,  
Bávaro - Higuey, Rep. Dom.  
829 421 1291

**Lucia Grullon** lgrullon@bluediamondresorts.com

### **Describe your company:**

Hotel Chain.

### **In what type of business your company specialize:**

Individual Travelers, Groups, Special Interest Travel, Incentives, Sports Programs, Meetings, Seminars, Conventions, Technical Trips.

### **If your organization provides accommodation, which of the following option apply:**

5 Stars, 4 Stars, Beachfront, Resort, Hotels (more than 300 rooms), Restaurant on Property, Sports Facilities, Meetings Facilities, All Inclusive.

### **Where in the Dominican Republic does your company operate:**

Punta Cana.

### **What marketing services do you offer:**

Itinerary Planning, Brochures, Web Site, Multilingual Staff, Sales Staff Overseas, 24 Hours Operation, Visual Material (Videos)

### **Which is the size of your company in US\$ dollars:**

More than 5,000,000.00

### **How many clients do you handle last year:**

More than 5,000 paxs.

### **Please provide details about your company:**

Blue Diamond Resorts has risen to become the Caribbean's fastest growing resort chain, with a 47 property portfolio exceeding 15,500 rooms in ten countries.

### **DELEGATES:**

**Lucia Grullon** Sales Director Dominican Republic  
lgrullon@bluediamondresorts.com

**Alejandro Garcia** Sales Manager Dominican Republic  
agarcia@bluediamondresorts.com

## BLUEBAY HOTELS & RESORTS

C/ Juan Bautista Vicini, s/n, esquina 20 de Diciembre  
809 412 2001

**Francis Rodriguez** frodriguez@bluebayresorts.com

### **Describe your company:**

Hotel Chain.  
**If your organization provides accommodation, which of the following option apply:**

5 Stars, 4 Stars, 3 Stars, Beachfront, Resort, Hotel (101-300 rooms), Hotel (more than 300 rooms), All Inclusive, Meal Plan AP, Meal Plan EP, Meal Plan MAP, Meal Plan FAP.

### **Where in the Dominican Republic does your company operate:**

Puerto Plata, Boca Chica, Samana.

### **What marketing services do you offer:**

Brochure, Multilingual Staff, Web Site, Sales Staff Overseas, Visual Material (Videos), 24 Hours Operation.

### **Which is the size of your company in US\$ dollars:**

More than 5,000,000.00

### **How many clients do you handle last year:**

More than 5,000 paxs

### **Please provide details about your company:**

At BlueBay, we are committed to quality, excellence and customer satisfaction. In order to improve the quality of service, be sure to meet the expectations of our guests and ensure your complete satisfaction, the BlueBay Hotels Quality Management Program.

### **DELEGATES:**

**Francis Rodriguez** Directora Comercial RD  
frodriguez@bluebayresorts.com

**Daniel Ceballos** Director Comercial América  
dceballos@bluebayresorts.com



## CANABAY HOTELS

Carretera Boulevard Turistico, km 28, R.D.

809 284 5608

www.canabayhotels.com

**Joel Gans**

sales@canabayhotels.com

### **Describe your company:**

Hotel.

### **In what type of business your company specialize:**

Individual Travelers,

**If your organization provides accommodation, which of the following option apply:**

4 Stars, Resort, Hotels (51-100 rooms), Restaurant on Property, Sports Facilities, Meetings Facilities, Meal Plan AP, Meal Plan EP.

**Where in the Dominican Republic does your company operate:** Punta Cana.

### **What marketing services do you offer:**

Multilingual Staff, Web Site, Sales Staff Overseas, Visual Material (Videos), 24 Hours Operation.

### **Please provide details about your company:**

Canabay Hotels offers the perfect mix of services & amenities of a hotel and the comfort of feeling at home; offering an amazing beach club, one & two-bedroom suites with a fully equipped kitchen, a living room and a balcony or terrace overlooking.

### **DELEGATES:**

**Joel Gans** Sales Director

sales@canabayhotels.com

**Karen Cueto**

Reservations Manager

reservations@canabayhotels.com

## CANA ROCK

**Dayana rodriguez**

dayana.rodriguez@canarock.info

### **Describe your company:**

Hotel.

**Where in the Dominican Republic does your company operate:**

Punta Cana

**Which is the size of your company in US\$ dollars:**

More than 5,000,000.00

**How many clients do you handle last year:**

Less than 250 paxs

**Please provide details about your company:**

Real State Development

### **DELEGATES**

**Dayana Rodriguez**

Marketing Coordinator

dayana.rodriguez@canarock.info



## CASA DE CAMPO RESORT & VILLAS

Carretera Romana - Bayahibe

809 523 3333

**Richard Rodriguez** rrodriguez@ccampo.com

**Describe your company:** Resort.

**In what type of business your company specialize:**

Individual Travelers, Groups, Special Interest Travel, Incentives, Sports Programs, Meetings, Seminars, Conventions.

**If your organization provides accommodation, which of the following option apply:** 5 Stars, Resort, Adventure, Hotels (101-300 rooms), Restaurant on Property, Sports Facilities, Meetings Facilities, Meal Plan AP, Meal Plan EP, Meal Plan FAP.

**Where in the Dominican Republic does your company operate:** La Romana- Bayahibe.

**What marketing services do you offer:** Brochure, Multilingual Staff, Web Site, Sales Staff Overseas, Visual Material (Videos), 24 Hours Operation.

**Which is the size of your company in US\$ dollars:**

More than \$5,000,000.

**How many clients do you handle last year:**

More than 5,000 paxs.

**Please provide details about your company:**

A member of The Leading Hotels of the World, 7,000-acre Casa de Campo attracts affluent travelers with 63 holes of exceptional golf. The Teeth of the Dog, Dye Fore and The Links courses – Conde Nast Traveler, Golf Digest, GOLF Magazine and Golfweek.

### DELEGATES:

**Richard Rodriguez** rrodriguez@ccampo.com

VP of Sales & Marketing NA

**Jason Kycek** j.kycek@ccampo.com.do

VP of Sales & Marketing

**Kirsis Mendez** k.mendez@ccampo.com.do

Directora de Ventas

**Marlen Pumarol**

m.pumarol@ccampo.com.do

Leisure Sales Manager

## CATALONIA HOTELS & RESORTS

Av. George Washington 500

809 412 0000 | www.cataloniahotels.com

**Smarlin Jimenez**

dominicana.ventas@cataloniahotels.com

**Describe your company:** Hotel Chain.

**In what type of business your company specialize:**

Individual Travelers, Groups, Special Interest Travel, Incentives, Sports Programs, Meetings, Seminars, Conventions.

**If your organization provides accommodation, which of the following option apply:**

5 Stars, 4 Stars, Beachfront, Resorts, Hotels (101-300 rooms), Hotels (more than 300 rooms) Restaurant on Property, Sports Facilities, Meetings Facilities, All Inclusive, Meal Plan AP, Meal Plan EP, Meal Plan MAP, Meal Plan FAP.

**Where in the Dominican Republic does your company operate:**

Santo Domingo, La Romana-Bayahibe, Punta Cana.

**Which is the size of your company in US\$ dollars:**

More than \$5,000,000

**How many clients do you handle last year:**

More than 5,000 paxs

**Please provide details about your company:**

Catalonia Hotels & Resorts is a chain of family hotels founded by the Vallet brothers with its first establishment in 1983, to become one of the largest hotel chains in Spain. The company currently has 67 establishments worldwide specially in Europe.

### DELEGATES

**Smarlin Jimenez** Director Comercial Resorts RD.

dominicana.ventas@cataloniahotels.com

**Enrique Borrás** Director Comercial Caribe

enrique.borras@cataloniahotels.com

**Josep Puiggros** Director Comercial Corporativo

josep.puiggros@cataloniahotels.com

**Gianell Peña** Directora Comercial Catalonia SD.

santodomingo.dircomercial@cataloniahotels.com



## **CENTRO MEDICO PUNTA CANA - GRUPO RESCUE**

Avenida España, R.D.

809 552 1506

**Irma Mojica**

imojica@gruporescue.com

**Where in the Dominican Republic does your company operate:**

Santo Domingo, Puerto Plata, Punta Cana, La Romana- Bayahibe.

**What marketing services do you offer:**

Brochure, Multilingual Staff, Web Site, Visual Material (Videos), 24 Hours Operation.

**How many clients do you handle last year:**

More than 5,000 paxs

**Please provide details about your company:**

Grupo Rescue

**DELEGATES:**

**Irma Mojica** Directora Marketing

imojica@gruporescue.com

**Helen Rodriguez** Ejecutiva Marketing

comercial.cmpc@gruporescue.com

## **COCO BONGO PUNTA CANA**

Carretera Barcelo Veron Downtown Punta Cana, R.D.

809 466 1111

www.cocobongo.com

**Andrea Labadie**

andrea@cocobongo.com.do

**In what type of business your company specialize:**

Individual Travelers, Groups.

**Where in the Dominican Republic does your company Operate:**

Punta Cana.

**What marketing services do you offer:**

Brochure, Multilingual Staff, Web Site, Visual Material (Videos), 24 Hours Operation.

**Which is the size of your company in US\$ dollars:**

More than 5,000,000.00

**How many clients do you handle last year:**

More than 5,000 paxs

**DELEGATES:**

**Isabel Geissler** Gerente de Ventas

isabel@cocobongo.com.do

**Monica Ayala**

Gerente de Ventas

mayala@cocobongo.com.do



## CORAL COSTA CARIBE RESORT

Boulevard Juan Dolio KM 55

809 562 6725

**Carolina Marlet Paulino** cpaulino@chc.do

**Describe your company:** Hotel , Resort.

**In what type of business your company specialize:**

Individual Travelers, Groups, Incentives, Meetings, Seminars, Conventions,

**If your organization provides accommodation, which of the following option apply:**

3 stars, Beachfront, Resorts, Hotels (More than 300 rooms), Restaurant on Property, Sports Facilities, Meetings Facilities, All Inclusive.

**Where in the Dominican Republic does your company operate:** Juan Dolio.

**What marketing services do you offer:**

Brochure, Multilingual Staff, Web Site, Visual Material (Videos)

**Which is the size of your company in US\$ dollars:**

\$3,000,000-\$5,000,000

**How many clients do you handle last year:**

1,000- 3,000 paxs

**Please provide details about your company:**

The Hotel is located in front of the beautiful coasts of the caribbean sea at Juan Dolio beaches. It is just 20 minutes from Las Americas International Airport, near to Golf Courses and 40 minutes from Santo Domingo with an excellent service.

**DELEGATES:**

**Ramon Tejada** rtejada@chc.do

Sales Director

**Carolina Paulino** cpaulino@chc.do

Sales Manager

**Ricardo Felip** rfelip@chc.do

VP Xeliter Vacation Rentals

## DISCOVA

Parque Empresarial Bavaro, Local #113

(próximo a Manatí Park)

809 831 6003 | www.discova.com

**Nadira Garufi De Santos**

nadira.santos@discova.com

**Describe your company:**

Tour Operator, Individual Travelers.

**In what type of business your company specialize:** Groups, Special Interest Travel, Incentives, Sports Programs, Meetings, Seminars, Conventions.

**If your organization is a tour operator which of the following services apply:**

Group Transfer, Private Transfer, Excursions, Meeting, Guides That Speak Several Languages, Hotel Reservation Services, Meeting Planner.

**Where in the Dominican Republic does your company operate:**

Santo Domingo, Puerto Plata, Punta Cana, La Romana- Bayahibe, Juan Dolio, Boca Chica, Samaná.

**What marketing services do you offer:**

Itinerary Planning, Brochures, Web Site, Multilingual Staff, Sales Staff Overseas, 24 Hours Operation, Visual Material (Videos).

**Which is the size of your company in US\$ dollars:**

More than 5,000,000.00

**How many clients do you handle last year:**

More than 5,000 paxs

**DELEGATES:**

**Nadira Garufi De Santos**

nadira.santos@discova.com

Dominican Republic Country Manager

**Angel De Mota**

angel.mota@discova.com | Key Account Manager



## EUROPCAR

Av. Independencia #354 Gazcue

8096882121

www.europcar.com.do

**Miguel Bobadilla**

m.bobadilla@europcar.com.do

### **Describe your company:**

Cart Rental.

### **In what type of business your company specialize:**

Individual Travelers, Groups, Special Interest Travel, Meetings, Seminars, Conventions, Technical Trips.

### **Where in the Dominican Republic does your company operate:**

Throughout the Island.

### **Which is the size of your company in US\$ dollars:**

More than 5,000,000.00

### **How many clients do you handle last year:**

More than 5,000 paxs

### **DELEGATES:**

**Miguel Bobadilla**

m.bobadilla@europcar.com.do

Gerente Comercial

**Yanany Tejada**

y.tejada@europcar.com.do

Ejecutiva de Ventas

## GRAND SIRENIS PUNTA CANA

Playas de Uvero Alto

809 688 6490

sirenishotels.com

**Ana Lantigua**

reservas.dr@sirenishotels.com

### **Describe your company:** Hotel Chain.

### **In what type of business your company specialize:**

Individual Travelers, Groups.

### **If your organization provides accommodation, which of the following option apply:**

5 stars; Beachfront, Resorts, Hotels (More than 300 rooms), Restaurant on Property, Sports Facilities, All Inclusive.

### **Where in the Dominican Republic does your company operate:** Punta Cana.

### **What marketing services do you offer:**

Brochures, Web Site, Sales Staff Overseas, 24 Hours Operation, Visual Material (Videos).

### **Which is the size of your company in US\$ dollars:**

More than 5,000,000.00

### **How many clients do you handle last year:**

More than 5,000 paxs

### **DELEGATES:**

**Ricardo Muñoz** rmunoz@sirenishotels.com

Comercial & Marketing Director

**Catina Clapés** cclapes@sirenishotels.com

Directora Marketing Europa

**Sonia Nuñez** snunez@sirenishotels.com

Director of Sales North America

**Carlos Balam** ecommerce2.mx@sirenishotels.com

Asistente de Ecommerce



## GRUPO PIÑERO

Gustavo Mejía Ricart, #81, casi esquina Abraham Lincoln, Torre Biltmore II, Suite 907, Piantini 809 547 1654 | [www.grupo-pinero.com/es](http://www.grupo-pinero.com/es)

**Dilcia Uceta** [duceta@bahia-principe.com](mailto:duceta@bahia-principe.com)

**Describe your company:** Hotel Chain.

**In what type of business your company specialize:**

Individual Travelers, Groups, Meetings, Seminars, Conventions.

**If your organization provides accommodation, which of the following option apply:**

5 Stars, 4 Stars, Beachfront, Cottages, Villages, Resorts, Adventure, Hotels (more than 300 rooms), Restaurant on Property, Sports Facilities, Meetings Facilities, All Inclusive.

**Where in the Dominican Republic does your company operate:** Punta Cana, La Romana- Bayahibe, Samana.

**What marketing services do you offer:**

Itinerary Planning, Brochures, Multilingual Staff, Web Site, Sales Staff Overseas, Visual Material (Videos), 24 Hours Operation.

**Which is the size of your company in US\$ dollars:**  
More than 5,000,000.00

### DELEGATES:

**Kelly Guirado** Global Ecommerce Manager  
[kguirado@bahia-principe.com](mailto:kguirado@bahia-principe.com)

**Susanne Roth** [sroth@bahia-principe.com](mailto:sroth@bahia-principe.com)  
Director of Sales & Contracting USA & Canada

**Malena Omodali** [momoldi@bahia-principe.com](mailto:momoldi@bahia-principe.com)  
Directora Comercial LATAM y México

**Stephany Guerra** Marketing Manager RDO  
[marketingmanagerrdo@bahia-principe.com](mailto:marketingmanagerrdo@bahia-principe.com)

## HANDICAP TRAVELERS DR

Av. Boulevard Turístico de Este 2do nivel Suite 9  
[www.handicaptravelersdr.co](http://www.handicaptravelersdr.co)

**Deyvi Garcia** [deyvi.tiyeis@handicaptravelersdr.com](mailto:deyvi.tiyeis@handicaptravelersdr.com)

**Describe your company:** Media Company

**In what type of business your company specialize:**

Individual Travelers, Groups, Meetings, Seminars, Conventions

**Where in the Dominican Republic does your company operate:**

Puerto Plata, Punta Cana, La Romana- Bayahibe, Juan Dolió, Boca Chica, Samaná

**What marketing services do you offer:**

Web Site, 24 Hours Operation.

**Which is the size of your company in US\$ dollars:**  
\$250,000-\$500,000

**How many clients do you handle last year:**

500- 1,000 paxs

**Please provide details about your company:**

We are a Mobility Company helping Handicap travelers to enjoy the most visited Caribbean island Dominican Republic at breathtaking world

### DELEGATES

**Deyvi Garcia** Gerente  
[dayvi.tiyeis@handicaptravelersdr.com](mailto:dayvi.tiyeis@handicaptravelersdr.com)

**Bianny Fortuna** Mercadeo  
[bianny.rg@handicaptravelersdr.com](mailto:bianny.rg@handicaptravelersdr.com)



## HERTZ/ DOLLAR / THRIFTY/ FIREFLY

Ave. De Los Proceres, Plaza Diamond Mall,  
Local 48A, 1er nivel  
809 221 5333  
www.hertz.com, www.thrifty.com, www.dollar.com  
**Joan Flaquer** | e.sabino@andelstar.com.do

**Describe your company:** Car Rental.

**In what type of business your company specialize:**

Individual Travelers

**Where in the Dominican Republic does your company operate:**

Santo Domingo, Puerto Plata, Punta Cana, Boca Chica.

**What marketing services do you offer:**

Web Site, 24 Hours Operation.

**Which is the size of your company in US\$ dollars:**

More than 5,000,000.00

**How many clients do you handle last year:**

More than 5,000 paxs

**Please provide details about your company:**

Hertz , Dollar , Thrifty, Firefly, are a global car rental company, leader in the area. We have alliances with most tour operators and airlines around the world.

### DELEGATES:

#### Edelmira Sabino

e.sabino@andelstar.com.do

Gerente de Ventas

#### Indiana Castaños

i.castanos@andelstar.com.do

Gerente Punta Cana

## HODELPA HOTELS & RESORTS

Angel Severo Cabral 12

809 683 1000 | www.hodelpa.com

**Tiara de la Rosa** tdelarosa@hodelpa.com

**Describe your company:** Hotel Chain.

**In what type of business your company specialize:**

Individual Travelers, Groups, Incentives, Meetings, Seminars, Conventions.

**If your organization provides accommodation, which of the following option apply:**

5 Stars, 4 Stars, Beachfront, Resorts, Hotels (more than 300 rooms), Restaurant on Property, Sports Facilities, Meetings Facilities, All Inclusive.

**Where in the Dominican Republic does your company operate:**

Santo Domingo, Puerto Plata, Punta Cana, Juan Dolio.

**What marketing services do you offer:**

Web Site, 24 Hours Operation.

**Which is the size of your company in US\$ dollars:**

More than 5,000,000.00.

**How many clients do you handle last year:**

More than 5,000 paxs

**Please provide details about your company:**

Hodelpa Hotels invites you to explore the people and places you visit naturally, with flair, sophistication and, above all, individuality. With locations in some of the country's most preferred destinations – Ciudad Colonial, Juan Dolio, Santiago.

### DELEGATES:

**Tiara de la Rosa** tdelarosa@hodelpa.com

Gerente de Mercadeo

**Enrique Zapata** ezapata@hodelpa.com

Director de Ventas

**Jessica Aja** jmaja@hodelpa.com

Gerente de Ventas Canada

**Meicy Diaz** mgarrido@hodelpa.com

Gerente de Ventas Hodelpa Nicolas de Ovando,  
Novus Plaza





## HOTEL CASA HEMINGWAY

Calle del Sol

809 526 2203

www.hotelcasahemingway.com

**Roxana Segura** | rsegura@clubhemingway.com

**Describe your company:** Hotel Chain.

**In what type of business your company specialize:** Individual Travelers, Groups, Incentives, Meetings, Seminars, Conventions.

**If your organization provides accommodation, which of the following option apply:**

5 Stars, Resorts, Hotels (50 rooms or less), Restaurant on Property, Sports Facilities, Meetings Facilities, Meal Plan AP, Meal Plan EP, Meal Plan FAM, Meal Plan FAP.

**Where in the Dominican Republic does your company operate:**

Juan Dolio.

**What marketing services do you offer:**

Brochures, Multilingual Staff, Web Site, Visual Material (Videos), 24 Hours Operation.

**Which is the size of your company in US\$ dollars:**  
\$1,000,000-\$3,000,000

**How many clients do you handle last year:**

More than 5,000 paxs

**Please provide details about your company:**

Twice Awarded as the Leading Boutique Hotel of the Dominican Republic, the Property has 30 Studio Suites, amazing facilities, private access to the beach, 4 Pools, 4 Restaurants, Equestrian Center, Meeting Spaces, Wedding Destination, honeymooners.

