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# NICOLAUS DESTINATION MANAGEMENT COMPANY

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# ABOUT US

Nicolaus Tour was founded in Ostuni in 1993 as a travel agency. The company gradually specialized in incoming to Puglia and the South of Italy, gaining a leadership role among the Italian Destination Management Companies.

Nicolaus DMC started its activity providing a wide range of theme tour packages, valuing the historical and cultural features of Puglia and as a Shore Excursion organizer for MSC and Costa Crociere and more than 30 cruise companies.

Nicolaus DMC became the main point of reference as an Incoming Tour Operator to Puglia and Southern Italy for more than 5000 Italian and international travel agencies and tour operators, thanks to the expertise in programming tourist services that

convey an innovative image of the territory, keeping at the same time its authenticity.

The strength of Nicolaus DMC is the analysis of each target market and customer, that results in a tailor-made selection of offers that meets the guest's needs with high added value.

Key to its success relies on valuing human resources as well as the synergy between different elements, such as a high quality professional and multilingual staff, the full command of the territory and the accurate knowledge of its features and potentiality, a careful selection of partners and products, the continuous training of the staff and the constant renewal of technological resources.



B A S E D I N  
**OSTUNI**

*but we are citizens of the world*

**60** *friendly, hard-working & super talented people work here*



**4045**



**DAYS ON THE JOB**

*- founded in 2003 -*



## OUR CUSTOMERS

TOUR OPERATORS

TRAVEL AGENCIES

OLTA (Online Travel Agencies)

INCENTIVE HOUSE

PCO (Professional Congress Organizers)

COMPANIES

CORPORATIONS AND ASSOCIATIONS



## ACCOMMO- DATION

Nicolaus DMC offers high quality accommodation, carefully selected, in the most beautiful locations of Southern Italy and different tailor-made holidays. The wide range of proposals is ideal for FITs and for groups, and includes theme tours (food & wine, art & history, archaeology, culture, sport), meetings and incentives.

**SEASIDE RESORTS & BEACH HOTELS** in Puglia, Basilicata, Calabria, Campania, Sicilia and Sardegna.

**MASSERIE & HISTORICAL MANSIONS** in Puglia and Basilicata. They represent the history, culture and traditional life of the territory.

**LUXURY HOTELS**, the best of the Italian tourist offer with selected 5\* accommodation for a 100% Italian style journey.

**SPA & BEAUTY FARMS**, with exclusive tailor-made packages in Italy.

**URBAN HOTELS**, high standard city hotels with quality services.



# OUR SERVICES

## **1. TOUR**

Nicolaus DMC designs tailor-made tours allowing its national and international clients to discover a unique territory in a journey through tradition, legends, nature and local flavours.

## **2. MEETING & INCENTIVE**

Nicolaus DMC provides MICE professional services with a selection of modern congress facilities, locations for any type of event, team building activities, gala dinners and entertainment to satisfy any request.

## **3. FLY & DRIVE**

Nicolaus DMC offers special itineraries based on clients' preferences, ensuring maximum freedom and offering a continuous assistance service.

## **4. EXCURSIONS**

Nicolaus DMC organizes a wide selection of excursions with more than 500 multilingual and authorized tour guides, to discover the most fascinating places of Southern Italy: from the monumental trulli of Alberobello to Castellana Grottoes, from the mysterious marine caves to the long and golden beaches.

## **5. TRANSFERS & RENTALS**

Nicolaus DMC provides transfers for any event: GT Buses, Minivan, Sedan Car and luxury cars with driver. It also offers car rental with pick up and drop off service in all Italian airports.

## **6. SHORE EXCURSION DEPARTMENT**

Thanks to its long experience as the official excursion agent for the most important cruise companies in Puglia harbours, Nicolaus Shore Excursion Department organizes and assists shore excursions and ground services for cruise companies and yachts.

