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Tribute: New Tourism Destinations in S.E. Europe

22-25 | 11 | 2012 Thessalonic International Exhibition Centre, Greece



28th INTERNATIONAL TOURISM EXHIBITION The Professional Tourism Exhibition in Greece

INVITATION TO THE HOSTED BUYER PROGRAMME

We would like to introduce to you the **28th PHILOXENIA**, the International Tourism Exhibition of Greece and invite you to participate in the Hosted Buyer Programme.

PHILOXENIA, from the 22nd to the 25th of November 2012 in Thessaloniki - Greece, is an important event identified within the Tourist development in Greece, Europe and the broader Southeastern Mediterranean area as the right place to make business deals, enhance business relations and let the public get acquainted with new markets and destinations.

Hence, we would like to invite you to apply for the **Hosted Buyer Programme**, which is now open. Tour Operators, Incentive Houses, Associations, Press and Religious Tour Operators can be eligible to attend PHILOXENIA 2012 as a Hosted Buyer.

Please find attached the Application Form as well as the Terms and Conditions or visit the website of <u>PHILOXENIA 2012</u> to fill in accordingly.

For any other information you may consider necessary, we remain at your disposal.

Sincerely yours,

PHILOXENIA Team

T +30 2310250926 / 2310252330 F +30 2310272276 E philoxenia@artion.com.gr





DISISLERI BAK/K.D.G.Y.

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HOSTED BUYER APPLICATION FORM

We are kindly asking you to fill out the following form in order to process your application as a Hosted Buyer.

Please fill in the following Application Form until the **30th of September 2012** and send it back at **philoxenia@artion.com.gr**. The Application Form is personal and all fields are mandatory.

1. Personal Details (In capital letters)			
Title:	🗌 Mr. 🗌 Mrs.		
First Name:		Last Name:	
Job Title:		Company name:	
Address:		City/ Town:	
State/County:		Postal Code:	
Country:		Work telephone:	
Mobile phone:		Fax:	
e-Mail:		Website:	

Please provide your mobile phone and e-mail address to keep you up to date about PHILOXENIA and communicate essential Hosted Buyer information, including your travel and accommodation details. By providing your e-mail you agree to your contact details being made available to all Exhibitors for fixing extra appointments, as well as all official show sponsors.

2. Business Details	
2.1. What is your company activity: (Select one option only)
Travel Agency	Association
Tour Operator Retailer	Press
Tour Operator Wholesaler	🗌 Religious Tourism
Tour Operator On-Line	Event Organizer
Incentive House	Professional Congress Organiser
2.2. Which type of business travel vo	ou are responsible for: (Select all that apply)
Conference / Congress	
Incentive Travel	
Business Meeting	
Exhibition	
Hospitality	
Other (please specify)	
2.3. How many employees are worki	ng in your company / organisation:
Up to 25 employees	
🗌 25 – 50 employees	
51 – 100 employees	
101 – 200 employees	
201+ employees	

26/09 2012 15:09 FAX 03122866121

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2.4. What is your personal responsibility in the	company: (Select all that apply)
Administration	Travel Management
Finance	Contracting / Procurement
PR & Communications	General Management
Event Management	Marketing Research
Sales & Marketing	Meeting / Conference Planning
3. Areas of Interest	
3.1. Which services are you interested in as a l	Hosted Buyer: (Select all that apply)
	Ground Handling
Airlines	
Airlines	Ground Handling
Airlines Alternate Tourism Attractions & Entertainment	Ground Handling
 Airlines Alternate Tourism Attractions & Entertainment Car Rental 	Ground Handling Hotels Media
 Airlines Alternate Tourism Attractions & Entertainment Car Rental Conference / Meeting Venues 	 Ground Handling Hotels Media MICE/ Business Travel Association Professional Congress Organizers Resort & Spas
 Airlines Alternate Tourism Attractions & Entertainment Car Rental Conference / Meeting Venues Cruise Lines 	 Ground Handling Hotels Media MICE/ Business Travel Association Professional Congress Organizers Resort & Spas Schools of Tourism / Culinary
 Airlines Alternate Tourism Attractions & Entertainment Car Rental Conference / Meeting Venues 	 Ground Handling Hotels Media MICE/ Business Travel Association Professional Congress Organizers Resort & Spas Schools of Tourism / Culinary Special Interest Tours
 Airlines Alternate Tourism Attractions & Entertainment Car Rental Conference / Meeting Venues Cruise Lines Destination Management Services 	 Ground Handling Hotels Media MICE/ Business Travel Association Professional Congress Organizers Resort & Spas Schools of Tourism / Culinary Special Interest Tours Technology Provider
 Airlines Alternate Tourism Attractions & Entertainment Car Rental Conference / Meeting Venues Cruise Lines Destination Management Services Destinations 	 Ground Handling Hotels Media MICE/ Business Travel Association Professional Congress Organizers Resort & Spas Schools of Tourism / Culinary Special Interest Tours Technology Provider Travel Agencies
 Airlines Alternate Tourism Attractions & Entertainment Car Rental Conference / Meeting Venues Cruise Lines Destination Management Services Destinations Event Management / Production 	 Ground Handling Hotels Media MICE/ Business Travel Association Professional Congress Organizers Resort & Spas Schools of Tourism / Culinary Special Interest Tours Technology Provider

4. Past Business

Please fill in all details requested about one Past International Project you have organized (outside your home country).

Please note that the number of participants refers to the number your organization was responsible for. All fields are mandatory.

On	e Past Project	
•	Date of Project:	
•	Type of Project:	
	City and Country of Project:	
•	Name of Venue:	
•	Number of participants:	
•	Please provide a short description	
	of the event and your role:	
	-	

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5. Future Business

Please fill in all details requested about one Future International Project you will organize (outside your home country).

Please note that the number of participants refers to the number your organization was responsible for. All fields are mandatory.

One Future Event

- Date of Event:
- Type of Event:
- City and Country of Event:
- Name of Venue:
- Number of participants:
- Please provide a short description of the event and your role:

6. Credit Card Details

Please write below valid credit card details as part of your application, for cancellation or no show charges. These charges may be debited after the end of PHILOXENIA 2012, so your card must be valid for two (2) months.

Name on Card:			
Card Number:			
Type of Card:	Visa	Mastercard	American Express
Card Expiry Date:			
Card ID Number:			

Please note that your card details are encrypted and held securely.

Terms and Conditions

By signing this form, I have read and accept all terms & conditions.

Date:

Signature:

APPLICATION DEADLINE: 2012.09.30