### DELEGATES:

**Roxana Segura** Director of Sales  
rsegura@clubhemingway.com

**Belén Gómez** General Manager  
belengomez@clubhemingway.com

## HOTEL IMPRESSIVE RESORTS & SPAS

Av. Alemania A-B 108, El Cortecito,

Bávaro Punta Cana

809 552 0110

**Jorge Vivas**

ventas.latam.puj@impressiveresorts.com

**Describe your company:**

Resort.

**In what type of business your company specialize:**

Individual Travelers, Groups, Special Interest Travel, Incentives.

**If your organization provides accommodation, which of the following option apply:**

5 Stars, Beachfront, Resorts, Hotels (more than 300 rooms), Restaurant on Property, Meetings Facilities, All Inclusive.

**Where in the Dominican Republic does your company operate:**

Punta Cana.

**Please provide details about your company:**

Is the ideal resort to enjoy a privileged and comfortable space with the backdrop the idyllic Caribbean climate The resort is located in El Cortecito beach in Punta Cana and boasts spacious, modern and magnificent rooms designed for your enjoyment.

### DELEGATES:

**Jorge Vivas**

jorge.vivas@impressive-cist.com

Director Comercial

**Maibeth Cavallo**

sales.puj@impressiveresorts.com

Encargada de Ventas



## HOTEL PLAYA COLIBRI

Calle Francisco Camaño Deño  
809 204 6434

[www.hotelplayacolibri.com](http://www.hotelplayacolibri.com)

**Dionicia Francisco & Yury Mabial**

[recepction@hotelplayacolibri.com](mailto:recepction@hotelplayacolibri.com)

**Describe your company:** Hotel.

**If your organization provides accommodation, which of the following option apply:**

3 Stars, Beachfront, Hotels (51-100 rooms), Restaurant on Property, Meal Plan AP, Meal Plan EP, Meal Plan MAP, Meal Plan FAP.

**Where in the Dominican Republic does your company operate:** Samana.

**What marketing services do you offer:**

Brochures, Multilingual Staff, Web Site, Visual Material (Videos), 24 Hours Operation.

**Which is the size of your company in US\$ dollars:**

\$250,000-\$500,000

**How many clients do you handle last year:**

3,000-5,000 paxs

**Please provide details about your company:**

Located on the beautiful coast of Las Ballenas beach in Las Terrenas, Samana, Hotel Playa Colibri offer a family environment with a strong emphasis on guest care. In a tropical garden setting, 45 apartments of varied size.

### DELEGATES:

**Dionicia Francisco** Directora Administrativa

[directora@hotelplayacolibri.com](mailto:directora@hotelplayacolibri.com)

**Yury Mabial**

Directora Comercial

[comercial@hotelplayacolibri.com](mailto:comercial@hotelplayacolibri.com)

## HOTEL SHERATON SANTO DOMINGO

Avenida George Washington #365  
809 221 6666

[Marriott.com/SDQDS](http://Marriott.com/SDQDS)

**Aurora Sagredo**

[asagredo@sheratonsantodomingo.com](mailto:asagredo@sheratonsantodomingo.com)

**Describe your company:** Hotel.

**In what type of business your company specialize:** Individual Travelers, Groups, Incentives, Meetings, Seminars, Conventions.

**If your organization provides accommodation, which of the following option apply:**

5 Stars, Hotels (101-300 rooms), Restaurant on Property, Meetings Facilities, Meal Plan AP, Meal Plan EP, Meal Plan FAPm, Meal Plan MAP.

**Where in the Dominican Republic does your company operate:** Santo Domingo.

**What marketing services do you offer:**

Multilingual Staff, Web Site, Sales Staff Overseas, Visual Material (Videos), 24 Hours Operation.

**Which is the size of your company in US\$ dollars:**

\$1,000,000-\$3,000,000

**How many clients do you handle last year:**

More than 5,000 paxs

**Please provide details about your company:**

Welcome to Sheraton Santo Domingo Hotel Surrounded by the sparkling shores of the Caribbean Sea, Sheraton Santo Domingo hotel is an ocean view oasis for business travelers, vacationing families and adventure seekers alike.

### DELEGATES:

**Aurora Sagredo** Director Of Sales & Marketing

[asagredo@sheratonsantodomingo.com](mailto:asagredo@sheratonsantodomingo.com)

**Luis E. Padilla** Managing Director

[lpadilla@sheratonsantodomingo.com](mailto:lpadilla@sheratonsantodomingo.com)

**Alba Mata** Leisure & Airlines Sales Manager

[amata@sheratonsantodomingo.com](mailto:amata@sheratonsantodomingo.com)



## IBEROSTAR HOTELS & RESORTS

Ave. 27 de Febrero 305, Evaristo Morales, (Oficinas Iberostar) Segundo nivel  
809 227 9494

**Yoanki Nieves** yoanki.nieves@iberostar.com

### **Describe your company:**

Hotel, Resort, Hotel Chain.

**In what type of business your company specialize:** Individual Travelers, Groups, Meetings, Seminars, Conventions.

**If your organization provides accommodation, which of the following option apply:**

5 Stars, Beachfront, Resorts, Hotels (More than 300 rooms), Restaurant on Property, Meetings Facilities, Sports Facilities, All Inclusive.

**Where in the Dominican Republic does your company operate:**

Puerto Plata, Punta Cana, La Romana Bayahibe.

**Which is the size of your company in US\$ dollars:**

More than 5,000,000.00

**How many clients do you handle last year:**

More than 5,000 paxs

**Please provide details about your company:**

Iberostar Group is a 100% family owned, Spanish multinational company which has been involved in the tourism industry since 1956. Iberostar has a presence in 35 countries, employs more than 32,000 people and serves more than 8 million customers every year.

### **DELEGATES:**

**Miguel Reinoso** miguel.reinoso@iberostar.com

Director Comercial de America

**Elvira Gonzalez** elvira.gonzalez@iberostar.com

Directora Comercial República Dominicana

**Yuberkys Diez** yuberkys.diez@iberostar.com

Gerente de Ventas Mercado Local

**Jorge Chaljub** promocion.latam.do@iberostar.com

Ejecutivo de Marketing

## INTERCARIBBEAN AIRWAYS

Calle Juan Sanchez Ramirez, Condominio Caribe oficina #101, Esquina Maximo Gomez  
1809 688 6969

www.intercaribbean.com

**Trevor Sadler**

marketing@intercaribbean.com

**Describe your company:**

Airline.

**In what type of business your company specialize:** Individual Travelers, Groups, Special Interest Travels

**Where in the Dominican Republic does your company operate:**

Throughout the island.

**What marketing services do you offer:**

Itinerary Planning, Brochures, Multilingual Staff, Web Site, Sales Staff Overseas.

**Which is the size of your company in US\$ dollars:**

\$500,000-\$1,000,000

**How many clients do you handle last year:**

More than 5,000 paxs.

**Please provide details about your company:**

InterCaribbean is a 28-years-old regional airline with services in 22 destinations throughout the Caribbean. Currently offers flights from the DR to Jamaica, Cuba, Sint Maarten, Tortola (BVI), Turks & Caicos Islands, Bahamas, Puerto Rico, Dominica.

### **DELEGATES:**

**Trevor Sadler** CEO

trevor.sadler@intercaribbean.com

**Carolina Torres** Marketing Coordinator

carolina.torres@intercaribbean.com



## **KAHKOW EXPERIENCE**

Calle Las Damas no. 102, Zona Colonial  
809-547-2166

**Nathalie Vásquez**

mercadeo@cacaotour.com

### **Describe your company:**

Interactive Tours.

### **In what type of business your company specialize:**

Technical Trips.

### **Where in the Dominican Republic does your company operate:**

Santo Domingo.

### **Which is the size of your company in US\$ dollars:**

Less than \$250,000

### **Please provide details about your company:**

Ofrecemos tours interactivos que cuentan la historia del cacao y el chocolate.

### **DELEGATES:**

**Nathalie Vasquez**

mercadeo@cacaotour.com

Coordinadora de Mercado

**Janna Ramos**

reserve@cacaotour.com

Ejecutiva de Ventas

## **KARISMA HOTELS & RESORTS**

Av. Lope de Vega #19, Edif. PIISA A, Suite 105  
809-687-2929

**Carolina Camasta Issa**

ccamasta@karismahotels.com

### **Describe your company:** Hotel Chain.

### **In what type of business your company specialize:**

Individual Travelers, Groups.

### **If your organization provides accommodation, which of the following option apply:**

5 Stars, All Inclusive.

### **Where in the Dominican Republic does your company operate:**

Punta Cana.

### **What marketing services do you offer:**

24 Hours Operation.

### **Which is the size of your company in US\$ dollars:**

More than 5,000,000.00

### **How many clients do you handle last year:**

3,000-5,000 paxs.

### **Please provide details about your company:**

The Karisma Gourmet Inclusive® Experience gives our guests a luxury vacation that is as delicious as it is unforgettable. It's a promise of cuisine crafted to perfection, superior accommodations featuring indulgent amenities, service above and beyond.

### **DELEGATES:**

**David Back** dblack@pwmktg.com

Senior Director of Sales

**Rienk De Jong** rdejong@karismahotels.com

V.P. of Sales & Marketing



## KATMANDU PUNTA CANA

Av Barcelo, Plaza Palma real, proximo  
a la Rotinda de Melia  
809 552 8725

**Alex Brito** abrito@katmandu.do

### **In what type of business your company specialize:**

Individual Travelers, Groups, Technical Trips, Incentives, Sports Programs.

**Where in the Dominican Republic does your company operate:** Punta Cana.

### **What marketing services do you offer:**

Itinerary Planning, Brochures, Multilingual Staff, Web Site, Sales Staff Overseas, Visual Material (Videos).

### **Please provide details about your company:**

Katmandu Punta Cana will be an entertainment, dining and shopping venue exploding with vibrant colors, music, incredible diversions, unique shops, and world-class restaurants. Proposed to open in 2021, Katmandu Punta Cana will simply be the most fun.

### **DELEGATES:**

**Simon Hirst** shirst@katmandugroup.com  
Vice President Business development  
Katmandu Group

**Alex Brito** abrito@katmandu.do  
Director Comercial

**Toni Fernandez** tfernandez@katmandugroup.com  
Senior Vice President Brand and Costumer service

**Samuel Bello** Director Regional Real State  
samuel.bello@melia.com

## LE SIVORY PUNTA CANA BY PORTBLUE BOUTIQUE

Carretera Uvero Alto, Playa Sivory 23001  
809 333 0500

www.sivorypuncana.com/

**Ignacio Saenz** ignacio.saenz@portblue.com

### **Describe your company:** Hotel.

In what type of business your company specialize:  
Individual Travelers, Groups, Incentives, Meetings, Seminars, Conventions.

**If your organization provides accommodation, which of the following option apply:**

5 Stars, Beachfront, Cottages, Villages, , Hotels (51-100 rooms), Restaurant on Property, Meetings Facilities, All Inclusive.

**Where in the Dominican Republic does your company operate:** Punta Cana.

### **What marketing services do you offer:**

Brochures, Multilingual Staff, Sales Staff Overseas, Web Site, Visual Material (Videos), 24 Hours Operation.

**Which is the size of your company in US\$ dollars:**  
\$3,000,000-\$5,000,000

**How many clients do you handle last year:**  
3,000-5,000 paxs

### **Please provide details about your company:**

Our 55-rooms boutique hotel is an small treasure located about 45 minutes from Punta Cana airport. Le Sivory Punta Cana By PortBlue is an intimate Adults only - All Inclusive hotel and beautiful ocean-front location on the North Coast of Punta Cana, Uvero

### **DELEGATES:**

**Yohannelly Luna** y.luna@portblue.com  
Gerente De Ventas Le Sivory

**Javier Vazquez** javier.vazquez@portblue.com  
Director de Ventas PortBlue



## LIVE AQUA PUNTA CANA

Playa Uvero Alto

829 498 4455

liveaqua.com

**Marc Andre**

marc.andre@posadas.com

### **Describe your company:**

Resort.

### **In what type of business your company specialize:**

Individual Travelers, Groups,

### **If your organization provides accommodation, which of the following option apply:**

5 Stars.

### **Where in the Dominican Republic does your company operate:**

Punta Cana.

### **Which is the size of your company in US\$ dollars:**

More than 5,000,000.00

### **How many clients do you handle last year:**

More than 5,000 paxs

### **Please provide details about your company:**

LIVE AQUA PUNTA CANA is a fabulous resort that will leave you enchanted by each and every one of its cozy corners. Relax and enjoy a spectacular trip that will have you breathing easy in the ocean air while admiring the turquoise blue of the Caribbean.

### **DELEGATES:**

**Marc Andre**

marc.andre@posadas.com

Regional Director of Sales Dominican Republic

**George Hunter**

george.hunter@posadas.com

Director of Sales

## LOPESAN COSTA BÁVARO RESORT, SPA & CASINO

Avenida Barceló S/N, Playa de Bávaro

809 221 8555

**Carlos Jimenez Ruiz**

comercial.lcb@lopesan.com

### **Describe your company:** Resort, Hotel Chain.

**In what type of business your company specialize:** Individual Travelers, Groups, Special Interest Travels, Incentives, Meetings, Seminars, Conventions.

### **If your organization provides accommodation, which of the following option apply:**

5 Stars, Beachfront, Resorts, Hotels (More than 300 rooms), Restaurant on Property, Meetings Facilities, Sports Facilities, All Inclusive.

### **Where in the Dominican Republic does your company operate:** Punta Cana.

### **What marketing services do you offer:**

Brochures, Multilingual Staff, Sales Staff Overseas, Web Site.

### **Which is the size of your company in US\$ dollars:**

More than 5,000,000.00

### **How many clients do you handle last year:**

More than 5,000 paxs

### **Please provide details about your company:**

An unforgettable experience in the heart of Punta Cana, In one of the most exclusive areas of the heavenly beach at Bávaro. Lopesan Costa Bávaro Resort, Spa & Casino, invite you to enjoy a holiday that you will never forget. Leisure, relaxation and fun.

### **DELEGATES:**

**José Alba** jalba@lopesan.com

VP Sales & Marketing

**Karina Argüello** karguello@lopesan.com.

Commercial Director



## MAJESTIC RESORTS

Playa Bavaro | 809 221 9898

www.majestic-resorts.com

**Ismenia Rodriguez** irodriguez@majestic-resorts.com

**Describe your company:** Hotel.

**In what type of business your company specialize:**

Individual Travelers, Groups, Special Interest Travels, Incentives, Sports Programs, Meetings, Seminars, Conventions.

**If your organization provides accommodation, which of the following option apply:**

5 Stars, Beachfront, Resorts, Hotels (More than 300 rooms), Restaurant on Property, Meetings Facilities, Sports Facilities, All Inclusive.

**Where in the Dominican Republic does your company operate:** Punta Cana.

**What marketing services do you offer:**

Itinerary Planning, Brochures, Multilingual Staff, Web Site, Sales Staff Overseas, Visual Material (Videos), 24 Hours Operation.

**Please provide details about your company:**

Majestic Resorts: Discover the Majestic way life! Majestic Mirage, Majestic Colonial & Majestic Elegance, we are 5 star, all inclusive 24 hours resorts in Punta Cana, Destination Weddings, Honeymoon, Groups, Family and Adults Only.

**DELEGATES:**

**Ismenia Rodriguez** Gerente de Ventas & Marketing para Latinoamerica  
ismenia.rodriguez@majestic-resorts.com

## MERCADO DE EXPERIENCIAS SAN FELIPE

Manuel de Jesus Troncoso #16 Santo Domingo  
809 299 0216

**Cristobal Justiniano**

cristobal.justiniano@mercadosanfelipe.com

**In what type of business your company specialize:**

Individual Travelers, Groups, Special Interest Travels, Incentives, Meetings, Seminars, Conventions.

**Where in the Dominican Republic does your company operate:**

Santo Domingo

**What marketing services do you offer:**

Brochures, Multilingual Staff, Web Site, Visual Material (Videos)

**How many clients do you handle last year:**

1,000 paxs

**DELEGATES:**

**Cristobal Justiniano**

cristobal.justiniano@mercadosanfelipe.com

**Ignacio Vicario**

ivicario@bluemall.com.do



## NATIONAL, ALAMO Y ENTERPRISE (MOTORPLAN)

Calle Haim López-Penha no. 4 Apartado 800 Santo Domingo, República Dominicana  
809 562 1444  
www.nationalcar.com.do | www.alamo.com.do

**José Muñiz**

j.muniz@motorplan.com.do

**Describe your company:** Cart Rental.

**In what type of business your company specialize:**

Individual Travelers, Groups, Special Interest Travels, Meetings, Seminars, Conventions, Technical Trips.

**Where in the Dominican Republic does your company operate:**

Santo Domingo, Puerto Plata, Punta Cana, La Romana-Bayahibe, Boca Chica.

**What marketing services do you offer:**

Brochures, Multilingual Staff, Web Site, Visual Material (Videos), 24 Hours Operation.

**How many clients do you handle last year:**

More than 5,000 paxs

**Please provide details about your company:**

We are the independent licensee of Enterprise Rent-A-Car, National Car Rental and Alamo Rent A Car in Dominican Republic. Our goal is to bring innovative solutions to your personal and corporate transportation challenges.

**DELEGATES:**

**José Muñiz** j.muniz@motorplan.com.do

Gerente de Ventas

**Rosario Rodriguez** r.rodriguez@motorplan.com.do

Supervisora de Ventas Zona Este

## NEXUS TOURS

Los Olivos 66 Boulevard Colosio mza 66 sm 310 lote 24

www.nexustours.com

**Ruben Gutierrez** rgutierrez@sunwing.com

**Describe your company:** Tour Operator

**In what type of business your company**

**specialize:** Individual Travelers, Groups.

**If your organization is a tour operator which of the following services apply:**

Groups Transfers, Private Transfer, Excursion, Guides that Speak Several Languages, Hotel Rates Negotiation, Hotel Reservation Services, Meeting Planner.

**Where in the Dominican Republic does your company operate:**

Santo Domingo, Puerto Plata, Punta Cana, La Romana- Bayahibe, Juan Dolió, Boca Chica, Samaná

**What marketing services do you offer:**

Itinerary Planning, Brochures, Multilingual Staff, Web Site, Sales Staff Overseas, Visual Material (Videos), 24 Hours Operation.

**Which is the size of your company in US\$ dollars:**

\$1,000,000-\$3,000,000

**How many clients do you handle last year:**

More than 5,000 paxs

Please provide details about your company:

Leading destination management company in the Caribbean, Central America and North America with offices located in 20 countries and across 58 destinations. NexusTours offers an extensive portfolio of accommodation options, transfer services and over 4,000 excursions.

**DELEGATES**

**Leticia Gutierrez** lgutierrez@nexustours.com

Corporate Director Tourdesk & Water Sports





## OCEAN BY H10 HOTELS

Punta Cana | 809 685 4777

www.oceanhotels.net

**Virgilio Acosta** vacosta@oceanhotels.net

### **Describe your company:**

Hotel, Resort, Hotel Chain.

### **In what type of business your company**

**specialize:** Individual Travelers, Groups, Special Interest Travels, Incentives, Sports Programs, Meetings, Seminars, Conventions.

### **If your organization provides accommodation, which of the following option apply:**

5 Stars, Beachfront, Resorts, Hotels (More than 300 rooms), Restaurant on Property, Meetings Facilities, Sports Facilities, All Inclusive.

### **Where in the Dominican Republic does your company operate:**

Punta Cana.

### **Which is the size of your company in US\$ dollars:**

More than 5,000,000.00

### **How many clients do you handle last year:**

More than 5,000 paxs

### **Please provide details about your company:**

Ocean by H10 Hotels is the brand under which the company H10 Hotels operates in the Caribbean. Its hotels are characterised by their privileged locations on the seafrent, high quality facilities, wide range of services and all-inclusive programmes.

### **DELEGATES:**

**Virgilio Acosta** vacosta@oceanhotels.net

Director of Sales

**Efrain Alvarado** ealvarado@oceanhotels.net

Director of Sales

**Anna Jimenez** annajo@oceanhotels.net

Sales & Contracting

**Tairy Guerrero** manager.onlinerd@oceanhotels.net

Sales Manager Ecommerce DR

**Leidy Serrano** lserrano@oceanhotels.net

Sales Manager Latam

## OTIUM INTERNATIONAL

Avenida España, Plaza Brisas de Bavaro, local 108

809 552 1003

www.otiumtour.com

**Cesar Fabian Gonzalez**

info@otiumtour.com

### **Describe your company:**

Tour Operator.

