ITB Berlin 2019

IPD PRESENTS SUSTAINABLE TOURISM SERVICE PROVIDERS IN SELECTED EMERGING AND DEVELOPING COUNTRIES.

VISIT OUR PARTNER COMPANIES AT THE MINTUR COUNTRY PAVILION HALL 23A | 101
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Import Promotion Desk (IPD)

Visit our partner companies at the MINTUR Country Pavilion hall 23A | 101

At ITB Berlin 2019 – the world’s leading travel trade show – the Import Promotion Desk (IPD) will be present for the first time linking European tour operators to sustainable tourism service providers in selected emerging and developing countries. We support incoming agencies from Ecuador, Nepal and Tunisia in presenting their travel products on the EU market and connect them with European tour operators.

At ITB Berlin 2019, we will introduce Ecuador as a nature-oriented and active destination with high touristic potential.

Volcanic mountain landscapes, vast bathing beaches, the original Amazon region with its indigenous peoples, the city of Cuenca, certified by “TourCert” as the first sustainable destination of Latin America, and the well-known Galapagos Islands – Ecuador has a large variety of attractions for sustainable tourism.

At the Ecuadorian country pavilion, the IPD will present carefully selected travel providers specialized in nature-based and sustainable offers. These include providers of tailor-made expeditions in the Amazon region, eco-lodges in the volcanic Cotopaxi region or individually organized, barrier-free tours.

All Ecuadorian service providers are thoroughly evaluated and have been trained in the requirements of the EU travel market. On the following pages you will find detailed information about these recommended tour operators.

The IPD establishes direct contact to them and organizes b2b meetings at the trade fair.

GET IN TOUCH WITH US!

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The IPD is your partner for sustainable tourism.

We act as a hinge between European tour operators and tourism service providers in selected emerging and developing countries.

Both sides benefit from their cooperation with the IPD. Travel providers in developing countries receive support from the IPD for the improvement and quality management of their touristic products and services. Of benefit to tour operators in Germany and throughout Europe is the qualitative pre-selection of reliable tourism service providers in our partner countries.

With the IPD, you cut costs for the time-consuming and staff-intensive search for suitable incoming agencies as well as for the quality control of products. We assist you in identifying suitable travel providers in Ecuador, Nepal and Tunisia.

Our services for you are neutral and free of charge.

In promoting sustainable tourism, the IPD supports its partner countries in developing their infrastructures, creating jobs, and increasing incomes. As a labour-intensive segment, the tourist sector makes an important contribution towards sustainable economic development.

The IPD is an initiative of the Federation of German Wholesale, Foreign Trade and Services (BGA) and sequa, the development organisation and partner of German business. We are funded by the Federal Ministry for Economic Cooperation and Development (BMZ).

You can find detailed information about the IPD and our individual services at [www.importpromotiondesk.de](http://www.importpromotiondesk.de).

Learn more about IPD’s services. Presentation at ITB Berlin:

“Sustainable tourism for more prosperity: IPD connects partner countries to new markets”

Friday, 8th of March 2019
1 – 2 pm
Hall 4.1/200 (Booth BMZ)
For more than 20 years, Expediciones Apullacta has involved its clients in an unforgettable experience through coexistence with nature, ancestral communities and adventure, presenting Ecuador with all its geographical and cultural richness.

Our company is oriented to work under the principles of corporate social responsibility. We promote biodiversity through the use of naturalist guides, recycling, and strategic partnerships with colleagues for a better use of resources.

Our daily work is to tailor the perfect tour for you, by exceeding your expectations and offering the most diverse experience during your visit - because only a local knows the best places to visit in Ecuador!

