Traduzione accordo commerciale

COMMERCIAL AGREEMENT

Between:

GARGANOPIU’ T. O.

of Albida s.r.l.s.

Petto, 6

71019 VIESTE (FG) Italy

And:

This COMMERCIAL AGREEMENT concerns the sale of the product in the catalogues and the GARGANOPIU’ Tour Operator Portal. The sale of the product is managed by our travel agencies, the franchised ones and those that will be franchised in the future. We attach to this contract the whole list of the agencies.

1. DURATION OF THE AGREEMENT

This agreement is valid only from 01/01/2017 to 12/31/2019. It is possible to renew it for the following years by further written agreement between the parties.

1. PARTNERSHIP WITH THE AGENCY

The management director’s office of the agency (from now on called agency) acknowledges GARGANOPIU’ T.O. as Tour Operator partner. This means that the agency conveys the commercial terms of this agreement to its branch offices, if any.

1. COMMISSIONS

The agency receives a commission of 13% from GARGANOPIU’ T.O. on every structure showed by the catalogues “Il mio Mare 2017” and the website [www.garganopiu.it](http://www.garganopiu.it). The commission is calculated starting from the second booking of the calendar year and on the face value of the prices stated on the catalogue, except the registration fees reserved to GARGANOPIU’ T.O.

The pre-established groups will be quoted net.

1. PAYMENT

The agency undertakes to pay all the voyages of the month 15 days before the departure on the basis of a summary bank statement. GARGANOPIU’ T.O. will send it via fax/email within the 30th day of the reference month.

If the agency expects that all or some branches of the group pay directly, they must pay at least 15 days before the client’s departure. It is possible to pay only by bank transfer registered to GARGANOPIU’ T.O. of Albida s.r.l.s. Bank details below.

1. SALES PROMOTION STRATEGY

GARGANOPIU’ T.O. and the agency agree upon the following sales promotion strategy to be applied to the total turnover of the group :

* 01% of over commission on turnover of more than €30.000,00 (thirty thousand/00) recorded during the calendar year;

The over commissions are retroactive and will not be calculated on the turnover of groups. Furthermore, the turnover of groups will not be considered part of the whole amount.

GARGANOPIU’ T.O. will communicate the achievement of the over commissions and of the whole amount upon request of the agency. GARGANOPIU’ T.O. undertakes to pay the over commissions when the invoice is presented. The agency is authorised to withhold the over commissions from the ongoing payments.

1. CATALOGUES DISTRIBUTION

The agency attaches to this agreement the adjourned list of its branches; GARGANOPIU’ T.O. undertakes to send the adequate quantity of catalogues/publications to each branch.