### **In what type of business your company**

**specialize:** Individual Travelers, Groups, Incentives, Meetings, Seminars, Conventions.

### **If your organization is a tour operator which of the following services apply:**

Group Transfer, Private Transfer, Excursions, Meeting Planner, Guides That Speak Several Languages, Hotel Reservation Services.

### **Where in the Dominican Republic does your company operate:**

Throughout the Island.

### **What marketing services do you offer:**

Itinerary Planning, Brochures, Multilingual Staff, Web Site, Sales Staff Overseas, Visual Material (Videos), 24 Hours Operation.

### **Which is the size of your company in US\$ dollars:**

\$1,000,000-\$3,000,000

### **How many clients do you handle last year:**

More than 5,000 paxs

### **Please provide details about your company:**

Otium International is a modern and dynamic B2B solutions provider, specializing in the management of passenger and tourist destinations. We have a consolidated structure since 1995 and a professional, multilingual, highly qualified team.

### **DELEGATES:**

**Cesar Gonzalez** Presidente

cesar@otiumtour.com

**Arline Maria** comercial3@otiumtour.com

Directora Comercial



## OVOLY GROUP

Max Henríquez Ureña # 18 3er nivel,

Ens. Naco

www.ovoly.com

**Ricardo Blanco**

capacitacion@ovoly.com

### **Describe your company:**

Tour Operator.

### **In what type of business your company specialize:**

Individual Travelers, Groups, Special Interest Travel, Meetings, Seminars, Conventions, Technical Travelers.

### **If your organization is a tour operator which of the following services apply:**

Groups Transfers, Private Transfers, Excursions, Guide that Speak Several Languages, Hotel Rates Negotiation, Hotel Reservation Services, Meeting Planners.

### **Where in the Dominican Republic does your company operate:** Throughout the Island.

### **What marketing services do you offer:**

Website

### **Please provide details about your company:**

Integral tour operator company, with national and international tourist services, attention to personalities, not only transfer, we also take care of your reservations, accommodations, restaurants, events, travel around the city, transfers to other areas of the country, travel, tourism , vehicles av

### **DELEGATES**

**Ricardo Blanco** ricardo.blanco@ovoly.com

Gerente General

**Jesus Prieto** capacitacion@ovoly.com

Gerente de capacitación

## PALLADIUM HOTEL GROUP

Avda. Anacaona # 101

809 562 8222

**Patricia Perez y/o Rosalia Martinez**

grupos.dominican@palladiumhotelgroup.com

### **Describe your company:** Hotel Chain.

### **In what type of business your company specialize:**

Individual Travelers, Groups, Incentives, Sports Programs, Meetings, Seminars, Conventions.

### **If your organization provides accommodation, which of the following option apply:**

5 Stars.

### **Where in the Dominican Republic does your company operate:**

Santo Domingo, Punta Cana.

### **What marketing services do you offer:**

Web Site

### **Please provide details about your company:**

The Palladium Hotel Group hotel chain was founded in the late 1960s in Ibiza by businessman Abel Matutes Juan, who dreamed of bringing paradise within the reach of travellers and offering them amazing experiences.

### **DELEGATES:**

**Patricia Perez**

Gerente de Ventas Palladium Hotel Group Rep. Dom.

comercial.dominican@palladiumhotelgroup.com

**Leslie Mendez** Gerente de Ventas TRS Cap Cana

leslie.mendez@palladiumhotelgroup.com



## PLAYA HOTELS & RESORTS

Sanctuary Cap Cana Boulevard Zona Hotelera,  
Punta Cana 23302, Dominican Republic  
www.playaresorts.com

**Angie Diaz**

adiaz@sanctuarycapcana.com

### **Describe your company:**

Hotel Chain.

### **In what type of business your company specialize:**

Individual Travelers, Groups, Special Interest Travel, Incentives, Seminars, Meetings, Conventions, Technical Trips.

### **If your organization provides accommodation, which of the following option apply:**

5 Stars, 4 Stars, Beachfront, Resorts, Hotels (more than 300 rooms), Meetings Facilities, All Inclusive.

### **Where in the Dominican Republic does your company operate:**

Punta Cana, La Romana- Bayahíbe

### **Which is the size of your company in US\$ dollars:**

More than 5,000,000.00

### **How many clients do you handle last year:**

More than 5,000 paxs

### **Please provide details about your company:**

Playa Hotels & Resorts in Dominican Republic

### **DELEGATES**

**Angie Diaz** Sanctuary Cap Cana  
adiaz@sanctuarycapcana.com

**Shirley Sanchez** Hilton La Romana  
shirley.sanchez@playaresorts.com

**Paola Gomez** Hyatt Cap Cana  
paola.gomez@hyatt.com

## PRINCESS HOTELS & RESORTS

Playas de Bavaro

809 221 2311

www.princess-hotels.com

**Leonardo Casaretto**

contratos.bavari@princes-hotels.com

### **Describe your company:** Hotel Chain.

### **In what type of business your company specialize:**

Individual Travelers, Groups, Special Interest Travels, Incentives, Meetings, Seminars, Conventions.

### **If your organization provides accommodation, which of the following option apply:**

5 Stars, 4 Stars, Beachfront, Resorts, Hotels (101-300 rooms), Hotels (more than 300 rooms), Restaurant on Property, Meetings Facilities, Sports Facilities, All Inclusive.

### **Where in the Dominican Republic does your company operate:** Punta Cana.

### **What marketing services do you offer:**

Brochures, Multilingual Staff, Web Site, Visual Material (Videos), 24 Hours Operation.

### **Which is the size of your company in US\$ Dollars:**

More than 5,000,000.00

### **How many clients do you handle last year:**

More than 5,000 paxs

### **DELEGATES:**

**Leonardo Casaretto** Ecommerce Sales Manager  
contratos.bavaro@princess-hotels.com

**Nicole Perez** salesna@princess-hotels.com  
North America Sales Manager



## PROHOTEL INTERNATIONAL-DR COLLECTION

5868 Westheimer Rd, Suite 488  
713 528 7862 | www.prohotels.com  
**Indira Soltero** usasales@prohotels.com

**Describe your company:** Hotel.

**In what type of business your company specialize:**

Individual Travelers, Groups, Special Interest Travels, Incentives,

**If your organization provides accommodation, which of the following option apply:**

5 Stars, Resorts, Meal Plan AP.

**Where in the Dominican Republic does your company operate:** Santo Domingo, Samana.

**What marketing services do you offer:**

Itinerary Planning, Brochures, Multilingual Staff, Web Site, Sales Staff Overseas.

**Which is the size of your company in US\$ dollars:**  
\$1,000,000-\$3,000,000

**How many clients do you handle last year:**  
More than 5,000 paxs

**Please provide details about your company:**

Prohotel manages and markets two unique, Small Luxury Hotels in Dominican Republic: Casas del XVI in the heart of the Colonial City of Santo Domingo & Sublime Samana Hotel and Residences in Las Terrenas on the Samana Peninsula.

**DELEGATES:**

**Cory Ramirez** Sales Manager  
usasales@prohotels.com

**Oliver De la Cruz** odelacruz@sublimesamana.com  
Reservations & Revenue Manager

**Aida Cabrea** General Manager  
acabrera@sublimesamana.com

**Ignacio Peñalver** General Manager  
ignacio.penalver@casasdelxvi.com

## PURE SALT ORCHIDARIUM

Avenida Lope de Vega 4  
34647248558  
www.puresaltluxuryhotels.com  
**Miguel Amengual Delgado**  
miguel.amengual@puresaltluxuryhotels.com

**Describe your company:**

Resort.

**In what type of business your company specialize:**

Individual Travelers, Groups, Incentives.

**If your organization provides accommodation, which of the following option apply:**

5 Stars, Beachfront, Resorts, Hotels (101- 300 rooms) Restaurant on Property, Meetings Facilities, Sports Facilities, All Inclusive.

**Where in the Dominican Republic does your company operate:** Punta Cana.

**What marketing services do you offer:**

Web Site, 24 Hours Operation.

**Please provide details about your company:**

Pure Salt Luxury Hotels of Mallorca Spain is pleased to introduce its expansion into the Dominican Republic. Continuing with its successful theme of Fine dining, attention to all guest details and adult friendly, the Pure Salt Orquidea.

**DELEGATES:**

**Miguel Amengual**  
miguel.amengual@puresaltluxuryhotels.com

Director of Sales and Marketing

**Chris Stubbs** ccrestorts@msn.com  
BDM Canada



## RADISSON SANTO DOMINGO

Presidente Gonzalez 10, Naco

809 541 6226

www.radissonhotels.com

**Gina Eli** | geli@radissonsantodomingo.com

**Describe your company:** Hotel.

**In what type of business your company specialize:**

Individual Travelers, Groups, Incentives, Sports Programs, Meetings, Seminars, Conventions.

**If your organization provides accommodation, which of the following option apply:**

4 Stars, Hotels (101- 300 rooms), Restaurant on Property,, Meetings Facilities, Meal Plan AP, Meal Plan EP, Meal Plan MAP, Meal Plan FAP.

**Where in the Dominican Republic does your company operate:** Santo Domingo.

**Which is the size of your company in US\$ dollars:**

More than 5,000,000.00

**How many clients do you handle last year:**

More than 5,000 paxs

**Please provide details about your company:**

Ideally located in the heart of the business district, surrounded by restaurants, bars, shopping malls, sport and health facilities, Radisson Santo Domingo offers 175 rooms and 12, 175 sq.ft. of meeting facilities.

**DELEGATES:**

**Gina Eli** geli@radissonsantodomingo.com

Directora de Ventas & Mercadeo

**Diana Dreyfous** Ejecutiva de Cuentas

ddreyfous@radissonsantodomingo.com

## SERENADE PUNTA CANA BEACH \* SPA\* CASINO

Playa Cabeza de Toro

829 520 0877

**Aimee Tejada**

atejada@serenade.com.do

**Describe your company:** Resort, Hotel Chain.

**In what type of business your company specialize:**

Individual Travelers, Groups, Incentives, Meetings, Seminars, Conventions.

**If your organization provides accommodation, which of the following option apply:**

5 Stars, Beachfront, Resorts, Hotels (More than 300 rooms), Restaurant on Property, Meetings Facilities, All Inclusive.

**Where in the Dominican Republic does your company operate:** Punta Cana.

**What marketing services do you offer:**

Brochures, Multilingual Staff, Web Site, Visual Material (Videos), 24 Hours Operation, Sales Staff Overseas.

**Please provide details about your company:**

SERENADE PUNTA CANA\*\*\*\*\* Beach \* spa \* Casino, is located on the beach, with a privileged location, consists of 603 rooms and a range of luxury amenities and services. In an environment of lush flora with which the Dominican Republic was blessed.

**DELEGATES:**

**Aimee Tejada** atejada@serenade.com.do

Sales & Marketing Director

**Antonio Gelabert** agelabert@serenade.com.do

Managing Director Caribbean



## SUNRISE AIRWAYS

Edificio Elab (sunrise airways) Avenida Gustavo  
Mejía Ricart 136, Santo Domingo

809 236 0777

[www.sunriseairways.net](http://www.sunriseairways.net)

**Sergio Valkenburg**

[sergio.valkenburg@sunriseairways.net](mailto:sergio.valkenburg@sunriseairways.net)

### **Describe your company:**

Airline.

### **In what type of business your company specialize:**

Individual Travelers, Groups

### **Where in the Dominican Republic does your com- pany operate:**

Santo Domingo.

### **Which is the size of your company in US\$ dollars:**

More than 5,000,000.00

### **How many clients do you handle last year:**

More than 5,000 paxs

### **DELEGATES:**

**Sjoerd Valkenburg**

[sergio.valkenburg@sunriseairways.net](mailto:sergio.valkenburg@sunriseairways.net)

Gerente Commercial

**Elena Perez**

[elena.perez@sunriseairways.net](mailto:elena.perez@sunriseairways.net)

Commercial

## TARGET CONSULTORES DE MERCADEO

Av. Sarasota #39, torre Sarasota Center,  
suite 401, Bella Vista

809 532 2006

[www.targetconsultores.com/](http://www.targetconsultores.com/)

**Teodoro De Lara**

[teddy@targetconsultores.com](mailto:teddy@targetconsultores.com)

### **Describe your company:**

Media Company.

### **In what type of business your company specialize:**

Meetings, Seminars, Conventions

### **If your organization is a tour operator which of the following services apply:**

Meeting Planner.

### **Where in the Dominican Republic does your com- pany operate:**

Santo Domingo.

### **Please provide details about your company:**

Target is an innovative consulting firm specializing  
in public relations and communications, event orga-  
nizers and media production.

### **DELEGATES:**

**Teodoro De Lara** CEO

[teddy@targetconsultores.com](mailto:teddy@targetconsultores.com)

**Diana Toribio** Gerente de Scooters DR

[diana@targetconsultores.com](mailto:diana@targetconsultores.com)

## TRANSEKUR

Calle General Fran Felix Miranda # 54  
809 333 7999

**Freddy Rosal**

ventas.sd3@transekur.com

### **Describe your company:**

Transportation Company

### **In what type of business your company specialize:**

Groups, Individual Travelers.

### **If your organization is a tour operator which of the following services apply:**

Group Transfer, Private Transfer

### **Where in the Dominican Republic does your company operate:**

Santo Domingo, Punta Cana, La Romana-  
Bayahibe, Boca Chica.

### **DELEGATES:**

**Danilo Guzman**

daniloaguzman@gmail.com

**Freddy Rosal**

ventas.sd3@transekur.com

## TROPICAL INCENTIVES DMC

Edif. Conydra, 4ta Planta, Local 30, KM 5 Boulevard  
Turistico Punta Cana | 829 767 2200

**Alex Medina**

alejandro.medina@tropicalincentives.com

**Describe your company:** Tour Operator.

### **In what type of business your company**

**specialize:** Groups, Incentives, Meetings, Seminars, Conventions

### **If your organization is a tour operator which of the following services apply:**

Group Transfer, Private Transfer, Excursions, Meeting Planner.

**Where in the Dominican Republic does your company operate:** Santo Domingo, Punta Cana, La Romana- Bayahibe, Boca Chica.

### **What marketing services do you offer:**

Itinerary Planning, Web Site, 24 Hours Operation

**Which is the size of your company in US\$ dollars:**  
\$1,000,000-\$3,000,000

### **How many clients do you handle last year:**

More than 5,000 paxs

### **Please provide details about your company:**

Because choosing the right DMC and destination is essential for any successful event, Tropical Incentives DMC is specialist in logistics and administration of congresses, incentives and other meetings or special events.

### **DELEGATES:**

**Alex Medina** Destination Manager

alejandro.medina@tropicalincentives.com

**Anyeli Rodriguez**

anyeli.rodriguez@tropicalincentives.com

Gerente de Diseño y Planeacion de Grupos



## TUI DOMINICANA

Edificio Gym 22, 2do. Nivel Plaza Punta Cana  
Shopping Mall Punta Cana,  
1 809 566 0092

www.tuigroup.com/en-en

**Debbie Gomez**

debbie.gomez@tuidominicana.com

**Describe your company:** Tour Operator.

**In what type of business your company specialize:**

Individual Travelers, Groups, Special Interest Travels, Incentives, Sports Programs, Meetings, Seminars, Conventions.

**If your organization is a tour operator which of the following services apply:**

Group Transfer, Private Transfer, Excursions, Meeting Planner, Guides That Speak Several Languages, Hotel Reservation Services, Travel Rates Negotiation.

**Where in the Dominican Republic does your company operate:**

Throughout the island.

**What marketing services do you offer:**

Itinerary Planning, Brochures, Multilingual Staff, Web Site, 24 Hours Operation.

**How many clients do you handle last year:**

More than 5,000 paxs

### DELEGATES:

**Debbie Gomez** debbie.gomez@tui.com

Directora Comercial

**Juan Mota** juan.mota@tui.com

Head of Dominican Republic & Cuba

## VH HOTELES & RESORTS

Complejo Turistico Playa Dorada  
809 320 2111 ext 4704

**Spyros Vazdekis**

sales@vhhr.com

**Describe your company:**

Hotel.

**In what type of business your company specialize:**

Individual Travelers, Groups

**If your organization provides accommodation, which of the following option apply:**

5 Stars, 4 Stars, Beachfront, Resorts, Restaurant on Property, Hotels (more than 300 rooms), Meetings Facilities, All Inclusive, Meal Plan AP, Meal Plan EP.

**Where in the Dominican Republic does your company operate:**

Puerto Plata.

**What marketing services do you offer:**

Brochures, Website,

### DELEGATES:

**Spyros Mitzo Vazdekis** spyros@vhhr.com

Director Ventas & Mercadeo

**Naty Marte** nmarte@vhhr.com

Directora Ventas

**Roberto Casoni** sales@vhhr.com

Vice Presidente





## VIK HOTEL ARENA BLANCA

Careterra Arena Gorda

809 331 6460

www.vikhotels.com

**Robert Petris** r.petris@vikhotels.com

### **Describe your company:**

Hotel, Resort, Hotel Chain.

### **In what type of business your company specialize:**

Individual Travelers, Groups, Incentives.

### **If your organization provides accommodation, which of the following option apply:**

5 Stars, 4 Stars, Beachfront, Resorts, Restaurant on Property, Resorts, Hotels (more than 300 rooms), Hotels (50 rooms or less.), All Inclusive.

### **Where in the Dominican Republic does your company operate:**

Punta Cana.

### **What marketing services do you offer:**

Website.

### **Which is the size of your company in US\$ dollars:**

More than 5,000,000.00

### **How many clients do you handle last year:**

More than 5,000 paxs

### **Please provide details about your company:**

VIK hotel ARENA BLANCA "charming & distinctive" and VIK hotel CAYENA BEACH "boutique & unique" welcomes you to the magical Bavaro Beach!

### **DELEGATES:**

**Robert Petris** r.petris@vikhotels.com

Director Ventas y Mercadeo Americas

**Beat Haberling** b.haberling@vikhotels.com

Director Ventas VIK hotel Arena Blanca

## VISTA SOL PUNTA CANA BEACH RESORT & SPA

Av. Alemania

809 221 2728

**Jacqueline Bel**

comercial@vistasolpuntacana.com

### **Describe your company:**

Resort.

### **In what type of business your company specialize:**

Individual Travelers.

### **If your organization provides accommodation, which of the following option apply:**

4 Stars.

### **Where in the Dominican Republic does your company operate:**

Punta Cana.

### **What marketing services do you offer:**

Brochures

### **Which is the size of your company in US\$ dollars:**

More than 5,000,000.00

### **How many clients do you handle last year:**

More than 5,000 paxs

### **Please provide details about your company:**

4 starts Beach Resort right on the beautiful of Bavaro. Ideal for couples of all ages.- Romantic. Getways or young families.- Offers incredible Spa.

### **DELEGATES:**

**Jianna Castro** comercial@vistasolpuntacana.com

Ejecutiva Comercial & Reservas

**Jacqueline Bel** jbel@vistasolpuntacana.com

Directora Comercial



## VIVA WYNDHAM RESORTS

Av. Winston Churchill #1099, Torre Acropolis  
Piso 11, R.D.  
1809 562 6001 | www.vivaresorts.com  
**Gilda Noboa** gnoboa@vivaresortusa.com

**Describe your company:** Resort, Hotel Chain.

**In what type of business your company specialize:**

Individual Travelers, Groups, Incentives.

**If your organization provides accommodation, which of the following option apply:**

4 Stars, 3 Stars, Beachfront, Resorts, Restaurant on Property, Resorts, Hotels (more than 300 rooms), Hotels (101-300 rooms ), All Inclusive, Meetings Facilities, Sports Facilities.

**Where in the Dominican Republic does your company operate:** Puerto Plata, La Romana Bayahibe.

**What marketing services do you offer:**

Brochures, Multilingual Staff, Web Site, Sales Staff Overseas.

**Which is the size of your company in US\$ dollars:**

More than 5,000,000.00

**How many clients do you handle last year:**

More than 5,000 paxs

**Please provide details about your company:**

Viva Wyndham Resorts offers an environment focused and inspired by the local culture, and overshadowed by the international accents of our cuisine and services. The all-inclusive package includes lodging, three daily meals, snacks, drinks.

**DELEGATES:**

**Gilda Noboa** gnoboa@vivaresortusa.com

Director of Sales & Marketing

**Amanda Santana** amanda@vivaresorts.com

Vice-President of Sales & Marketing

**Jaime Contreras** jcontreras@vivaresorts.com

Gerente de Ventas

## WHALA!HOTELS

Av. Jaime III, 26 ENT.2F  
349 714 255 86  
www.whalahotels.com

**Diego Buades**

comercial@hmhotels.net

**Describe your company:**

Hotel Chain.

