

**FSC 2014-2020 – Patto per la Puglia- Axis IV**  
**ENHANCEMENT OF THE TERRITORIAL CULTURE AND CREATIVITY- MUSIC -**  
**CALL FOR EXPRESSION OF INTEREST for the submission of projects aiming at defining the**  
**PROGRAMME PUGLIA SOUNDS EXPORT 2018**

**1 - INTRODUCTION**

In order to lay down its own cultural development strategy and related actions intended to enhance, innovate and promote its entire cultural system through well-established action priorities, Regione Puglia (the Regional Government of Puglia) has started the construction of a strategic plan of culture for Puglia 2017-2025, PIIL – *prodotto, identità, innovazione, impresa, lavoro* (product, identity, innovation, enterprise, work).

Now, in line with the content of the above strategic plan, Regione Puglia and TPP (Teatro Pubblico Pugliese) have subscribed to a collaboration agreement in a view to enhancing, revamping and promoting the system of cultural events/activities and live shows with a special focus on the Puglia music system by providing music operators with the right tools to expand and qualify cultural demand while upgrading their own offer by improving their artistic and professional capacities, as well as their position and competitiveness on both the national and the international music scene. This set of activities is intended to promote the “cultural system” and hence the tangible and intangible heritage of Puglia.

These actions, which aim to “enhance territorial culture and creativity”, are funded by the FSC 2014-2020 – Patto per la Puglia- Axis IV “Tourism, culture and enhancement of natural resources”

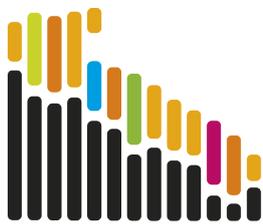
The Puglia Sounds project, entirely focused on the development of the Puglia music system intends to design and deploy projects that involve the entire music chain (from artists/performers to music managers/publisher, to booking agencies, to publishers, to labels, to distribution, to communication, and music consumption) through the axis “Puglia Sounds Export” whose actions are intended to promote the presence of the Puglia music market on the International market.

**2 – SCOPE AND OBJECTIVES**

By the present Call, Puglia Sounds–TPP, in line with what specified above, intends to gain information **on the music artistic-cultural projects** as well as **on the multidisciplinary artistic-cultural projects** where live music plays a major role to be programmed abroad from the 15th May to the 15<sup>th</sup> December 2018 in order to draw up an international programme and create a new development paradigm for the whole music scene of Puglia.

Through an accurately selected cultural offer and selected multidisciplinary artistic-cultural projects (where live music plays a major role), through strategic distribution of these latter abroad, through intercultural dialogue and capacity and experience sharing, and through the optimization of resources, our objective is to favour the presence of Puglia’s musical heritage in festivals and cultural events abroad, so as to attract tourists and boost the development of the Puglia music system.

The projects selected will be included in the “Parco Progetti” (“folder of artistic-cultural music projects”), on



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which a specifically appointed Commission of experts will draw to organize the programme “*Puglia Sounds Export 2018*”, to be run abroad in the period between the 15th May and the 15th December 2018.

### **3 – ELIGIBILITY OF PROJECTS**

The eligible proposals to be submitted to the selection process must be related to **music artistic-cultural projects as well as to multidisciplinary artistic-cultural projects (where live music plays a major role) to be programmed abroad with the objective of promoting the whole music scene of Puglia.**

The proposals will be defined “YOUNG” proposals if the artist/band in question has a history of a maximum of 10 performances/concerts **abroad** in the two-year period 2016-2017, whereas the proposals submitted by artists/bands with a history of more than 10 performances/concerts in the same two-year period 2016-2017 will be defined “SENIOR” proposals.

“YOUNG” project proposals must include music artistic-cultural projects as well as to multidisciplinary artistic-cultural projects (where live music plays a major role) to be programmed **abroad** by the same artist/band for a minimum of **2 days and a total of 2 concerts in 5 different venues, in one or more foreign countries, in the period between the 15th May and the 15th December 2018.**

“SENIOR” project proposals must include music artistic-cultural projects as well as to multidisciplinary artistic-cultural projects (where live music plays a major role) to be programmed **abroad** by the same artist/band for a minimum of **5 days and a total of 5 concerts in 5 different venues, in one or more foreign countries, in the period between the 15th May and the 15th December 2018. These proposals will be referred to as SENIOR 5.**

As an alternative “SENIOR” project proposals may envisage music artistic-cultural projects as well as to multidisciplinary artistic-cultural projects (where live music plays a major role) to be programmed **abroad** by the same artist/band for a minimum of **10 days and a total of 10 concerts in 10 different venues, in at least 3 countries, in the period between the 15th May and the 15th December 2018. These proposals will be referred to as SENIOR 10.**

An artist/band is allowed to submit one only proposal for each deadline. Should more than one proposal related to the same artist/band be submitted (even by different applicants) for the same deadline, only the first will be admitted to the selection procedure (date and hour of arrival and registration at the TPP-based Office of Puglia Sounds serving as proof).