**PRODUCTS**

+ Ecuador tailor-made tours
+ Culture and community tours
+ Trekking tours – Ecuador Inca Trail
+ Educational journeys
+ Community-based tourism

**TARGET GROUP**

+ Individual & senior travellers, groups, families, university groups

**TYPE OF BUSINESS**

+ Tour operator

**DESTINATIONS OFFERED**

+ Tours in the Andes
+ Amazon
+ Galapagos
+ Coastal Ecuador & Peru
Latinamerica For All –
Huasquila Amazon Lodge

Hall 23A | 101

With 10 years experience, Latinamerica For All is the only tour operator in Latin America operating accessible tours in different countries, with own equipment in each destination and able to handle groups. We offer accessible tours through Latin America in a safe and fun way. We truly believe in developing access to Latin American highlights for persons with special needs!

Huasquila Lodge is the best way to discover the Amazon: Located close to Quito (only 3h from the airport) and easy to reach, we are the best option for an Amazon extension tour. Our packages start every day with the transfer and we offer all popular jungle activities - from jungle hikes to caving - already in a 3- days-package.

PRODUCTS
+ Accessible tours in Latin America
+ Amazon experience packages (jungle hikes, waterfalls, caving, rafting)
+ Chocolate tour for professionals through Ecuador
+ Environmental awareness / study trips to the Amazon

TARGET GROUP
+ Persons with disabilities, senior travellers

TYPE OF BUSINESS
+ Tour operator and lodges

DESTINATIONS OFFERED
+ Ecuador – Amazon and Galapagos
+ Peru – Machu Picchu
+ Argentina with Patagonia
South Land Touring started its operations in 2006 promoting Ecuador to different international clients and is now specially consolidated with the Canadian and US markets. However its outstanding service has always been crucial to enjoy an enhanced Ecuador and Galapagos experience for travelers from all over the world.

We offer sports and cultural tours as well as ecotourism, including visits to indigenous communities, national parks and natural reserves. We prioritize the host community’s well-being and its relationship and interactions with the visitors. Additionally, the community’s development and sustainable projects in general are encouraged. In 2016 the UK based Luxury Travel Guide rewarded us as “Destination specialist 2016”!

PRODUCTS
+ Culture & nature tours, including indigenous communities
+ Galapagos cruises for all
+ Discover Ecuador – Trekking tours into the national parks and private reserves
+ Ecuador bird watching tours
+ Southern wonders – the best of Ecuador’s south (Galapagos pre-/post tour)

TARGET GROUP
+ Junior & senior travellers, FITs, families

TYPE OF BUSINESS
+ Ecuador Destination Management Company (DMC)

DESTINATION OFFERED
+ Ecuador – mainland and Galapagos Islands
Tierra del Volcan

Hall 23A | 101

Tierra del Volcan is a family-run business that offers exceptional travelling experiences in Ecuador. Our guests are immersed on authentic and meaningful experiences on our tailor-made itineraries. Our exclusive haciendas are working ranches dedicated to ecotourism, sustainable agriculture & cattle farming and conservation. Among others, we own two exclusive haciendas in the Cotopaxi volcano area.

We are a company committed to promote sustainable development, natural conservation and local community development on the areas we work. Our range of activities include: day hikes, trekking, mountain biking, horseback riding, mountaineering, traditional handcrafts and markets, Andean Cooking Classes, Chagra ranch & farm activities, Apu Mountain SPA service and Galapagos family-focussed experiences.

PRODUCTS
+ Adventure, transformational and family travel
+ Tailor-made and flexible inspirational journeys for FITS/ families
+ Accommodation in the heart of the Andes
+ Different activities: horseback riding, mountain biking, trekking, hiking, climbing, scenic train rides, cultural encounters and more

TARGET GROUP
+ Families, groups, FITs

TYPE OF BUSINESS
+ Tour operator and lodges

DESTINATIONS OFFERED
+ Ecuador – Andes
+ Cotopaxi specialist
+ Galapagos
Floorplan

IPD partner companies at hall 23A | 101

Opening hours

TRADE VISITORS
6 – 10 March 19
10 am – 6 pm

B2B ONLY
6 – 8 March 19
Access from 9:30 am

PRIVATE VISITORS
9 – 10 March 19
(ITB-weekend)
10 am – 6 pm