**In what type of business your company specialize:**

Individual Travelers, Groups, Meetings, Seminars, Conventions.

**If your organization provides accommodation, which of the following option apply:**

3 Stars, Beachfront, Hotels (101-300 rooms ).

**Where in the Dominican Republic does your company operate:**

Punta Cana, La Romana- Bayahibe, Boca Chica.

**What marketing services do you offer:**

Brochures, Multilingual Staff, Web Site.

**DELEGATES:**

**Diego Buades**

Feliu comercial@hmhotels.net

Director comercial

**Estelle Lavoine**

direcommerce@hmhotels.net

Directora Ecommerce



## XELITER VACATION RENTALS

Av. Jhon F. Kennedy S/N Edif. Plaza Hache  
809 562 6725

**Jacquelyn Nivar**  
jnivar@chc.do

**Describe your company:** Hotel.

**In what type of business your company specialize:**

Individual Travelers, Groups, Incentives, Meetings, Seminars, Conventions.

**If your organization provides accommodation, which of the following option apply:** 4 Stars.

**Where in the Dominican Republic does your company operate:**

Santo Domingo, Punta Cana, La Romana- Bayahibe, Juan Dolio, Samana.

**What marketing services do you offer:**

Brochures, Multilingual Staff, Web Site,

**Which is the size of your company in US\$ dollars:** \$3,000,000-\$5,000,000

**How many clients do you handle last year:**  
1,000- 3,000 paxs

**Please provide details about your company:**

Xeliter is brand of CHC dedicated to the administration rentals and sale of condominium and tourism properties in different locations of the Dominican Republic, It serves as head of 4 divisions, Xeliter Services Residences, Xeliter City and Xeliter Vacat.

### DELEGATES:

**Estela Coiscou** ecoiscou@chc.do  
Revenue Senior Manager

**Jacquelyn Nivar** jnivar@chc.do  
Marketing Director



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[www.cicom.do](http://www.cicom.do)



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El IDOPPRIL (Instituto Dominicano de Prevención y Protección de Riesgos Laborales) es la entidad encargada de gestionar la prevención de los riesgos laborales, a través del estudio, conocimiento y atención integral de la salud de los trabajadores, garantizando las prestaciones del Seguro de Riesgos Laborales en la República Dominicana.



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Oficina Representación República Dominicana  
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Torre Blue Mall Piso 27, Local P20  
Plantini, Sto. Dgo. Rep. Dom.

T 829-893-5551



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[www.cepm.com.do](http://www.cepm.com.do)

   CEPMrd



**DATE**

DOMINICAN ANNUAL TOURISM EXCHANGE  
BY ASONAHORES

SECTION TWO   
**BUYERS'S  
PROFILE**

## ADSMUNDO

El Golg 99  
56223877107

**Luisa Kruise**

lkruise@adsmundo.cl

### **Describe your company / organization:**

Tour Operator

### **What are your primary markets:**

Groups, Incentives, Beach, Individual Travelers

### **Types of accommodation require:**

5 stars, 4 stars. All Inclusive

### **Services required:**

Golf, Children Programs, Airport Transfer.

### **How many total clients did your company handle last year:**

5,000-10,000

### **How many total clients did your company send to Dominican Republic last year:**

1,000-3,000

### **Please give specific details about your company that will be of interest to DATE suppliers (30 words less):**

Operador con más de 100 años en el mercado

## DELEGATES

**Luisa Kruise**

subgerente de producto y contratación  
lkruise@adsmundo.cl

## AERO

528bis n 652  
+54 9 221 447 0101

www.aero.tur.ar

**Silvina Ves Losada**

silvina.veslosada@aero.tur.ar

### **Describe your company/organization:**

Tour Operator.

### **What are your primary markets:**

Beach, Golf Tours, Individual Travelers.

### **Types of accommodations required:**

5 Stars, All inclusive, Resorts.

### **How many total clients did your company handle last year:**

Over 10,000.

### **How many total clients did your company send to Dominican Republic last year:**

Over 5,000.

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).** Aero es un tour operador con más de 50 años en el mercado. Top Seller en Argentina. El destino más vendido por la operadora es República Dominicana con más de 4 millones de pasajeros enviados a destino en el año 2019.

## DELEGATES

**Silvina Ves Losada**

Responsable Ejecutiva de Marketing  
silvina.veslosada@aero.tur.ar



## AIRBNB/HOTELTONIGHT

888 Brannan Street, Airbnb

6462980951

[www.airbnb.com](http://www.airbnb.com)

**Azalea Perez Olivares**

[azalea.perez@airbnb.com](mailto:azalea.perez@airbnb.com)

### **What are your primary markets:**

Individual Travelers.

### **Types of accommodations required:**

2 Star,3 Star, 4 Star 5 Star, All inclusive, Beachfront, Bed and Breakfast, Cottages/Villas, Hotels (101-300 rooms), Hotels (51-100 rooms), Hotels (up to 50 rooms), Resorts Room Only.

### **How many total clients did your company handle last year:**

Over 10,000

### **How many total clients did your company send to Dominican Republic last year:**

Over 5,000

### **Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

We're interested in adding more hotels to new hotels specific product on Airbnb, in addition to adding more hotels to HotelTonight.

### **DELEGATES**

**Azalea Perez Olivares**

Market Manager, Caribbean and Central America

[azalea.perez@airbnb.com](mailto:azalea.perez@airbnb.com)

## ALL INCLUSIVE OUTLET

118 West Main Street

6109558897

<https://www.allinclusiveoutlet.com/>

**Sarah Flook**

[sarah.flook@allinclusiveoutlet.com](mailto:sarah.flook@allinclusiveoutlet.com)

### **Describe your company/organization:**

Tour Operator.

### **What are your primary markets:**

Beach ,Individual, Travelers.

### **Types of accommodations required:**

3 Stars, 4 Stars, 5 Stars, All inclusive, Beachfront, Hotels (101-300 rooms), Hotels (51-100 rooms), Hotels (over 300 rooms), Hotels (up to 50 rooms), Resorts.

### **How many total clients did your company handle last year:**

Over 10,000.

### **How many total clients did your company send to Dominican Republic last year:**

Over 5,000

### **Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

All Inclusive Outlet offers customers the ability to book value for money vacation experiences via our website

### **DELEGATES**

**Sarah Flook**

Director of Product

[sarah.flook@allinclusiveoutlet.com](mailto:sarah.flook@allinclusiveoutlet.com)



## AMERICAN AIRLINES VACATIONS

1 Skyview Drive, MD 8B-100

682-278-3823

www.aavacations.com

**Michelle D. Gay**

michelle.gay@aa.com

### **Describe your company/organization:**

Tour Operator.

### **What are your primary markets:**

Beach, Individual Travelers.

### **Types of accommodations required:**

3 Stars, 4 Stars, 5 Stars, All inclusive, Hotels (101-300 rooms), Hotels (51-100 rooms), Hotels (over 300 rooms) Hotels (up to 50 rooms)Resorts.

### **How many total clients did your company handle last year:**

Over 10,000.

### **How many total clients did your company send to Dominican Republic last year:**

3,000-5,000

### **Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

American Airlines Vacations is the in-house tour operator for American Airlines, Inc., offering affordable air and hotel packages to the Dominican Republic and throughout the world.

### **DELEGATES**

**Michelle Gay** | Product Manager

michelle.gay@aa.com

## APPLE LEISURE GROUP

7 Campus Boulevard

610-359-6500

www.appleleisuregroup.com

**Kristin Loker** | kloker@algvacations.com

### **Describe your company/organization:**

Charter Operator, Tour Operator, Wholesaler

### **What are your primary markets:**

Beach, Groups, Incentives, Individual Travelers, Meetings, Seminars, Conventions.

### **Types of accommodations required:**

3 Stars, 4stars, 5 Stars, All inclusive, Beachfront Hotels (101-300 rooms), Hotels (51-100 rooms), Hotels (over 300 rooms), Hotels (up to 50 rooms) Resorts.

### **What services do you required:**

Air Conditioning, Food & Beverage, Handicapped Facilities, Meal Plan Options, Room Service,

### **How many total clients did your company handle last year:**

Over 10,000

### **How many total clients did your company send to Dominican Republic last year:**

Over 5,000

### **Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Apple Leisure Group utilizes their multiple brands to offer attractive vacation packages to the DR.



## DELEGATES

### Greg Brown

Senior Director of Supplier  
Engagement Caribbean  
gbrown@algvacations.com

### Kristin Loker

Manager of Supplier Engagement,  
Dominican Republic  
kloker@algvacations.com

### Sara Schuldt

Senior Manager of Supplier Engagement  
Caribbean  
sschuldt@algvacations.com

### Tania Rodriguez

Manager of Supplier Engagement,  
Dominican Republic  
trodriguez@algvacations.com

## ASOTURE (ASOCIACION TOUR OPERADORES RECEPTIVOS)

Avenida Barcelo plaza meeting Point  
8297973925  
www.asoture.com  
Carmen santos  
lic.carmensantos@outlook.es

### Describe your company/organization:

Association.

### What are your primary markets:

Groups

### Types of accommodations required:

All Inclusive.

### What services do you required:

Sightseeing/Guided Tours

### How many total clients did your company handle last year:

More than 10,000

### How many total clients did your company send to Dominican Republic last year:

Over 5,000

### Please give specific details about your company that will be of interest to DATE suppliers (30 words less).

Somos la asociación de tour operadores en el país, y tenemos 34 empresas tour operadores asociados, por tal razón nos gustaría participar.

## DELEGATES

**Carmen Santos** | Directora  
lic.carmensantos@outlook.es



## BEDS4TRAVEL

C Mallorca 351

+52 998 116 2082

[www.beds4travel.com/beds4/home](http://www.beds4travel.com/beds4/home)

**Diego López**

[diego.lopez@beds4travel.com](mailto:diego.lopez@beds4travel.com)

### **Describe your company/organization:**

Tour Operator.

### **What are your primary markets:**

Beach, Individual Travelers

### **Types of accommodations required:**

3 Stars, 4 Stars, 5 Stars, All inclusive, Beachfront, Bed and Breakfast, Cottages/Villas, Hotels (101-300 rooms), Hotels (51-100 rooms), Hotels (over 300 rooms), Hotels (up to 50 rooms) Resorts.

### **How many total clients did your company handle last year:**

Over 10,000

### **How many total clients did your company send to Dominican Republic last year:**

Over 5,000

### **Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Somos un distribuidor mayorista.

## DELEGATES

**Diego López**

Head Of Development Manager

[diego.lopez@beds4travel.com](mailto:diego.lopez@beds4travel.com)

## BEST DEAL VACATIONS

9611 SW 77 Avenue #102A

3055594600

[www.bestdealvacations.com](http://www.bestdealvacations.com)

**Roberto Diaz**

[robert@bestdealvacations.com](mailto:robert@bestdealvacations.com)

### **Describe your company / organization**

Meeting Planner, Wholesaler

### **What are your primary markets:**

Events, Seminars, Conventions, Groups, Beach, Individual Travelers, Special Interest Travel.

### **Types of accommodation require:**

4Stars, 5 Stars, Beachfront, Hotels (101-300 rooms), Hotels (more than 300 rooms).

### **What services do you required:**

Food & Beverage, Car Rental, Sightseeing/Guided Tours, Meetings Facilities, Children's Programs, Airport transfer.

### **How many total clients did your company handle last year:**

1,000-3,000

### **How many total clients did your company send to Dominican Republic last year:**

500-1,000

## DELEGATES

**Roberto Diaz**

President

[robert@bestdealvacations.com](mailto:robert@bestdealvacations.com)



## BESTDAY TRAVEL GROUP

Av. Bonampak MZA 2 LT7 SM10

529988811325

www.bestday.com.mx

Sara Perez Campos

sperez@bestday.com

### **Describe your company/organization:**

Tour Operator, Travel Agent Consortium, Wholesaler

### **What are your primary markets:**

Beach, Individual Travelers, Meetings, Seminars, Conventions.

### **Types of accommodations required:**

3 Stars, 4 Stars, 5 Stars, All inclusive, Beachfront, Hotels (101-300 rooms), Hotels (over 300 rooms), Hotels (up to 50 rooms), Resorts, Room Only

### **What services do you required:**

Air Conditioning, Children's Programs Food & Beverage, Handicapped Facilities, Meal Plan Options, Room Service.

### **How many total clients did your company handle last year:**

Over 10,000

### **How many total clients did your company send to Dominican Republic last year:**

Over 5,000

### **Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

BestDay Travel is the second largest travel company in LATAM and the leader in Mexico, we look to complete our customers experience with a wide range of products from budget to luxury options

### **DELEGATES**

#### **Eloy Perez**

Supply Management Global VP

elperez@bestday.com

#### **Giedre Kolosovskyte**

Supply Manager Dominican Republic

giedre.kolosovskyte@bestday.com

#### **Israel Guevara**

Senior Supply Manager Caribbean

israel.guevara@bestday.com

#### **Sara Perez**

Supply Management Caribbean & Northamerica

Director

sperez@bestday.com





## **BLD TOUR OPERADOR RECEPTIVO EN REP. DOMINICANA**

Calle la altagracia No.3

829 354 0349

**Kemel Nemer Abuawad**

[knemer@boldom.org](mailto:knemer@boldom.org)

### **Describe your company/organization:**

Receptive Operator.

### **What are your primary markets:**

Events, Seminars, Conventions, Groups, Students  
Groups, Incentives, Beach, Golf Tours, Beach,  
Individual Travelers.

### **How many total clients did your company handle last year:**

Over 10,000

### **Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

BLD es un tour operador receptivo con servicio  
personalizado en Republica Dominicana, contamos  
con unidades de transporte nuevas y con wifi a  
bordo.

### **DELEGATES**

**Kemel Nemer Abuawad**

Gerente General

[knemer@boldom.org](mailto:knemer@boldom.org)



## BOOKING.COM

Miramar Plaza Center 954 Ponce de  
Leon Avenue Suite 303  
19396333040

### Jan Paul Guevara

jan.guevara@booking.com

#### **Describe your company/organization:**

Travel Agent Consortium

#### **Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Booking.com

#### **DELEGATES**

Jan Paul Guevara

Account Manager

jan.guevara@booking.com

## BOOKIT.COM

14251 Panama City Beach Pkwy  
1-888-618-1252 | www.bookit.com

**Federico Alfaro** | federico.alfaro@bookit.com

#### **Describe your company/organization:**

Tour Operator

#### **What are your primary markets:**

Beach, Individual Travelers

#### **Types of accommodations required:**

4 Stars, 5 Stars, All inclusive, Beachfront, Resorts

#### **What services do you required:**

Air Conditioning, Airport Transfers, Banquet Facilities, Car Rental, Children's Programs, Food & Beverage Golf, Handicapped Facilities, Laundry/Dry Cleaning, Room Service, Sightseeing/Guided Tours, Tennis, Watersport

#### **How many total clients did your company handle last year: Over 10,000**

#### **How many total clients did your company send to Dominican Republic last year:**

Over 5,000

#### **Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Online Travel Agency

#### **DELEGATES**

**Biberly Contreras** | Manager

biberly.contreras@bookit.com

**Federico Alfaro** | Manager

federico.alfaro@bookit.com



## **CARIBBEAN CHILE S.A**

Santa Magdalena 75 of. 612

229934186

www.caribbeanchile.cl

**Aray Quintanilla Martinez**

aquintanilla@caribbeanchile.cl

### **Describe your company / organization:**

Wholesaler, Tour Operator.

### **What are your primary markets:**

Groups, Students Groups, Beach, Nature Trips, Individual Travelers, Special Interest Travelers.

### **Types of accommodations required:**

5 Stars, 4 stars, 3 stars, Beachfront, Resorts, All Inclusive.

### **What services do you required:**

Food & Beverage, Car Rental, Water Sports, Sightseeing/Guided Tours, Banquets Facilities, Meeting Facilities, Handicapped Facilities, Golf Tours, Laundry & Dry Clean Services, Meal Plans Options, Children's Programs, Room Service, Airport Transfer, Room Service.

### **How many total clients did your company handle last year:**

Over 10,000.

### **How many total clients did your company send to Dominican Republic last year:**

3,000-5,000

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Un TTOO mayorista especialista en el Caribe, donde República Dominicana, es el 20 % de su cuota de participación. Proveemos de productos las principales agencias minorista de Chile.

### **DELEGATES**

**Aray Quintanilla Martinez**

Gerente Comercial

aquintanilla@caribbeanchile.cl



## CLASSIC TOUR

Av. Barceló, Plaza Alondra, Local #10

809 552 1771

www.classictourdr.com

**Alida Uribe** | alidaclassic@claro.net.do

### **Describe your company/ organization:**

Tour Operator

### **What are your primary markets:**

Ecotourism, Events, Seminars, Conventions, Groups, Seniors Groups, Dive Groups, Students Groups, Technical Groups, Incentives, Beach, Incentives, Sports Programs, Golf Tours, Nature Travel, Individual Travelers, Special Interest Travel.

### **Types of accommodations required:**

5 stars, 4 Stars, Bed & Breakfast, Cottages Villas, Beachfront, Hotels (101-300 rooms), Hotels (51-100 rooms), Hotels (up to 50 rooms), Hotels (more than 300 rooms), Resorts, All inclusive.

### **What services de you required:**

Air Conditioning, Food & Beverage, Business Center, Sightseen/ Guide Tours, Banquets Facilities, Meetings Facilities, Handicapped Facilities, Golf, Meal Plan Options, Children's Programs,

### **How many total clients did your company handle last year:**

1,000-3,000.

### **Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Somos una agencia mayorista (Receptiva) con más de 15 años de experiencia en el campo turístico. Orientados al servicio de calidad y responsabilidad para brindarle un mejor servicio al cliente, contando para ello con un personal capacitado.

## DELEGATES

### **Alida Uribe**

Gerente General

alidaclassic@claro.net.do

### **Daniela González**

Asistente Comercial

sales.classic@claro.net.do



## CLASSIC VACATIONS

5893 Rue Ferrari

4082293530

**Mie Morgan** | mmorgan@classicvacations.com

www.classicvacations.com

### **Describe your company/organization:**

Wholesaler

### **What are your primary markets:**

Beach, Groups, Incentives, Individual Travelers, Meetings, Seminars, Conventions,

### **Types of accommodations required:**

4 Stars, 5 Stars, All inclusive, Beachfront, Cottages/Villas, Hotels (101-300 rooms), Hotels (51-100 rooms), Hotels (over 300 rooms), Hotels (up to 50 rooms), Resorts

### **What services do you required:**

Air Conditioning, Airport Transfers, Banquet Facilities, Business Center, Car Rental, Children's Programs, Food & Beverage, Handicapped Facilities, Laundry/Dry Cleaning Services , Meal Plan Options, Meetings Facilities, Room Service, Sight-seeing/Guided Tours, Tennis, Watersport.

### **How many total clients did your company handle last year:**

Over 10,000

### **How many total clients did your company send to Dominican Republic last year:**

3,000-5,00

## DELEGATES

**Mie Morgan**

Product Manager

mmorgan@classicvacations.com

## COMPASS & GLOBE TRAVEL

A9 Calle Uroyoan Urb. Vista Azul

7203391011

**Julie North**

julie@compassandglobe.com

### **Describe your company/organization:**

Tour Operator

### **What are your primary markets:**

Beach, Ecotourism, Individual Travelers, Meetings, Seminars, Conventions, Nature Travel.

### **Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Interested in Adventure Tourism, culture, networking sessions between suppliers, excursions and rich gastronomy

## DELEGATES

**Julie North**

Travel Specialist

julie@compassandglobe.com



## CONTRASTES

Cordoba 1110 - Piso 6 - Of.01

0054 341 4247517

**Marcelo Cona**

marcelocona@contrastesturismo.tur.ar

### **Describe your company/ organization:**

Wholesaler, Tour Operator

### **What are your primary markets:**

Groups, Dive Groups, Beach, Individual Travelers.

### **Types of accommodations required:**

3 Stars, 4 Stars, 5 Stars, Bed & Breakfast, Beachfront, Hotels (101-300 rooms), Hotels (51-100 rooms) Hotels (up to 50 rooms), Hotels (more than 300 rooms), Resorts, All Inclusive.

### **What services do you required:**

Car Rental, Children's Programs, Airport Transfer.

### **How many total clients did your company handle last year:**

1,000-3,000

### **How many total clients did your company send to Dominican Republic last year:**

500-1000.

## DELEGATES

**Marcelo Cona**

Gerente Comercial

marcelocona@contrastesoperador.tur.ar

## CONTRASTES TURISMO

543414247517

Cordoba 1110 Piso 6 Of 1

**Claudio Jose Manibesa**

claudiomanibesa@contrastesturismo.tur.ar

### **Describe your company/ Organization:**

Wholesaler, Tour Operator.