## **7. LUXURY SERVICE**

Nicolaus DMC offers top quality services for the most demanding clients: yacht rental, private jets, helicopter transfer, luxury car rentals, mother tongue interpreters, exclusive openings of museum and monuments, reserved seats for special events.

## **8. WEDDING**

Nicolaus DMC is a reliable local partner for wedding planning providing the most exclusive and charming locations with top class services.

## **9. REAL ESTATE**

Raro Realty is the real estate branch of Nicolaus Tour. It offers the best opportunities of investment in real estate Puglia: sale and rental of luxury properties and villas, commercial properties, investment opportunities.

## **10. NICOLAUS FILM SERVICE**

Nicolaus Film Service Department offers assistance with TV, movie and advertisement productions, providing technical and organizational support with locations' choice, logistics, selection of technical staff.



## ACTIVITIES

### FLAVOURS FROM THE TERRITORY

- Oil mill visit and olive oil tasting
- Winery visit and wine tasting
- Cooking classes
- Cheese factory visit and mozzarella tasting
- Bakery visit and bread tasting
- Tastings of typical pastries
- Gelato tasting
- Pizza making and tasting

### ART

- Ceramic art demonstration
- Mastro Trullaro and the history of Trulli
- Papier-maché laboratory
- Lecce stone laboratory

### MUSIC

- Pizzica dance classes
- Baroque music
- Folk entertainment

### SEASIDE

- Boat excursions
- Sea caves excursions

- Fishing
- Boat and Yacht Rental (with or without skipper)

### GAMES

- Orienteering
- Treasure hunt
- Focaccia building
- Games from the tradition
- Quad excursions
- Go Kart race
- Sport tournaments
- Amusement parks
- Saponifichiamo (soap making from olive oil)

### NATURE

- Trekking with donkeys
- Bike tours
- Horse or cart excursions
- Olive Picking
- Grapes picking
- Walking in natural reserves
- Flower watching
- Wild herbs picking



## NICOLAUS GROUP KEY FACTS

### STAFF

60 FULL TIME PROFESSIONALS  
40 SEASONAL PROFESSIONALS  
8 DMC PROFESSIONALS

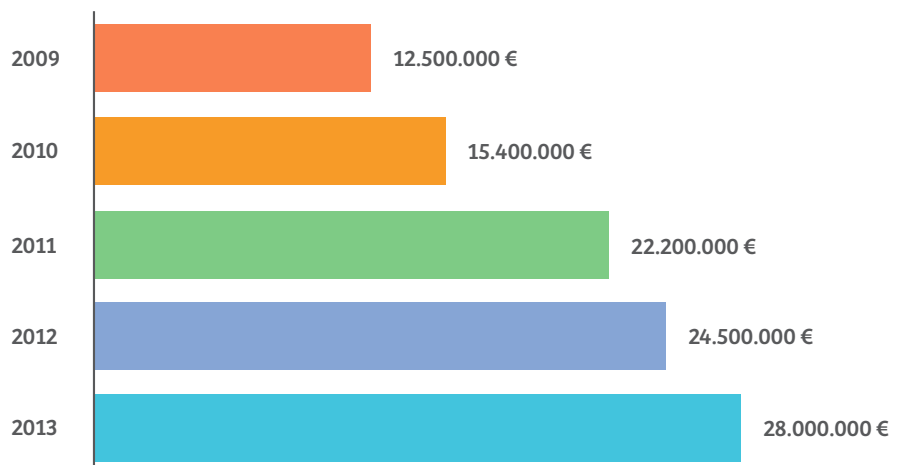
### CLIENTS

5.000 National and International Travel  
Agencies, Tour Operators  
and PCO

### AVAILABILITY AND SALES

5.000 room nights available per year  
1.000.000 sold rooms per year  
70.000 guests in 2013

## NICOLAUS GROWTH





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**RARO REALTY**  
luxury & commercial

NICOLAUS TOUR è certificata:



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**www.nicolaus.it**