### **What are your primary markets:**

Events, Seminars, Conventions, Groups, Dive Groups, Beach, Individual Travelers.

### **Types of accommodations required:**

2 Stars, 3 Stars. 4 Stars, 5 Stars, Bed & Breakfast, Beachfront, Hotels (101-300 rooms), Hotels (51-100 rooms), Hotels (up to 50 rooms) , Hotels (more than 300 rooms), Resorts, Room Only, All Inclusive.

### **What services do you required:**

Food & Beverage, Car Rental, Business Center, Water Sports, Sightseen/ Guided Tours, Meetings Facilities, Handicapped Facilities, Children's Programs, Tennis, Airport Transfer.

### **How many total clients did your company handle last year: 1,000-3,000**

### **How many total clients did your company send to Dominican Republic last year:**

500-1000

Please give specific details about your company that will be of interest to DATE suppliers (30 words less).

Busqueda de tarifas hoteles y marketing.

## DELEGATES

**Claudio José Manibesa** | Director

claudiomanibesa@contrastesturismo.tur.ar



## CTG L'ALIANXA TRAVEL GROUP, LLC

1779 S.W. 3RD AVENUE

305-403-6252

www.puncana.com

**Jacqueline Ojeda**

isabel@ctglalianxa.com

### **Describe your company/organization:**

Charter Operator, Tour Operator, Travel Agent Consortium, Wholesaler

### **What are your primary markets:**

Beach, Groups, Incentives, Individual Travelers, Seniors Groups

### **Types of accommodations required:**

4 Stars, 5 Stars, All inclusive, Beachfront, Hotels (over 300 rooms), Resorts.

### **What services do you required:**

Air Conditioning, Airport Transfers, Business Center, Car Rental Children's Programs, Food & Beverage Golf, Room Service Watersport.

### **How many total clients did your company handle last year:**

Over 10,000

## DELEGATES

**Amelia Cachaldora**

Travel Consultant

acachaldora@gmail.com

**Jacqueline Ojeda**

Managing Partner

jojeda@ctglalianxa.com

**Liliana Suarez**

V.P Product Development

lsuarez@ctglalianxa.com

## DELTA VACATIONS

700 South Central Avenue

404-559-2211

**Colleen Adams**

cadams@deltavacations.com

### **Describe your company/organization:**

Tour Operator

### **Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Delta Vacations is the official vacation provider for Delta Air Lines, which offers complete flight and hotel with optional car rental, flight and car rental or hotel and car/or transfers packages.

## DELEGATES

**Colleen Adams**

Product Manager

cadams@deltavacations.com



## DER TOURISTIK DEUTSCHLAND GMBH

Humboldtstrasse 140-144

+1 829 679 2444

www.dertouristik.com

**Rolf Eckstein**

rolf.eckstein@dertouristik.com

### **Describe your company/organization:**

Tour Operator.

### **What are your primary markets:**

Beach, Ecotourism, Golf Tours, Individual Travelers

### **Types of accommodations required:**

3 Stars, 4 Stars, 5 Stars, All inclusive, Beachfront, Bed and Breakfast, Cottages/Villas, Hotels (101-300 rooms), Hotels (51-100 rooms), Hotels (over 300 rooms), Hotels (up to 50 rooms), Resorts.

### **What services do you require:**

Golf

### **How many total clients did your company handle last year:**

Over 10,000

### **How many total clients did your company send to Dominican Republic last Year:**

Over 5,000.

### **Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

DER Touristik Central Europe is the second largest tour operator for Germany, Austria and Switzerland

## DELEGATES

**Rolf Eckstein** | Contracting Manager Dom. Rep,  
rolf.eckstein@dertouristik.com

## DESTINATIONWEDDINGS.COM

321 Commonwealth Road, Suite 303

5086514021

www.destinationweddings.com

**Megan Velez** | mvelez@destinationweddings.com

### **Describe your company/organization:**

Retail Agent, Organizing Groups.

**What are your primary markets:** Beach, Groups.

### **Types of accommodations required:**

3 Stars, 4 Stars, 5 Stars, All inclusive, Beachfront, Hotels (101-300 rooms), Hotels (51-100 rooms), Hotels (over 300 rooms), Hotels (up to 50 rooms), Resorts.

### **What services do you require:**

Air Conditioning, Banquet Facilities, Children's Programs, Food & Beverage, Room Service.

### **How many total clients did your company handle last year:** Over 10,000

### **How many total clients did your company send to Dominican Republic last year:** Over 5,000

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less):** As the established leader in destination weddings and romance travel for over a decade, we offer couples a simple way to create their own personalized and stress-free celebration in paradise.

## DELEGATES

**Abby Shove** Product Manager  
ashove@destinationweddings.com

**Chelsea-Rose Mullin** Product Manager  
cmullin@destinationweddings.com

**Megan Velez** Vice President of Product  
mvelez@destinationweddings.com



## DESTIWORLD

321 Commonwealth Road, Suite 303

508-651-4028

www.destiworld.com

**Kim Korza** | kkorza@destiworld.com

### **Describe your company/Organization:**

Tour Operator

### **What are your primary markets:**

Beach, Groups Individual Travelers, Special interest Travel.

### **Types of accommodations required:**

3 Stars, 4 Stars, 5 Stars All inclusive, Beachfront, Hotels (101-300 rooms), Hotels (51-100 rooms), Hotels (over 300 rooms), Hotels (up to 50 rooms) Resorts

### **What services do you required:**

Air Conditioning, Airport Transfers, Banquet Facilities, Business Center, Children's Programs, Food & Beverage, Golf, Handicapped Facilities, Meetings Facilities, Sightseeing/ Guided Tours, Watersport.

### **How many total clients did your company handle last year:**

Over 10,000

### **How many total clients did your company send to Dominican Republic last year:**

over 5,000

## DELEGATES

**Kim Korza**

Senior Manager, Product Development

kkorza@destiworld.com

## DINGUS

Plaza Punta Tulum Local B21 y B22, SM 57 MZ 03

LT14, Av. Luis Donaldo Colosio.

+52 9988022286

**José Luis Tovilla Castellan**

joseluis.tovilla@dingus.es

### **Describe your company/organization:**

Tour Operator

### **What are your primary markets:**

Groups, Beach, Individuals Travelers

### **Types of accommodations required:**

3 Stars, 4 Starts

### **How many total clients did your company handle last year: 1,000-3,000**

### **How many total clients did your company send to Dominican Republic last year:**

Less than 500

### **Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Desarrollamos herramientas tecnológicas para la comercialización. Nuestro sistema dinamiza la gestión de venta, automatiza los procesos operativos y se integra con todos los sistemas que intervienen en el proceso de venta

## DELEGATES

**Jose Luis Tovilla Castelan** | Account Executive

joseluis.tovilla@dingus.es



## DISCOVER MAYORISTA DE TURISMO

Av. Antonio Miroquesada  
514444949

**Ivette Diaz** | vette@discovermayorista.com

### **Describe your company/organization:**

Wholesaler, Tour Operator,

### **What are your primary markets:**

Events, Seminars, Conventions, Groups, Students  
Groups, Incentives, Beach, Golf Tours, Individual  
Travelers, Special Interest Travels

### **Types of accommodations required:**

3 Stars, 4 Stars, 5 Stars, Beachfront, Resorts, All  
Inclusive.

### **What services do you required:**

Food & Beverage, Car Rental, Business Center,  
Water Sports, Banquets Facilities, Meetings Facili-  
ties, Handicapped Facilities, Children's Programs,  
Tennis, Airport Transfer.

**How many total clients did your company handle  
last year:** Less than 1,000

**How many total clients did your company send  
to Dominican Republic last year:** Less than 500

**Please give specific details about your company  
that will be of interest to DATE suppliers (30  
words less).**

Disco ver Mayorista estas muy interesado en incre-  
mentar el numero de pasajeros y ofrecer servicios  
distintos. Discover Mayorista requiere impulsar e  
incrementar pasajeros peruanos a República  
Dominicana

### **DELEGATES**

**Ivette Diaz** Jefe de Producto  
ivette@discovermayorista.com

**Luis Ignacio Garcia** Gerente General  
ignacio@discovermayorista.com

## EUROVIPS

Bartolome Mitre 790  
541155562400

**Juan Brond**

juan.brond@eurovips.com

### **Describe your company/Organization:**

Wholesaler, Tour Operator.

### **What are your primary markets:**

Groups, Beach, Individuals Travelers,

### **Types of accommodations required:**

3 Stars, 4 Stars, 5 Stars, Beachfront, Hotels  
(101-300 rooms) Hotels (more than 300 rooms),  
Resorts, All Inclusive.

### **What services do you required:**

Food & Beverage, Car Rental, Water Sports, Handi-  
capped Facilities, Golf, Children's Programs,  
Airport Transfer.

**How many total clients did your company handle  
last year:** 5,000-10,000

**How many total clients did your company send  
to Dominican Republic last year:**

3,000-5,000

**Please give specific details about your company  
that will be of interest to DATE suppliers (30  
words less).**

Brindamos servicios al agente de viajes desde  
1987. Desde ese año nos hemos afianzado en el  
mercado siendo pioneros en sacar vuelos charters a  
varios destinos siendo el último vuelo a Samana.

### **DELEGATES**

**Juan Brond Spinelli**

jefe de producto Area1 (Caribe, Usa y Mexico)  
juan.brond@eurovips.com



## EXPEDIA GROUP

1111 Expedia Group Way West  
8097927011

**Violeta Vargas**

vvargas@expediagroup.com

### **Describe your company/organization:**

Tour Operator, Wholesaler

### **What are your primary markets:**

Beach, Ecotourism, Individual Travelers

### **Types of accommodations required:**

2 Stars, 3 Stars, 4 Stars, 5 Stars, All inclusive, Beachfront, Bed and Breakfast, Cottages/Villas, Hotels (101-300 rooms), Hotels (51-100 rooms) Hotels (over 300 rooms), Hotels (up to 50 rooms), Resorts Room Only.

**How many total clients did your company handle last year:** Over 10,000

**How many total clients did your company send to Dominican Republic last year:** Over 5,000

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Expedia Group is the world's travel platform. We help knock down the barriers to travel, making it easier, more enjoyable, more attainable and more accessible.

### **DELEGATES**

**Mariel Polanco**

Associate Market Manager  
mpolanco@expediagroup.com

**Alexandra Acosta**

Associate Market Manager  
aacosta@expediagroup.com

## EXPLORER CHICK ADVENTURE CO

6027 Woodford Ct, Unit 3  
5133139545

**Nicki Bruckmann**

nicki@explorerchick.com

### **Describe your company/organization:**

Tour Operator

### **What are your primary markets:**

Beach, Ecotourism, Individual Travelers, Meetings, Seminars, Conventions Nature Travel.

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Interested in Adventure Tourism, culture, networking sessions between suppliers, excursions and rich gastronomy

### **DELEGATES**

**Nicki Bruckmann**

CEO  
nicki@explorerchick.com



## FC USA

5 Paragon Drive, Suite 200  
2019343500

**Maria Torres** | maria.torres@us.flightcentre.com

### **Describe your company/organization:**

Tour Operator

### **What are your primary markets:**

Beach, Groups, Incentives, Individual Travelers,  
Students Groups

### **Types of accommodations required:**

3 Stars, 4 Stars, 5 Stars All inclusive, Beachfront,  
Hotels (101-300 rooms), Hotels (51-100 rooms),  
Hotels (over 300 rooms), Hotels (up to 50 rooms)  
Resorts, Room Only

### **What services do you required:**

Air Conditioning, Banquet Facilities, Children's  
Programs, Food & Beverage, Golf  
Handicapped Facilities, Meal Plan Options, Meet-  
ings Facilities, Room Service.

**How many total clients did your company handle  
last year:** Over 10,000

**How many total clients did your company send  
to Dominican Republic last year:** Over 5,000

**Please give specific details about your company  
that will be of interest to DATE suppliers (30  
words less).**

Flight Centre is the world's largest travel agency.  
Flight Centre has a global travel agent network  
that extends throughout Australia, New Zealand,  
USA, Canada, India, Hong Kong, UK, Ireland, and  
South Africa.

## DELEGATES

**Maria Torres** Product Manager  
maria.torres@us.flightcentre.com

## FREE WAY

Cordoba 1452 Piso 3  
543414868400

www.freeway.com.ar

### **Ana Deni**

adeni@freeway.com.ar

### **Describe your company/organization:**

Wholesaler.

### **What are your primary markets:**

Beach

### **Types of accommodations required:**

4 Stars, 5 Stars.

**How many total clients did your company handle  
last year:** Over 10,000

**How many total clients did your company send  
to Dominican Republic last year:**  
Over 5,000

**Please give specific details about your company  
that will be of interest to DATE suppliers (30  
words less).**

Mayorista de Turismo de Argentina

## DELEGATES

### **Ana Deni**

**Gerente de Marketing**  
adeni@freeway.com.ar



## FTI TOURISTIK GMBH

Landsberger Str. 88

498925258333

www.fti.de

### Meeting Point Dominicana

johannes.reinders@fti.de

#### Describe your company/organization:

Tour Operator

#### What are your primary markets:

Beach, Groups, Individual Travelers.

#### Types of accommodations required:

3 Stars, 4 Stars, 5 Stars All Inclusive, Beachfront, Hotels (101-300 rooms), Hotels (51-100 rooms), Hotels (over 300 rooms), Hotels (up to 50 rooms), Resorts

#### What services do you required:

Air Conditioning, Children's Programs, Food & Beverage, Laundry/Dry Cleaning

**How many total clients did your company handle last year:** Over 10,000

#### DELEGATES

##### Johannes Reinders

Senior Commercial Manager

johannes.reinders@fti.de

##### Manuel Morales

Group Heda Destinations

manuel.morales@fti.de

##### Melanie Belle

Product Manager

melanie.belle@fti.de

## GIRARE VIAGENS

R. Cristovao Colombo

55 19 99198-1963

### Marcus De Paiva

marcus@girare.com.br

#### Describe your company/organization:

Tour Operator

#### What are your primary markets:

Beach, Ecotourism, Meetings, Seminars, Conventions, Nature Travel

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Interested in Adventure Tourism, culture, networking sessions between suppliers, excursions and rich gastronomy

#### DELEGATES

##### Marcus De Paiva

Manager

marcus@girare.com.br



## GLOBAL LUXURY TRAVEL

201 Begonia LN

866.558.1003

**Vanessa Russell**

vanessa@globalluxtravel.com

### **Describe your company/organization:**

Tour Operator

### **What are your primary markets:**

Beach, Ecotourism, Individual Travelers, Meetings, Seminars, Conventions, Nature Travel

### **Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Interested in Adventure Tourism, culture, networking sessions between suppliers, excursions and rich gastronomy

## DELEGATES

**Vanessa Russell**

Own/ Founder

vanessa@globalluxtravel.com

## GLOBALIA

Centro Comercial Punta Cana, locales # 6 y 7

8099139401

**Kelvin Busil** | kelvin.busil@welcomebeds.com

### **Describe your company/organization:**

Charter Operator, Receptive Operator, Tour Operator, Wholesaler

**What are your primary markets:** Groups, Incentives, Individual Travelers, Meetings, Seminars, Conventions, Seniors Groups, Special interest Travel.

### **Types of accommodations required:**

3 Stars, 4 Stars, 5 Stars, All inclusive, Beachfront, Bed and Breakfast, Hotels (101-300 rooms), Hotels (51-100 rooms), Hotels (over 300 rooms), Hotels (up to 50 rooms) Resorts, Room Only.

**What services do you required:** Business Center

**How many total clients did your company handle last year:** Over 10,000

**How many total clients did your company send to Dominican Republic last year:** Over 5,000

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).** Globalia es el primer grupo turístico español. Está formado por un conjunto de empresas independientes que compiten, afortunadamente con éxito!!

## DELEGATES

**Alfonso Marin** Director Regional Caribe  
alfonso.marin@welcomebeds.com

**Jose Alarcon** Director Welcome Dominicana  
jose.alarcon@welcomebeds.com

**Kelvin Busil**

Caribbean Contracting & Product Manager  
kelvin.busil@welcomebeds.com





## GOLF PUNTA CANA

980 N. Michigan Avenue, Suite 1400

8134669445

www.golfpuntacana.com

**Kevin Probst**

kevin@golfpuntacana.com

### **Describe your company/organization:**

Meeting Planner, Receptive Operator, Retail Agent  
Organizing, Groups, Tour Operator Wholesaler

### **What are your primary markets:**

Golf Tours

### **Types of accommodations required:**

4 Stars, 5 Stars, All inclusive, Beachfront,  
Cottages/Villas Resorts.

### **What services do you required:**

Air Conditioning, Airport Transfers, Business  
Center, Food & Beverage, Golf, Meal Plan Options.

### **What services do you required:**

Air Conditioning, Airport Transfers, Business  
Center, Food & Beverage, Golf, Meal Plan Options.

**How many total clients did your company handle  
last year: 1,000-3,000**

**How many total clients did your company send  
to Dominican Republic last Year: 1,000-3000**

**Please give specific details about your company  
that will be of interest to DATE suppliers (30  
words less).**

We are a US Based Golf Tour Operator that offers  
All Inclusive Stay and Play Golf Packages to the  
Dominican Republic

## DELEGATES

**Kevin Probst** Director Of Sales

kevin@golfpuntacana.com

## GOOL TRAVEL

8361 West Flager St

3053055275

gooltravel.com

**Gool Travel**

eduardo@gooltravel.com

### **Describe your company/organization:**

Charter Operator, Tour Operator, Wholesaler

### **What are your primary markets:**

Beach, Groups, Individual Travelers

### **Types of accommodations required:**

4 Stars, 5 Stars, All inclusive, Resorts

### **What services do you required:**

Air Conditioning, Airport Transfers, Food & Bever-  
age, Golf, Handicapped Facilities, Meetings Facili-  
ties, Room Service, Tennis Watersport.

**Please give specific details about your company  
that will be of interest to DATE suppliers (30  
words less).**

Somos un nuevo tour operador y agencias de viajes  
en Miami, este año venimos con vuelos charters en  
el verano.

## DELEGATES

**Eduardo Castillo**

President

eduardo@gooltravel.com



## GURUHOTEL SAPI DE CV

Calle Bernia, Lote 1, Manzana 70, Colonia Andara,  
829-763-8911

[www.guruhotel.com](http://www.guruhotel.com)

**Margaret Rymer Reyes**

[margaret@guruhotel.com](mailto:margaret@guruhotel.com)

### **What are your primary markets:**

Beach, Individual Travelers, Special Interest Travelers

### **Types of accommodations required:**

2 Stars, 3 Stars, 4 Stars, 5 Stars, Bed & Breakfast, Beachfront, Hotels (51-100 rooms), Hotels (up to 50 rooms), Room Only, All Inclusive.

**How many total clients did your company handle last year:** 1,000-3,000

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

GuruHotel es una comunidad de hoteleros independientes. Contamos con un equipo de expertos en e-commerce, revenue management, marketing digital, diseño gráfico, diseño web, entre otros, nuestros expertos, ofrecen las mejores estrategias de comercialización.

## DELEGATES

**Margaret Rymer Reyes**

Business Development Manager

[margaret@guruhotel.com](mailto:margaret@guruhotel.com)

## HOTELBEDS

Av. Tulum No. 286 Mza. 2, Sm. 8 Lote 1

(+52) 998 881 7500

[www.hotelbeds.com/home](http://www.hotelbeds.com/home)

**Diana Lois Cuen Kruger**

[d.cuen@hotelbeds.com](mailto:d.cuen@hotelbeds.com)

### **Describe your company/organization:**

Wholesaler

### **What are your primary markets:**

Beach, Dive Groups, Ecotourism, Golf Tours, Groups, Incentives Individual Travelers, Nature Travel Special interest Travel, Sports Programs.

### **What services do you required:**

Airport Transfers, Sightseeing/Guided Tours, Watersport

**How many total clients did your company handle last year:** Over 10,000

**How many total clients did your company send to Dominican Republic last Year:** Over 5,000

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

We build strong relationships at both ends of the travel chain so that we can provide products, services and solutions that help all our client and supplier partners grow. 180,000 Hotels, 185 Destination Countries 60,000 Travel Distributors, 140 Source.

## DELEGATES

**Diana Lois Cuen Kruger**

Sourcing Latam & Caribbean

[d.cuen@hotelbeds.com](mailto:d.cuen@hotelbeds.com)



## HOVER TOURS INTERNATIONAL CORP

Final Calle 59, Ph Miyaki. Local Pb  
Sector Bella Vista  
(+507) 3988036 / 3988037 / 3988045  
<https://hovertours.com.pa/>  
**Whitney Lopez** | [wlopez@alianatours.com.do](mailto:wlopez@alianatours.com.do)

### **Describe your company/organization:**

Receptive Operator, Tour Operator, Wholesaler

### **What are your primary markets:**

Beach, Ecotourism, Groups, Incentives, Individual Travelers, Special interest Travel, Students Groups.

### **Types of accommodations required:**

3 Stars, 4 Stars, 5 Stars, All inclusive, Bed and Breakfast, Cottages/Villas Resorts

### **What services do you required:**

Airport Transfers, Car Rental Food & Beverage Meal Plan Options, Meetings Facilities, Room Service, Sightseeing/Guided Tours.

**How many total clients did your company handle last year:** 3,000-5,000

**How many total clients did your company send to Dominican Republic last year:** Under 500

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Somos un Tour Operador Receptivo y DMC. Especializado en el diseño de paquetes turísticos hechos a la medida, combinando diferentes destinos de un país o en múltiples destinos. Manejamos Sistema de Reserva en línea B2B, Servicio privado.

## DELEGATES

**Whitney Lopez** Gerente de Producto  
[wlopez@alianatours.com.do](mailto:wlopez@alianatours.com.do)

## HUCK ADVENTURES

1539 South Hillrose Lane  
6466712424  
**Ben Nelson**  
[ben@huckadventures.com](mailto:ben@huckadventures.com)

### **Describe your company/Organization:**

Tour Operator

### **What are your primary markets:**

Beach, Ecotourism, Individual Travelers, Meetings, Seminars, Conventions, Nature Travel.

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Interested in Adventure Tourism, culture, networking sessions between suppliers, excursions and rich gastronomy.

## DELEGATES

**Ben Nelson**  
CEO  
[ben@huckadventures.com](mailto:ben@huckadventures.com)



## INTERLINE VACATIONS- PERX GROUP

12708 Riata Vista Circle  
5126914540

**Fernando Cruz-Silva**

fernando@perx.com

### **Describe your company/Organization:**

Association, Tour Operator

### **What are your primary markets:**

Beach, Individual Travelers

### **Types of accommodations required:**

3 Stars, 4 Stars, 5 Stars All inclusive, Hotels (101-300 rooms) Hotels (over 300 rooms) Resorts.

### **What services do you required:**

Food & Beverage, Tennis, Watersport

**How many total clients did your company handle last year:** Over 10,000

**How many total clients did your company send to Dominican Republic last year:** Over 5,000

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Interline Vacations-PERXTravelBrands is the largest global interline travel corporation in the USA, CAN and UK. We specialize in providing leisure travel to airline employees and travel agents with hotels, cruises and tours worldwide.

### **DELEGATES**

**Fernando Cruz-Silva**

SVP

fernando@perx.com

## INTERVAL INTERNATIONAL

6262 Sunset Drive  
305-666-1861

**Dmitri Pekhterev**

dmitri.pekhterev@intervalintl.com

### **Describe your company/Organization:**

Receptive Operator, Travel Agent Consortium.

### **What are your primary markets:**

Individual Travelers

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Interval International operates membership programs for vacationers and provides value-added services to its developer clients and homeowners' associations. The exchange network comprises more than 3,200 resorts in over 80 nations.

### **DELEGATES**

**Dmitri Pekhterev**

AVP Business Development,

Central & South America

dmitri.pekhterev@intervalintl.com



## ISTE SA

Ave Nva Tajamar 481, Nortem Ofic 1408

56 9 32 446891

Sarahté Resíllez Serpa

gcomercial@turismoiste.com

### **Describe your company/Organization:**

Tour Operator

### **What are your primary markets:**

Groups, Seniors Groups, Students Groups, Beach Individual Travelers.

### **Types of accommodations required:**

4 Stars, 5 Stars, Beachfront, Resorts, All Inclusive.

### **What services do you required:**

Air Conditioning, Food & Beverage, Car Rental, Handicapped Facilities, Meal Plans Options, Children's Programs Room Services, Airport Transfers.

### **How many total clients did your company handle last year:**

5,000-10,000

### **Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Touropedor Chileno, Especialista En Caribe, Eeuu, America Del Sur.

## DELEGATES

**Sarahté Resíllez Serpa**

Gerente Comercial

gcomercial@turismoiste.com

## JACKSON HOLE WILDLIFE SAFARIS

PO Box 11396

3076906402

**Jason Williams**

jason@jacksonholewildlifesafaris.com

### **Describe your company/Organization:**

Tour Operator

### **Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Interested in Adventure Tourism, culture, networking sessions between suppliers, excursions and rich gastronomy

### **What are your primary markets:**

Beach, Ecotourism, Individual Travelers, Meetings, Seminars, Conventions, Nature Travel

## DELEGATES

**Jason Williams**

Founder/CEO

jason@jacksonholewildlifesafaris.com



## JETSET VACATIONS

3004 Shore Rd  
4143318532

**Karen Zeniecki**

karen@jetsetvacations.com

### **Describe your company/Organization:**

Tour Operator Wholesaler

### **What are your primary markets:**

Beach, Individual Travelers

### **Types of accommodations required:**

2 Stars, 3 Stars, 4 Stars, 5 Stars, All inclusive, Beachfront Hotels (51-100 rooms), Hotels (over 300 rooms), Hotels (up to 50 rooms) Resorts

### **What services do you required:**

Food & Beverage

**How many total clients did your company handle last year:** Over 10,000

**How many total clients did your company send to Dominican Republic last Year:** 3,000-5,000

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Jetset vacations is a full service tour operator offering leisure vacation packages to the Caribbean, Mexico and Central America.

## DELEGATES

**Jennifer Taylor**

VP of Product Operations

jennifer@jetsetvacations.com

**Karen Zeniecki**

Director of Marketing and Strategic Relationships

karen@jetsetvacations.com

## JOTELCLICK

Av.Estados Unidos  
809466-6005

**Franchesca mateo**

f.mateo@jotelclick.com

### **Describe your company/Organization:**

Tour Operator, Receptive Tour Operator, Charter Operator, Wholesaler, Meeting Planner, Incentives.

### **What are your primary markets:**

Events, Seminars, Conventions, Groups, Students Groups, Incentives, Beach, Individual Travelers.

### **Types of accommodations required:**

4 Stars, 5 Stars, Beachfront, Hotels (101-300 rooms), Hotels (51-100 rooms), Hotels (up to 50 rooms), Resorts, All Inclusive.

### **What services do you required:**

Airport Transfers, Sightseen/ Guide Tours.

**How many total clients did your company handle last year:**

5,000-10,000

**How many total clients did your company send to Dominican Republic last year:**

3,000-5,000

## DELEGATES

**Franchesca Mateo**

Product Manager Dominicana

f.mateo@jotelclick.com



## JULIA TOURS

Suipacha 570  
541140215800  
www.juliatours.tur.ar

**Vanina Ruggeri**  
vanina@juliatours.com.ar

### **Describe your company/Organization:**

Tour Operator.

### **What are your primary markets:**

Groups, Beach, Nature Travel, Individual Travelers, Special Interest Travel.

### **Types of accommodations required:**

3 Stars, 4 Stars, 5 Stars, Beachfront, Resorts, All Inclusive

### **What services do you required:**

Air Conditioning, Food & Beverage, Sightseen & Guide Tours, Banquets Facilities, Handicapped Facilities, Golf, Laundry & Dry Clean Services, Meal Plan Options, Children's Programs, Room Services, Tennis, Airport Transfers.

**How many total clients did your company handle last year:** Over 10,000

**How many total clients did your company send to Dominican Republic last year:** Over 5,000.

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

República Dominicana es uno de los destinos más vendidos de nuestra empresa y lo hacemos hace muchos años contratando cupos aéreos con varias compañías y contamos con contrato con todas las cadenas hoteleras

## JUMBO TOURS GROUP

Avenida Kabah Sur, Plaza las Velas Local 23, SM 57, MZ 3, LT 12. CP77500 Cancun Q. Roo Mexico  
9981478585  
www.jumbotours.com/es/

**Juan Jose Leyba**

### **Describe your company/Organization:**

Receptive Operator

### **What are your primary markets:**

Ecotourism, Groups, Incentives, Beach, Individuals Travelers

### **Types of accommodations required:**

2 Stars, 3 Stars, 4 Stars, 5 Stars, Bed & Breakfast, Beachfront, Hotels (101-300 Rooms), Hotels (51-100 Rooms) Hotels (up to 50 rooms), Hotels (more than 300 rooms) Resorts, Room Only, All Inclusive.

### **What services do you required:**

Sightseen/ Guide Tours.

**How many total clients did your company handle last year:** Over 10,000

**How many total clients did your company send to Dominican Republic last year:** 3,000-5,000

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Jumbo Tours forma parte de Alpitour World, una de las corporaciones de turismo más grandes de Europa, y un precursor dentro del sector turístico italiano. El Grupo, que representa a los principales operadores turísticos del país.

### **DELEGATES**

**Juan Jose Leyba**

Senior Contract Manager Mexico & Caribbean  
juanjose.leyba@jumbotours.com



## JUNIPER TECHNOLOGIES

1200 SW 145th Ave 3rd Floor  
3057550251

www.ejuniper.com

**Mario Pineda**

mario.pineda@ejuniper.com.

### **What are your primary markets:**

Individual Travelers

### **How many total clients did your company handle last year:**

Más de 10,000

### **How many total clients did your company send to Dominican Republic last year:**

Over 5,000.

### **Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Sistemas de Reservas para Tour Operadoras, Operadoras Mayoristas, Receptivos, DMC, Agencias Online, aerolíneas (División de paquetes vacacionales) y otras empresas de productos/-servicios relacionados a viajes.

## DELEGATES

**Mario Pineda**

Director de Ventas

mario.pineda@ejuniper.com

## LASER TRAVEL

10630 nw 27th building b  
7865803727

**Andrea Lopez**

alopez@lasertravel.us

### **Describe your company/organization:**

Wholesaler, Charter Operator.

### **What are your primary markets:**

Groups, Incentives, Beach, Individual Travelers

### **Types of accommodations required:**

3 Stars, 4 Stars, 5 Stars, Beachfront, Hotels (51-100 rooms) Hotels (up to 50 rooms), Resorts, All Inclusive.

### **What services do you required:**

Car Rental, Business Center, Banquets Facilities, Meetings Facilities, Golf, Airport Transfer

### **How many total clients did your company handle last year:**

Over 10,000

### **How many total clients did your company send to Dominican Republic last Year:**

Over 5,000

### **Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Tour Operador

## DELEGATES

**Andrea Lopez**

Contract Manager

alopez@lasertravel.us





## MONUMENTAL TRAVELS EVENTS

14600 Farmington Creek Rd, Accokeek, MD 20607  
1-703-896-5144

**Dianne Wallace**

dianne@monumentaltravel.net

### **Describe your company/Organization:**

Tour Operator

### **What are your primary markets:**

Beach, Ecotourism, Individual Travelers, Meetings, Seminars, Conventions, Nature Travel.

### **Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Interested in Adventure Tourism, culture, networking sessions between suppliers, excursions and rich gastronomy.

### **DELEGATES**

**Dianne Wallace**

President

dianne@monumentaltravel.net

## NEXUS TOURS

Los Olivos 66 Boulevard Colosio mza 66 sm  
310 lote 24  
998 251 6559

www.nexustours.com/

**Ruben Gutierrez** | cygarcia@nexustours.com

### **Describe your company/organization:**

Wholesaler

### **What are your primary markets:**

Groups, Beach, Individual Travelers.

### **Types of accommodations required:**

4 Stars, 5 Stars, Beachfront, Hotels (101-300 rooms), Hotels (51- 100 rooms), Hotels (more than 300 rooms), Resorts, All Inclusive

### **What services do you required:**

Food & Beverage, Sightseeing/ Guide Tours, Airport Transfer.

### **How many total clients did your company handle last year: Over 10,000**

### **How many total clients did your company send to Dominican Republic last year: Over 5,000**

### **Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Leading destination management company in the Caribbean, Central America and North America with offices located in 20 countries and across 58 destinations. NexusTours offers an extensive portfolio of accommodation options, transfer services.

### **DELEGATES**

**Nadia Galvan** Regional Contracting Manager

ngalvan@nexustours.com

**Samantha Davo** Contracting Manager

sdavo@nexustours.com



## OLA MAYORISTA DE TURISMO

Maipu 272 Piso 1°

8103456652

www.ola.com.ar

**Cecilia Biscardi**

cbiscardi@ola.com.ar

### **Describe your company/organization:**

Wholesaler, Tour Operator.

### **What are your primary markets:**

Groups, Beach, Individual Travelers,

### **Types of accommodations required:**

3 Stars, 4 Stars, 5 Stars, Resorts, All Inclusive

### **How many total clients did your company handle last year:**

Over 10,000

### **How many total clients did your company send to Dominican Republic last year:**

Over 5,000

### **Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Con más de 25 años de trayectoria, Ola Mayorista de Turismo es el operador con mayor crecimiento en los últimos años en el mercado argentino. La visión de Ola es ser la empresa mayorista líder a nivel nacional en la comercialización de servicios.

### **DELEGATES**

**Cecilia Fátima Biscardi**

Departamento Contratación

cbiscardi@ola.com.ar

## OOO "PEGAS SAMARA"

Novo-sadovaya Ul., 139, Bloque 6, Of. 3

79170171381

**Igor Trishin**

optdomru@gmail.com

### **Describe your company/Organization:**

Tour Operator

### **What are your primary markets:**

Groups, Beach, Individual Travelers,

### **Types of accommodations required:**

All Inclusive.

### **How many total clients did your company handle last year:**

Over 10,000.

### **How many total clients did your company send to Dominican Republic last year:**

1,000-3000.

### **Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Sucursal del to pegas touristik russia en la ciudad de samara, rusia. sucursal de perfil amplio, con una cartera de 25 destinos turisticos

### **DELEGATES**

**Igor Trishin**

Director

optdomru@gmail.com



## OPERADORA TRAVEL SHOP

Av. Tamaulipas 150

62762243

### Operadora Travel Shop

a.siguenza@travelshop.com.mx

#### **Describe your company/organization:**

Tour Operator

#### **What are your primary markets:**

Individual Travelers.

#### **Types of accommodations required:**

3 Stars, 4 Stars, Bed & Breakfast, Beachfront, All Inclusive,

#### **Types of accommodations required:**

Car Rental, Sightseen/ Guided Tours, Airport Transfers

**How many total clients did your company handle last year:** 1,000-3,000

**How many total clients did your company send to Dominican Republic last year:** Under 500

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

**Travel Shop** es una empresa la cual maneja viajes de placer individuales, somos una de las tours operadoras con mayor alcance en la Ciudad de México

## DELEGATES

### Angel Martinez Siguenza

Jefe de producto Caribe, Centro y Sudamérica

a.siguenza@travelshop.com.mx

## OTS GLOBE

Edificio Terraviva, Av. Acanceh, Sm 11 Mza 02 Lote

3, Local 111

9982410937

**Jose Gonzalez** jose.gonzalez@otsglobe.com

#### **Describe your company/Organization:**

Tour Operator

#### **What are your primary markets:**

Beach, Individual Travelers, Nature Travel

#### **Types of accommodations required:**

3 Stars, 4 Stars, 5 Stars, All inclusive, Beachfront, Bed and Breakfast, Hotels (101-300 rooms), Hotels (51-100 rooms), Hotels (over 300 rooms), Resorts, Room Only

#### **What services do you required:**

Air Conditioning, Food & Beverage, Golf, Handicapped Facilities Laundry/Dry Cleaning, Meal Plan Options, Room Service Watersport.

**How many total clients did your company handle last year:** 5,000-10,000

**How many total clients did your company send to Dominican Republic last Year:** Over 5,000

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).** To check new opportunities with all the hotels in the island

## DELEGATES

### Jennifer Ponton

Regional Director

jennifer.ponton@otsglobe.com

### Jose Gonzalez

Contracting Manager

jose.gonzalez@otsglobe.com



## PANAMERICANA TURISMO

Avenida los Iones 1071

569224765800

www.panamericanaturismo.cl

**Paola Gonzalez Godoy**

pgonzalez@panamericanaturismo.cl

### **Describe your company/organization:**

Tour Operator

### **What are your primary markets:**

Beach, Senior Groups, Student Groups, Beach, Individual Travelers, Special Interest Travel.

### **Types of accommodations required:**

4 Stars, 5 Stars, Beachfront, Hotels (101-300 rooms), Hotels (51-100 rooms), Hotels (up to 50 rooms) Hotels (more than 300 rooms), Resorts, All Inclusive.

### **What services do you required:**

Sightseen / Guide Tours Airport Transfer

**How many total clients did your company send to Dominican Republic last Year:** 500-1000

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Este año queremos crecer bruscamente en las ventas del caribe , posicionandonos como el tour operador experto en el destino , con estrategias de marketing en distintos medios comunicacionales tanto para el tour operador como para Giras de estudios .

## DELEGATES

**Paola Gonzalez Godoy**

Gerente de Ventas

pgonzalez@panamericanaturismo.cl

## PHOENIX TRAVEL AGENCY

Office 10, Amistad Gallery, Commerce

Avenue, Rohero

25722280744

**Bruce Niyonzima**

phoenixtravelagencypta@gmail.com

### **Describe your company/organization:**

Tour Operator

### **What are your primary markets:**

Beach, Ecotourism, Individual Travelers, Nature Travel.

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Interested in Adventure Tourism, Culture ...

## DELEGATES

**Bruce Niyonzima**

Chief Executive Officer

phoenixtravelagencypta@gmail.com



## PLANET IFE

1000 Brickell Avenue Suite 550

7862019894

www.planetife.com

**Michael Pereyra**

mpereyra@planetife.com

### **What are your primary markets:**

Beach

### **Types of accommodations required:**

2 Stars, 4 Stars, 5 Stars All inclusive, Beachfront, Bed and Breakfast, Cottages/Villas, Hotels (101-300 rooms), Hotels (51-100 rooms), Hotels (over 300 rooms), Hotels (up to 50 rooms)

### **What services do you required:**

Air Conditioning, Airport Transfers, Banquet Facilities, Business Center, Car Rental, Children's Programs, Food & Beverage, Golf, Handicapped Facilities, Laundry/Dry Cleaning, Meal Plan Options, Meetings Facilities, Room Service Sightseeing/ Guided Tours, Tennis, Watersport

**How many total clients did your company handle last year:** 1,000-3,000

**How many total clients did your company send to Dominican Republic last Year:** Over 5,000

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Compañía que se especializa en la comercialización de las plataformas de comunicación de la principales aerolíneas del mundo

## DELEGATES

**Michael Pereyra**

Director Regional USA- Caribbean

mpereyra@plantife.com

## REPUBLICA.PRO

El Dorado, Residencial Gyma, Local Z2

+1 (849) 2126661

**Ilya Kuzmin** officemanager@republica.pro

### **Describe your company/Organization:**

Receptive Operator, Tour Operator

### **What are your primary markets:**

Beach, Ecotourism, Groups, Incentives, Individual Travelers Meetings, Seminars, Conventions Nature Travel, Special interest Travel

### **Types of accommodations required:**

3 Stars, 4 Stars 5 Stars, All inclusive, Beachfront, Hotels (101-300 rooms), Hotels (51-100 rooms) Hotels (over 300 rooms) Resorts.

### **What services do you required:**

Airport Transfers, Car Rental, Sightseeing/ Guided Tours.

**How many total clients did your company handle last year:** Over 10,000

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).** We are an official Tour Operator in Dominican Republic. We don't send clients to Dominican Republic, but our main field is organization of excursions. Last year we have sold more than 30 000 excursions online. We are very popular in Social networks.

## DELEGATES

**Ilya Kuzmin** General Director  
officemanager@republica.pro

**Liudmila Kuznetsova** Executive Manager  
executivemanager@republica.pro

**Nadezhda Kuzmina** Partner  
web@republica.pro



## REVIEWPRO

Aribau 240 6M

4934520069

www.reviewpro.com

**Cristina López**

ejimenez@reviewpro.com

**How many total clients did your company send to Dominican Republic last year:**

over 5,000

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

The best guest experiences are delivered with ReviewPro Integrated tools and processes to increase guest satisfaction and revenue.

## DELEGATES

**Cristina López Soler**

Director Sales, Spain & Latino América

ejimenez@reviewpro.com

## ROVIA LLC

5100 Tennyson Parkway

214-326-9274

dreamtrips.com

**Donna Karnes** dkarnes@rovia.com

**Describe your company/organization:**

Tour Operator, Wholesaler

**What are your primary markets:**

Beach, Groups Individual Travelers

**Types of accommodations required:**

2 Stars, 3 Stars, 4 Stars, 5 Stars All inclusive, Beachfront, Hotels (101-300 rooms), Hotels (51-100 rooms). Hotels (over 300 rooms), Hotels (up to 50 rooms), Resorts, Room Only

**What services do you required:**

Air Conditioning, Airport Transfers, Banquet Facilities, Business Center, Car Rental, Children's Programs, Food & Beverage, Golf, Handicapped Facilities, Laundry/Dry Cleaning  
Meal Plan Options, Meetings Facilities, Room Service, Sightseeing/Guided Tours, Tennis, Water-sport.

**How many total clients did your company handle last year:** Over 10,000.

**How many total clients did your company send to Dominican Republic last Year:** 1,000-3000

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).** Rovia develops global travel and lifestyle products with industry leading companies around the world. Our business fosters mutual success through the power of three key elements: inspiration, innovation and integration.

## DELEGATES

**Donna Karnes** Director | dkarnes@rovia.com



## SECRET ESCAPES LTD

120 Holborn  
2038248713

**Luna Pagano**

luna.pagano@secretescapes.com

### **Describe your company/Organization:**

Tour Operator, Travel Agent Consortium, Wholesaler.

### **What are your primary markets:**

Beach, Individual Travelers

### **Types of accommodations required:**

4 Stars, 5 Stars, All inclusive, Hotels (101-300 rooms), Hotels (51-100 rooms), Hotels (over 300 rooms), Hotels (up to 50 rooms), Resorts.

**How many total clients did your company handle last year:** Over 10,000.

**How many total clients did your company send to Dominican Republic last Year:**

Over 5,000

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Private Sales touroperator based in London UK with a closed group of members of more than 79 million. We are Luxury oriented and have presence in Europe and USA

## DELEGATES

**Luna Pagano**

Business Development LATAM

luna.pagano@secretescapes.com

## SOLBOOKING

C/ Marie Curie, 20 1° Derecha, Parque Tecnológico de Andalucía, CP. 29590 Málaga

+34 952 026 274

www.beds2brewards.com/

**Michelle Gonzalez**

sales.caribbean@beds2b.com

### **Describe your company/organization:**

Travel Agency Consortium

### **What are your primary markets:**

Beach, Golf Tours, Nature Trips, Special Interest Travel.

### **Types of accommodations required:**

4 Stars, 5 Stars, Bed & Breakfast, Cottages, Villas, Beachfront, Hotels (101-300 rooms), Hotels (51-100 rooms), Hotels (up to 50 rooms), Hotels (more than 300 rooms), Resorts, All Inclusive

**How many total clients did your company handle last year:** Over 10,000.

**How many total clients did your company send to Dominican Republic last Year:** Over 5,000

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Beds2B Rewards es un programa único incentivar a sus agentes de viajes, administrar sus bases de datos y generar más ventas por medio de la fidelización hacia su hotel . Es un sistema facil de usar que traerá grandes beneficios a su empresa.

## DELEGATES

**Michelle Gonzalez** Directora de Ventas

sales.caribbean@beds2b.com

**Sergio Carrascosa** CEO

scarrascosa@solbooking.com



## SOLVERA

Esmeralda 1056 2L

111544404721

www.solvera.travel

**Pablo Rodriguez**

director@solvera.la

### **Describe your company/Organization:**

Meeting Planner, Tour Operator

### **What are your primary markets:**

Beach, Incentives, Individual Travelers, Meetings, Seminars, Conventions

### **Types of accommodations required:**

4 Stars, 5 Stars, All inclusive, Resorts

### **What services do you required:**

Air Conditioning, Airport Transfers, Banquet Facilities, Business Center, Car Rental, Children's Programs, Food & Beverage, Golf, Laundry/Dry Cleaning, Meal Plan Options, Meetings Facilities, Tennis, Watersport

**How many total clients did your company handle last year:** Over 10,000

**How many total clients did your company send to Dominican Republic last year:** Over 5,000

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Solvera, Marketing de Destinos & Hoteles. 24 años especializados en la representación con soluciones integrales en todos los mercados de Sudamérica.

## DELEGATES

**Pablo Rodriguez**

Chief Happiness Officer

director@solvera.la

## SUNWING

27 Fasken Drive

1 416 620 4955

www.sunwing.ca/

**Josee Girard**

dsoto@nexustours.com

### **Describe your company/organization:**

Charter Operator, Tour Operator

### **What are your primary markets:**

Beach, Groups, Individual Travelers

### **Types of accommodations required:**

4 Stars, 5 Stars, All inclusive, Hotels (101-300 rooms), Hotels (over 300 rooms), Resorts

### **What services do you required:**

Air Conditioning, Children's Programs, Food & Beverage, Golf Meal Plan Options, Meetings Facilities Room Service.

**How many total clients did your company handle last year:** Over 10,000.

**How many total clients did your company send to Dominican Republic last year:** Over 5,000.

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

From Sunwing Group Meetings

From Sunwing Vacations Meetings

## DELEGATES

**Eric Rodriguez**

Executive VP Partner Development

erodriguez@sunwing.com

**Josee Girard**

Director, Product

jjgirard@sunwing.ca





## TBO HOLIDAYS

971528888651

2408 Liwa Heights 1, Plot Number JLT-PH2-W3A,  
Jumeirah Lake Towers

**Wilma Landrau**

wlandrau@aol.com

### **Describe your company/organization:**

Tour Operator, Wholesaler

### **What are your primary markets:**

Individual Travelers

### **Types of accommodations required:**

4 Stars, 5 Stars, All inclusive, Beachfront, Hotels  
(101-300 rooms), Hotels (51-100 rooms), Hotels  
(over 300 rooms), Hotels (up to 50 rooms), Resorts,  
Room Only,

### **What services do you required:**

Food & Beverage, Meal Plan Options

**How many total clients did your company handle  
last year:** Over 10,000

**How many total clients did your company send  
to Dominican Republic last Year:** 1,000-3000

**Please give specific details about your company  
that will be of interest to DATE suppliers (30  
words less).**

One of the largest Tour Operator in the Middle  
East

## DELEGATES

**Wilma Landrau**

Product Caribbean & Europe

wlandrau@aol.com

## TDA GLOBAL CYCLING

205-1170 king st west Toronto

14163648255

**Cristiano Werneck**

cristiano@tdaglobalcycling.com

### **Describe your company/organization:**

Tour Operator

### **What are your primary markets:**

Beach, Ecotourism, Individual Travelers, Meetings,  
Seminars, Conventions, Nature Travel.

**Please give specific details about your company  
that will be of interest to DATE suppliers (30  
words less).**

Interested in Adventure Tourism, culture, network-  
ing sessions between suppliers, excursions and rich  
gastronomy

## DELEGATES

**Cristiano Werneck**

Project Manager

cristiano@tdaglobalcycling.com



## THE GUESTBOOK

1320 Londonderry Place  
7864969497  
hoteliers.theguestbook.com/

**John Israel**

john@theguestbook.com

### **Describe your company/organization:**

Association

### **What are your primary markets:**

Beach, Groups, Individual Travelers.

### **Types of accommodations required:**

3 Stars, 4 Stars, 5 Stars, All inclusive, Beachfront,  
Hotels (101-300 rooms), Hotels (51-100 rooms)  
Hotels (over 300 rooms), Resorts, Room Only

### **How many total clients did your company handle last year:**

Over 10,000

### **How many total clients did your company send to Dominican Republic last year:**

Over 5,000

### **Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

We provide direct bookings to independent hotels' own websites, and other tools to win direct group bookings.

## DELEGATES

**John Israel**

Director

john@theguestbook.com

## TOWERTRAVEL

lavalle 462 4to piso  
53115277400  
www.towertravel.com.ar

**gustavo erhart del campo**

gustavod@towertravel.com.ar

### **Describe your company/organization:**

Tour Operator

### **What are your primary markets:**

Groups, Dive Groups, Incentives, Beach, Sports Program, Golf Tours.

### **Types of accommodations required:**

3 Stars, 4 Stars, 5 Stars, Cottages, Vilas, Beachfront, All Inclusive

### **What services do you required:**

Car Rental, Golf.

### **How many total clients did your company handle last year: Over 10,000**

### **How many total clients did your company send to Dominican Republic last year:**

1,000-3000

### **Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Operador mayorista de turismo, copa vacations de argentina

## DELEGATES

**Gustavo Erhart del Campo**

Director Comercial

gustavod@towertravel.com.ar



## TRADEFIRST.COM, INC.

23200 Coolidge Hwy

2485441350

**Kiran Benson** travel@tradefirst.com

### **Describe your company/Organization:**

Association, Incentive Company

### **What are your primary markets:**

Beach, Dive Groups, Groups, Incentives Individual Travelers, Meetings, Seminars, Conventions, Nature Travel, Seniors Groups, Special interest Travel.

### **Types of accommodations required:**

3 Stars, 4 Stars, 5 Stars, All inclusive, Beachfront, Bed and Breakfast, Cottages/Villas, Hotels (101-300 rooms), Hotels (51-100 rooms), Hotels (over 300 rooms), Hotels (up to 50 rooms), Resorts, Room Only

### **What services do you required:**

Air Conditioning, Food & Beverage, Meal Plan Options, Meetings Facilities, Room Service,

**How many total clients did your company handle last year:** 5,000-10,000

**How many total clients did your company send to Dominican Republic last year:** Under 500

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

TradeFirst is a network of business owners in the USA and we pride ourselves on driving new business to our 5000 business owner member companies and their 15,000 cardholders. Our members enjoy traveling and we are always looking to add new resorts anywhere

### **DELEGATES**

**Kiran Benson** Travel Director

travel@tradefirst.com

**Stephan Schroeder** Media Director

sschroeder@tradefirst.com

## TRANSAT TOURS

300 Leo Pariseau

4166208144

**Maria Finelli**

maria.finelli@transat.com

### **Describe your company/organization:**

Tour Operator

### **What are your primary markets:**

Beach, Groups, Individual Travelers, Meetings, Seminars, Conventions.

### **Types of accommodations required:**

3 Stars, 4 Stars, 5 Stars, All inclusive, Beachfront, Bed and Breakfast, Cottages/Villas, Hotels (101-300 rooms), Hotels (51-100 rooms), Hotels (over 300 rooms), Hotels (up to 50 rooms), Resorts

### **What services do you required:**

Children's Programs, Food & Beverage, Golf, Handicapped Facilities, Laundry/Dry Cleaning, Meal Plan Options, Meetings Facilities, Room Service, Sightseeing/Guided Tours, Tennis. Water-sport.

**How many total clients did your company handle last year:** Over 10,000

**How many total clients did your company send to Dominican Republic last year:** Over 5,000.

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Transat Tours Canada is one of Canada's oldest and most reputable tour operators offering charter flights on Air Transat to Cuba, Mexico, Jamaica, the Dominican Republic and South/Central America.

### **DELEGATES**

**Brenda McInerney** Product Director

brenda.mcinerney@transat.com

**Patricia Zanini** Product Buyer

patricia.zanini@transat.com



## TRAVEL LEADERS

884 Dean Hill Rd  
763.744.3784

**Martin Young**

myoung@travellers.com

### **Describe your company/organization:**

Tour Operator

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Interested in Adventure Tourism, culture, networking sessions between suppliers, excursions and rich gastronomy

### **What are your primary markets:**

Beach, Ecotourism. Individual Travelers, Meetings, Seminars, Conventions Nature Travel

## DELEGATES

**Martin Young**

Sr Director, Active & Adventure Travel  
myoung@travellers.com

## TRAVEL PLACE / TRAVEL LEADERS

12525 Park Potomac Ave, Unit E Potomac  
MD 20854  
2402778877

**Jennifer Brown**

jbrown@travellers.com

### **Describe your company/organization:**

Tour Operator

### **What are your primary markets:**

Beach, Ecotourism, Meetings, Seminars, Conventions, Nature Travel

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Interested in Adventure Tourism, culture, networking sessions between suppliers, excursions and rich gastronomy

## DELEGATES

**Jennifer Brown**

Travel Advisor  
jbrown@travellers.com



## TRAVELCLICK

Prolongación Hector García Godoy #51, Edificio Thenesy X, apartamento D4, Viejo Arroyo Hondo 8498534487

[www.travelclick.com/](http://www.travelclick.com/)

**Robin Herrebrugh** rherrebrugh@travelclick.com

### **Describe your company/organization:**

Wholesaler

### **What are your primary markets:**

Ecotourism, Events, Seminars, Conventions, Groups, Seniors Groups, Dive Groups, Technical Groups, Incentives, Beach, Sports Programs, Golf Tours, Nature Travel, Individual Travelers, Special Interest Travel.

### **Types of accommodations required:**

2 Stars, 3 Stars, 4 Stars, 5 Stars, Bed & Breakfast, Cottages, Vilas, Beachfront, Hotels (101-300 rooms), Hotels (51-100 rooms), Hotels ( up to 50 rooms), Hotels (more than 300 rooms), Resorts, All Inclusive, Room Only, Resorts.

### **What services do you required:**

Air Conditioning, Food & Beverage, Car Rental, Business Center, Water Sports, Sightseen, Guide Tours, Banquets Facilities, Meeting Facilities, Handicapped Facilities, Golf, Laundry ,Dry Clean Services, Meal Plan Options, Children's Programs, Room Only, Tennis, Airport Transfer

**How many total clients did your company handle last year:** Over 10,000

**How many total clients did your company send to Dominican Republic last year:** Over 5,000

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).** Ofrecemos soluciones para apoyar los hoteles incrementar sus ventas directas.

## DELEGATES

**Robin Herrebrugh** Director de Ventas  
rherrebrugh@travelclick.com

## TRAVELTINO

Edificio Lanzateide, Oficinas 20-21 Vía Transversal 2, Muelle Los Llanos  
+34 822 334 157

[www.traveltino.com/en/home](http://www.traveltino.com/en/home)

**Santos Diaz** santos.diaz@traveltino.com

### **Describe your company/organization:**

Tour Operator

### **What are your primary markets:**

Ecotourism, Beach, Nature Travel, Individual Travelers, Special Interest Travel.

### **Types of accommodations required:**

2 Stars, 3 Stars, 4 Stars, 5 Stars, Bed & Breakfast, Cottages, Vilas, Beachfront, Hotels (101-300 rooms), Hotels (51-100 rooms), Hotels ( up to 50 rooms), Hotels (more than 300 rooms), Resorts, Room Only, All Inclusive.

**How many total clients did your company handle last year:** Over 10,000

**How many total clients did your company send to Dominican Republic last year:** Over 5,000

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Somos un operador turístico global en línea con más de 10 años de experiencia en el mercado de viajes que forma parte del Grupo Logitravel. La Compañía fue fundada con el objetivo de suministrar a las numerosas marcas del grupo y a todos nuestros clientes.

## DELEGATES

**Amaury Gomez** Supervisor Traveltino  
amaury.gomez@logitravel.com



## TRIUNE EXPEDITIONS

Zhengtong Creative Center, Beijing  
8613910000396

**Zhaomeng (Max) Wang**

max.wang@triune.club

### **Describe your company/organization:**

Tour Operator

### **What are your primary markets:**

Beach, Ecotourism, Individual Travelers, Meetings, Seminars, Conventions, Nature Travel

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Interested in Adventure Tourism, culture, networking sessions between suppliers, excursions and rich gastronomy

### **DELEGATES**

**Zhaomeng (Max) Wang**

Founder/CEO

max.wang@triune.club

## TROPICAL SKY

Tropical House, Garland Road  
1342332693

www.tropicalsky.co.uk

**Hannah Phipps**

hannah.phipps@tropicalsky.co.uk

### **Describe your company/organization:**

Tour Operator

**What are your primary markets:** Beach

**Types of accommodations required:**

5 Stars, All inclusive, Beachfront, Resorts

**How many total clients did your company handle last year:**

Over 10,000

**How many total clients did your company send to Dominican Republic last year:**

1,000-3000

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Tropical Sky is an award-winning company with a reputation for crafting luxury tailor-made holidays, with an emphasis on great service and expert advice.

### **DELEGATES**

**Hannah Phipps**

Senior Caribbean Product & Contracting Manager

hannah.phipps@tropicalsky.co.uk



## TUI DEUTSCHLAND GMBH

Karl Wiechert Allee 23

+809) 796-3866

tui.com

**Petra Kunert**

petra.kunert@tui.com

### **Describe your company/organization:**

Receptive Operator, Tour Operator, Wholesaler

### **What are your primary markets:**

Beach, Golf Tours, Groups, Individual Travelers, Meetings, Seminars, Conventions

### **Types of accommodations required:**

2 Stars, 3 Stars 4 Stars 5 Stars, All inclusive, Beachfront, Bed and Breakfast, Cottages/Villas, Hotels (101-300 rooms), Hotels (51-100 rooms), Hotels (over 300 rooms), Hotels (up to 50 rooms), Resorts, Room Only.

### **What services do you required:**

Food & Beverage, Meal Plan Options

**How many total clients did your company handle last year:** Over 10,000

**How many total clients did your company send to Dominican Republic last Year:** Over 5,000

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

TUI Germany is the market leader in tourism in Germany and a wholly owned subsidiary of the TUI Group. The Hanover-based tour operator is not only responsible for the creation of holiday tours, but also for their distribution and marketing on the German región.

### **DELEGATES**

**Petra Kunert** Revenue Manager

petra.kunert@tui.com

## TURISCLUB

coyancura 2241

56224466900

www.turisclub.cl

**Monica Parada**

m.parada@turisclub.cl

### **Describe your company/organization:**

Tour Operator

### **What are your primary markets:**

Beach, Students Groups.

### **Types of accommodations required:**

3 Stars, 4 Stars, 5 Stars, Beachfront, Hotels (101-300 rooms), Hotels (51-100 rooms), Hotels (up to 50 rooms), Hotels (more than 300 rooms), Resorts, All Inclusive.

### **What services do you required:**

Air Conditioning, Food & Beverage, Meal Plans Options, Room Only

**How many total clients did your company handle last year:** Over 10,000

**How many total clients did your company send to Dominican Republic last year:**

1,000-3000

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Somos touroperadores y vendemos FITs así como grupos y estudiantes todo el año, destinos sol y playa.

### **DELEGATES**

**Monica Parada Muñoz**

Ejecutiva de Ventas

m.parada@turisclub.cl



## VACATION STORE OF MIAMI

4201 SW 11TH STREET

305-774-0040

**Rosanna Metz**

rosanna@vacationstoremiami.com

### **Describe your company/organization:**

Charter Operator, Tour Operator, Wholesaler

### **What are your primary markets:**

Beach, Groups, Incentives, Individual Travelers, Meetings, Seminars, Conventions, Seniors Groups Students Groups.

### **Types of accommodations required:**

3 Stars, 4 Stars, 5 Stars, All inclusive. Beachfront, Hotels (101-300 rooms), Hotels (51-100 rooms), Hotels (over 300 rooms), Resorts, Room Only.

### **What services do you required:**

Air Conditioning, Airport Transfers, Banquet Facilities, Business Center, Children's Programs, Food & Beverage, Golf, Handicapped Facilities, Laundry/Dry Cleaning, Meal Plan Options, Meetings Facilities, Room Service, Tennis Watersport.

**How many total clients did your company handle last year:** Over 10,000

**How many total clients did your company send to Dominican Republic last year:** Over 5,000

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Vacation Store of Miami had been in the market for 33 years selling the Dominican Republic.

## DELEGATES

**Rosanna Metz**

President

rosanna@vacationstoremiami.com

## VIA CLUB

doctor manuel barros borgoño 236

227544300

www.viaclub.cl

**Freddy Gepp**

f.gepp@viaclub.cl

### **Describe your company/organization:**

Tour Operator

### **What are your primary markets:**

Events, Seminars, Conventions, Groups, Students Groups, Incentives, Beach, Individual Travelers.

### **Types of accommodations required:**

4 Stars, 5 Stars, Beachfront, Hotels (101-300 rooms), Hotels (51-100 rooms), Hotels (up to 50 rooms), Hotels (more than 300 rooms), Resorts, All Inclusive.

### **What services do you required:**

Airport Transfers.

**How many total clients did your company handle last year:** 5,000-10,000

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Via Club es un operador mayorista con mas de 25 años de trayectoria bajo los cuales opera con gran éxito el turismo vacaciones, destacando con operaciones charter y grupos de incentivos especiales.

## DELEGATES

**Bernardita Gepp** Gerente Comercial

b.gepp@viaclub.cl

**Freddy Gepp** Director

f.gepp@viaclub.cl





## VIVID ROOTS

103 N 22nd St.  
2088695060

**Dallas Crum**

dallas@vividroots.com

**Describe your company/organization:**

Tour Operator

**What are your primary markets:**

Beach, Ecotourism, Individual Travelers. Meetings, Seminars, Conventions. Nature Travel

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Interested in Adventure Tourism, culture, networking sessions between suppliers, excursions and rich gastronomy

## DELEGATES

**Dallas Crum**

Managing Partner

dallas@vividroots.com

## VOYAGES TERRA NATURA

1820 Daytonia Road, Miami Beach Florida 33141  
305 332 2352

**Cori Wiesel**

cori@voyagesterranatura.ca

**Describe your company/organization:**

Tour Operator

**What are your primary markets:**

Beach, Ecotourism, Individual Travelers, Meetings, Seminars, Conventions, Nature Travel

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Interested in Adventure Tourism, culture, networking sessions between suppliers, excursions and rich gastronomy

## DELEGATES

**Cori Wiesel**

Manager

cori@voyagesterranatura.ca



## W2M - WORLD2MEET

Sm 4 Av Sayil M1 L1 Plaza Krystal

529988915300

w2m.travel

**Hector Rodriguez** h.rodriguez@w2m.com

### **Describe your company/organization:**

Receptive Operator, Wholesaler

### **What are your primary markets:**

Individual Travelers

### **Types of accommodations required:**

All inclusive, Hotels (101-300 rooms), Hotels (over 300 rooms), Resorts, Room Only

### **How many total clients did your company handle last year:** Over 10,000

### **How many total clients did your company send to Dominican Republic last year:** Over 5,000

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

W2M is a global on and offline provider of travel services in more than 175 countries, providing hotel accommodation, transfers, excursions and tours, and handling services.

### **DELEGATES**

**Alejandro Suarez**

VP - Americas

alejandro.suarez@w2m.com

**Hector Rodriguez**

Contracting Manager

h.rodriguez@w2m.com

**Laura Amo**

Head of Contracting

laura.amo@w2m.com

## YLO TOURISM MARKETING EUROPE

Wacholderweg 1

4915112210728

**Yudelka Lopez**

yudelkaklopez@gmail.com

### **What are your primary markets:**

Beach, Ecotourism, Groups Incentives Meetings, Seminars, Conventions.

### **Types of accommodations required:**

3 Stars, 4 Stars, 5 Stars, All inclusive, Hotels (101-300 rooms), Hotels (over 300 rooms), Hotels (up to 50 rooms), Resorts

### **How many total clients did your company handle last year:**

5,000-10,000

### **How many total clients did your company send to Dominican Republic last year:**

3,000-5,000

**Please give specific details about your company that will be of interest to DATE suppliers (30 words less).**

Representante Hotels & Resorts en Europa

### **DELEGATES**

**Yudelka Lopez**

Managing Director

yudelkaklopez@gmail.com





**DATE**

DOMINICAN ANNUAL TOURISM EXCHANGE  
BY ASONAHORES

SECTION THREE

**ARTISAN'S  
INFORMATION**

## AMBAR NACIONAL

**Representative:** Jorelis Caridad

**Telephone:** 809 682 3309

**Email:** jorelisc@amberworldmuseum.com

**Category:** Handmade Jewelry with Amber and Larimar within silver and gold.  
@amberworldmuseum (IG)

## ARTRECICLA DOMINICANA

**Representative:** Caridad Javier D.

**Telephone:** 809 636 2925

**Email:** cari2808@hotmail.com

**Category:** Products made from recycled materials: bags, accessories, souvenirs.  
@tubasuramireto (IG)

## CAKUMI

**Representative:** Ivelisse García B.

**Telephone:** 849 220 9011

**Email:** cakumird@gmail.com

**Category:** Coconut oil and coconut based handmade soaps.  
@cakumird (IG)

## EL TALLER DE MILA

**Representative:** Milagros Pagan

**Telephone:** 809 331 8111

**Email:** milagros\_paganb@hotmail.com

**Category:** Typical dominican jewelry, sandals and souvenirs.  
@eltallerdemila (IG)

## CORAL TURQUESA ACCESORIOS

**Representative:** Rosa Jiménez

**Telephone:** 809 922 7055

**Email:** rosaadanny@yahoo.com

**Category:** Handmade jewelry.  
@Coralturquesaaccessory (IG)

## DAYSI ARTE CREATIVO

**Representative:** Daysi Maria De la cruz

**Telephone:** 809 550 2599

**Email:** daysi.arte58@gmail.com

**Category:** Leather and seed crafts: wallets, bags, key chains, accessories, others.  
@daysi\_arte\_creativo (IG)

## DIXSS FRANK

**Representative:** Juan Fco. Puello

**Telephone:** 809 637 3366

**Email:** dixssfrank@gmail.com

**Category:** Typical dominican crafts, souvenirs and jewelry.  
@dixssfrank\_ (IG)

## FATIMA POLANCO 3 ESTILOS

**Representative:** Fatima Polanco

**Telephone:** 809 221 8570

**Email:** fatima.polanco13@gmail.com

**Category:** Handmade jewelry.  
@3estilos (IG)

## LARIMÉE DOMINICANA

**Representative:** Aimée de Jesús

**Telephone:** 809 530 5711

**Email:** larimeedominicana@gmail.com

**Category:** Handmade jewelry.  
@larimeedominicana (IG)

## LOTIDEAS ARTESANÍAS

**Representative:** Lottys Acevedo A.

**Telephone:** 829 902 6262

**Email:** lotideas@hotmail.com

**Category:** Wood crafts  
@lotideas (IG)



## PROGRESANDO CON SOLIDARIDAD

**Representative:** Juliana Nuñez P.

**Telephone:** 829 679 3717

**Email:** j.nunez@solidadirad.gob.do

**Category:** Handmade souvenirs, typical dominican crafts and jewelry.

@manosdominicanas (IG)

## TALLER ARTESANAL SHAMMAN

**Representative:** Gregory Ramírez

**Telephone:** 809 872 4724

**Email:** artshamman@yahoo.com

**Category:** Handmade souvenirs and jewelry with taino pictographs.

@shamman26 (IG)

## FUNDACION DE LAS INDUSTRIAS CULTURALES Y CREATIVAS (FINCC)

### CERÁMICA TAINA HERMANOS GUILLÉN

**Representative:** Clara Prado Solis

**Telephone:** 829 362 3379

**Email:** fundacionicc@gmail.com

**Category:** Natural and recycled crafts, ceramics and Taino pottery.

@hermanosguillen1 (IG)

## MAYALUNA

**Representative:** Miguelina Alberty

**Telephone:** 829 432 1187

**Email:** miguelinalberty@gmail.com

**Category:** Handmade purses and hats.

@mayalunard (IG)

## SOL Y LUNA ACCESORIOS

**Representative:** Nelson Melo

**Telephone:** 809 549 6232

**Email:** tiendabiltmore@gmail.com

**Category:** Handmade jewelry.

@solylunard (IG)

## TALLER MANOS CREATIVAS

**Representative:** Margarita Medina

**Telephone:** 809 533 2102

**Email:** margaritamedinataller@yahoo.com

**Category:** Craft of yearning, aluminium, wood, jute, mud and guano

www.taller-manos-creativas.blogspot.com





**DATE**

DOMINICAN ANNUAL TOURISM EXCHANGE  
BY ASONAHORES

**SECTION FOUR**

**SPONSOR'S  
INFORMATION**

## AEROPUERTOS DOMINICANOS SIGLO XXI (AERODOM)

**Email:** L.Lopez@aerodom.com

**Telephone:** 809 412 5888

**Address:** Aeropuerto Intl de Las Américas, José Fco Peña Gómez, Punta Caucedo. R.D.

## AMRESORTS

**Email:** eramirez@amresorts.com

**Telephone:** 809 469 7545

**Address:** KM 7 Camino a Veracruz Distrito de Arraijan, Panamá.

## AUTOZAMA

**Email:** dbenitez@autozama.com

**Telephone:** 809 565 3232

**Address:** Av. Winston Churchill #235. R.D.

## BANCO BHD LEÓN

**Email:** kirsy\_rosa@bhdleon.com.do

**Telephone:** 809 243 3287

**Address:** C/ Luis F Thomen, esq. W. Churchill, 8vo piso de la Torre BHD.

## BANCO DE RESERVAS DE LA REPÚBLICA DOMINICANA (BANRESERVAS)

**Email:** gmsantana@banreservas.com

**Telephone:** 809 960 7526

**Address:** C/ Presidente González No. 22; Torre la Cumbre, piso 2. R.D.

## BANCO POPULAR DOMINICANO

**Email:** vifernandez@bpd.com.do

**Telephone:** 809 544 5500

**Address:** Ave. John F. Kennedy No. 20, piso 8, Miraflores. R.D.

## BANCO SABADELL

**Email:** milans@bancsabadell.com

**Telephone:** 829 893 5551

**Address:** Av. W. Churchill, Torre Corporativa Blue Mall, Piso 27, Local P20. R.D.

## BANCO SANTA CRUZ

**Email:** lmvalerio@bsc.com.do

**Telephone:** 809 726 2318

**Address:** Av. Lope de Vega 21, Santo Domingo, R.D.

## BANESCO BANCO MÚLTIPLE

**Email:** gpimentel@banesco.com

**Telephone:** 829 893 8121

**Address:** Av. Abraham Lincoln #1021. R.D.

## CARDNET

**Email:** arperez@cardnet.com.do

**Telephone:** 809 473 3200

**Address:** Calle Max Henriquez Ureña No. 6, Santo Domingo.

## CASA BRUGAL

**Email:** cpaulino@brugal.com.do

**Telephone:** 829 213 2567

**Address:** Downtown Business Tower, Piso 11, Av. Núñez de C esq. R. Betancourt.

## CERVEZA CANITA

**Email:** Priscila@cervezacanita.com

**Telephone:** 849 851 7123

**Address:** Bávaro, Punta Cana.

## CLARO DOMINICANA

**Email:** janny\_bobea@claro.com.do

**Telephone:** 809 220 2089

**Address:** Av. John F. Kennedy #54. R.D.



## COLONIAL TOURS & TRAVEL

**Email:** comercial@colonialtours.com.do

**Telephone:** 829 930 7696

**Address:** C/ Arz. Merino No. 209, Zona Colonial, Santo Domingo.

## CONSORCIO ENERGETICO PUNTA CANA MACAO (CEPM)

**Email:** nalonzo@cepm.com.do

**Telephone:** 809 695 5399

**Address:** Av. Abraham Lincoln No. 295, Edif. Caribalico, piso 3, La Julia.

## CONSTRUCTORA DEL PAÍS (CODELPA)

**Email:** spujals@codelpa.com

**Telephone:** 809 567 0047

**Address:** Gustavo Mejía Ricart #113. R.D.

## COSTA FARMS

**Email:** Inavarro@costafarms.com

**Telephone:** 809 687 0666

**Address:** KM 8 ½ Carretera La Romana-Higueral, La Romana.

## FORTINET

**Email:** ghummel@fortinet.com

**Telephone:** 1 786 585 1744 2400

**Address:** N Commerce Pkwy Suite 302, Weston Fl 33326

## GAM CAPITAL

**Email:** eturull@gamcapital.com

**Telephone:** 809 289 7336

**Address:** Torre Lincoln Mil 57, Av. Abraham Lincoln 1057.

## GLOVALIA CONSTRUCTION GROUP | SUPERVISION CONSTRUCCION DE SERVICIOS ARQUITECTONICOS (SUCONSAR)

**Email:** spol@glovaliagroup.com

mepinosa@suconsar.com

**Telephone:** 829 547 8270

**Address:** C/ Abelardo Rodriguez U. #54 Gazcue.

## GRAY LINE | BD EXPERIENCE

**Email:** manager@graylinedr.com

**Telephone:** 809 688 3195

**Address:** Bávaro, Punta Cana.

## GRUPO INNOVIS

**Email:** franfrias@grupoinnovis.com

**Telephone:** 829 619 0300

**Address:** Jazmines 62, Punta Cana Village.

## GRUPO PUNTACANA

**Email:** emarmolejos@puntacana.com

**Telephone:** 809 959 2714

**Address:** Av. Abraham Lincoln No. 960, SD.

## HOSPITEN

**Email:** jairo.isaza@hospiten.com

**Telephone:** 809 686 1414

**Address:** Alma Máter, esquina Bolivar, s/n 1422 Bávaro.

## INDUSTRIAS BANILEJAS (INDUBAN)

**Email:** RLEstevez@induban.com

**Telephone:** 829 565 3121

**Address:** Calle Francisco Villaespesa, SD.

## INDUVECA

**Email:** Lilian.Zapata@induveca.com.do

**Telephone:** 809 565 2151

**Address:** Ave. Maximo Gomez No. 182, Ensanche la Fe.





## INSTITUTO DOMINICANO DE PREVENCIÓN Y PROTECCIÓN DE RIESGOS LABORALES (IDOPPRIL)

**Email:** carla.soto@arlss.gov.do

**Telephone:** 809 563 2757

**Address:** C/ 43, No. 18, Esq. Rafael Fernández Domínguez. Ens. La Fe.

## LIFESTYLE HOLIDAYS HOTELS AND RESORTS

**Email:** marketing@lhvresorts.com

**Telephone:** 809 970 7777

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**DATE**

DOMINICAN ANNUAL TOURISM EXCHANGE  
BY A&ONWARDS



**DOMINICAN REPUBLIC'S TOURISM  
PROMOTION OFFICES**

# DOMINICAN REPUBLIC'S TOURISM PROMOTION OFFICES



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# Nuestra Prioridad es su Seguridad

STAND #25 | ASONAHORES 2019



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# MERCADO

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# Claro<sup>!</sup>-cloud



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PBX Hosteada:  
• Tarificador de Llamadas Hosteadas  
• Hospitalidad



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Seguridad Empresas  
Claro Backup



## Presencia Web

Página Web



ClaroRD



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Estamos para ti

The advertisement features a vibrant background with splashing orange juice and fresh fruit. In the top right, there are two slices of orange. In the bottom right, a pineapple is partially visible. The background is covered in water droplets, giving it a fresh and clean appearance. The brand name 'Barceló' is prominently displayed in the center in a large, orange, stylized font with a green leaf above the letter 'e'. Above the brand name, the words 'FRUTAS Y NÉCTARES' are written in a smaller, black, sans-serif font, flanked by horizontal lines.

FRUTAS Y NÉCTARES

# Barceló

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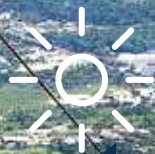
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**Trabajamos  
para que tus  
sueños sean  
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grandes.**

**Cada día cuenta**

**100 años**  
junto a los  
dominicanos

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**DATE**



DOMINICAN ANNUAL TOURISM EXCHANGE  
BY ASONAHORES



**DATE AWARDS**



# DATE AWARDS

**ASONAHORES** has institutionalized the **DATE Awards**, a recognition program specially designed to highlight the contribution made by different companies demanding the national tourism offer and therefore, stand out for the volume of business they provide us. Similarly, for the constant management they show year after year to support our national tourism, while collaborating with the positioning of the Dominican Republic abroad.

Annually, since the year 2018, we consult through a survey, more than 160 local tourism supply companies in order to know their opinions regarding the most outstanding companies in the following categories: International Tour operator, On line travel agency, Local tour operator (DMC) and Airline. We are pleased to share the recognized companies from the first **DATE Awards** edition at the time we encourage you to join us to celebrate this year's rewarded organizations.

**2018**



International Tour operator: **APPLE LEISURE GROUP**  
On line travel agency: **EXPEDIA**  
Local Tour Operator (DMC):  
Airline: **AIR EUROPA**

**2019**



International Tour operator: **Sunwing Travel Group**  
On line travel agency: **HOTELBEDS**  
Local Tour Operator (DMC): **Meeting Point Dominicana**  
Airline: **JET BLUE**



# ASONAHORES YEARLY ACTIVITIES



**The Dominican Annual Tourism Exchange DATE 2020**, organized by the Hotel and Tourism Association of the Dominican Republic, ASONAHORES, will be held from March 31 to April 3, 2020, at Hard Rock Hotel & Casino Punta Cana, Dominican Republic. This iconic tourism event gathered more than 100 suppliers of the Dominican tourism product. Among them, the mayor national and international hotel chains as well as tour operators, whom participate with over 600 delegates. **DATE** provides a professional and organized business exchange environment where International Wholesalers, Tour Operators, Incentive Groups, Airlines and Charters Operators can meet and conduct business with the Dominican Republic leading tourism suppliers. For more information please email us For more information please email us to [sviuque@asonahores.com](mailto:sviuque@asonahores.com) / [mercadeo@asonahores.com](mailto:mercadeo@asonahores.com) or call us (809) 368-4676.



This initiative seeks to provide a space for continuous training, for representatives and actors of the tourism sector, aims to strengthen the industry and promote work strategies in the public and private sectors.

The first event, **“Regulation of the tourism sector and its impact on competitiveness”**, was held in May 2019, served as a scenario for the public and private sectors, transmit relevant concepts on the inter-institutional, political and legal issues that contribute to the growth of the tourism industry as an engine of national development. This activity was developed by Rafael Paz, Director of the National Competitiveness Council; Yudith Castillo, Legal Director of the Puntacana Group; Yarín Casquero, Director of Tourism Companies and Services of the Ministry of Tourism and Michel Abreu, Partner-Director Michel Abreu Abogados.



# ASONAHORES COMMERCIAL EXHIBITION

Held annually in September, it is recognized as the flagship activity of ASONAHORES for more than 30 years. The Commercial Exhibition is an event aimed at suppliers of goods and services of the national and international tourism industry with the purpose of displaying their products, first hand, to the buyers and directors of the main hotels and restaurants of the country, as well as to the range of related companies. In the year 2020, the **XXXIV ASONAHORES COMMERCIAL EXHIBITION** will be held from September 9 to 11, in Punta Cana, Dominican Republic.

## WHO VISIT US?

Each year the event is attended by hundreds of people linked to the tourism sector, including: Directors General, Chefs, Food and Beverage Directors, Owners and managers of hotels, restaurants, cafes, catering services, bars, hospitals, casinos, pastries, institutional dining rooms, Purchasing Managers and representatives of foreign brands.

## EXHIBITOR CATEGORIES

- Foods
- Illumination
- Security Systems
- Car Rentals
- Prints
- Storage Solutions
- Amenities
- Gardening and landscaping
- Energy solutions
- Insurance Companies
- Beddings
- Industrial supplies
- Drinks
- Merchandise handling and customs service
- Fuel suppliers
- Training and education
- Expendable material
- Uniform suppliers
- Air conditioning and AC equipments
- Furniture
- Technology and communication
- Construction companies
- Roof paints and sealants
- Water treatment
- Decoration
- Cleaning products
- Tableware, glassware and cutlery
- Graphic Design
- Gift Shops Products
- Kitchen Equipment
- Publications and advertising
- Cleaning equipment
- Cleaning services
- Office equipment
- Financial and banking services
- Security equipments
- Legal services
- Sports and recreation teams
- Environmental consulting and services



For the third year in a row, the National Association of Hotels & Tourism of the Dominican Republic, ASONAHORES, and the Dominican Association of Restaurants, ADERES, developed the most anticipated trip of flavors in the city, Gastronomic SDQ.

This platform was born in 2017, being Santo Domingo, chosen as the Gastronomic Capital of the Caribbean 2017-2018.

Through Tapas Night, the first activity of the platform, you can taste the culinary proposals of several of the most prestigious restaurants in the city, where attendees can savor the best of their kitchens, next to the pairing of cocktails and wines, Prepared and served especially for the occasion.

Through this important initiative, the use of local products is promoted in the delicacies prepared by renowned chefs of the national haute cuisine, with the aim that our guests can enjoy the distinctive tasting menu specially prepared during the Restaurant Week and which only it is accessed through the use of the Passport.

**SDQ Gastronomic** aims to promote and spread our country as a gastronomic destination nationally and internationally, in addition to recognizing the quality, service and creativity of our renowned restaurants.

**"This initiative allows our chefs, both established and developing, recognition beyond the borders, within the highest culinary standards, where the combination of our flavors, experiences and creativity constitute a country brand that positions us as a destination"**. Andrés Marranzini Grullón, Executive Vice-President of Asonahores

**For more information, visit [www.sdqgastronomico.com](http://www.sdqgastronomico.com)**



Foro Asonahores de  
**INVERSIÓN TURÍSTICA**

Activity carried out with the objective of highlighting the investment opportunities available in the tourism sector of the Dominican Republic. During the activity, representatives of the state share their vision on the tourism industry as an engine of national development and, likewise, the great investors of the sector illustrate us with their experiences and the projection of the potentialities existing in the country, presenting local tourism as the more attractive investment opportunity for national and international capitals.

**During the event program, the recognition of the Dominican Tourism Champion is given, an award given to the most prominent entrepreneurs in the sector.**



DOMINICAN ANNUAL TOURISM EXCHANGE  
BY ASONAHORES



**ASONAHORES**

ASOCIACIÓN DE HOTELES Y TURISMO  
DE LA REPÚBLICA DOMINICANA INC.

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