The concerts taking place abroad within events or initiatives for which specific promotional and/or joint organization agreements have been subscribed to by Puglia Sounds-TPP and the organizers of the events or the initiatives in question, can be part of the project proposals submitted under the present Call.

### **4 – ELIGIBILITY OF APPLICANTS**

Music artistic-cultural projects as well as multidisciplinary artistic-cultural projects (where live music plays a major role) to be programmed abroad can be submitted by Italian or international entities with any kind of legal status operating in the field of production and/or distribution and/or organization of live shows, provided that they meet the following requirements:

1. hold a VAT number with ATECO Code 90.01 or 90.02; applicants without ATECO Code must include in their statement of objects one of the following items: “Artistic Performance” or “Activities to support Artistic Performance”;

via Imbriani 67 - 70121 Bari  
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2. comply with the current labour laws and collective labour contracts in force in the country of origin of the Applicant;
3. have no arrears in the payment of social security contributions to National Social Security Agencies;

Failure to meet just one of these requirements will result in exclusion of the project from the selection process.

### 5 –PROJECT PROPOSAL SUBMISSION TERMS AND CONDITIONS

Each Project Proposal must be submitted in a sealed envelope with the name of the sender on the outside and labelled with “FSC 2014/2020– PATTO PER LA PUGLIA – PUGLIA SOUNDS EXPORT 2018”.

Each Applicant may submit, for each of the deadlines indicated below, **a maximum of 3 separate Project Proposals related to the same number of artists/bands.**

Moreover, in order not to be excluded, the Project Proposal must also be:

- submitted by completing only the attached forms in all of their sections;
- signed in original by the Legal Representative of the Applicant;
- submitted in a sealed envelope, together with the attachments.

The Project Proposals, with all the above documents attached thereto, must be received by **Segreteria PUGLIA SOUNDS - Teatro Pubblico Pugliese, via Imbriani, 67 – 70121 Bari**, by registered letter with receipt of delivery, or by courier with receipt of delivery, or by hand from Monday to Friday from 10:00 am to 1:00 pm and from 4:00 to 6:00 pm, before the following deadlines:

- **01:00pm of Friday the 4<sup>th</sup> May 2018 for the 15<sup>th</sup> May – 15<sup>th</sup> December 2018** programming period
- **01:00pm of Monday 2<sup>nd</sup> July 2018 for the 13<sup>th</sup> August -15<sup>th</sup> December 2018** programming period

**It is hereby stated that the envelope postmark will not serve as proof since only the date of arrival and registration at the TPP-based Office of Puglia Sounds prove the envelope has been received.** As a result, the applications which arrive after the deadlines indicated above will not be admitted to the selection procedure. Puglia Sounds-TPP is exempted from any responsibility for possible delays in the arrival of applications sent by registered post with proof of delivery, or by courier with proof of delivery which arrive after the deadlines indicated in the present Call.

The following must be **attached** to the Project Proposal, failure to do so will result in exclusion:

1. **self-certification** (non attested affidavit) in place of an attested affidavit, submitted by completing the attached form and signed by the Applicant’s Legal Representative, attesting to possession of the eligibility requirements as described in paragraph 4 “Eligibility of Applicants” of the present Call (Form 1);

or

**for applicants exempt from the obligation to possess a DURC** (single insurance contribution payment certificate), a self-certificate drawn up using fac-simile included in the attached forms

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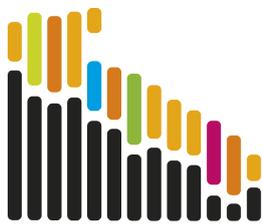


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(Form 2) shall be provided pursuant to art. 76, 46 and 47 of D.P.R. 445/2000 as a proof of the non-applicability of DURC.

2. **official certificate of VAT registered details of the Applicant's and/or an updated copy of the Chamber of Commerce company registration report including the Applicant's ATECO Code (90.01 or 90.02). A copy of the Incorporation Deed for Applicants without VAT code**
3. **copy of a currently valid identity document** of the Legal Representative of the Applicant;
4. **PROJECT** drawn up using the Forms attached hereto and duly signed by the Legal Representative, containing information as indicated in point 1 above;
5. **a CD or SB Drive** containing a least a piece and a video of the artist/band proposed.

Please note that for the Italian Applicants required to possess a DURC, TPP/Puglia Sounds shall proceed to online checks via their online DURC Certificate.

The Project Proposals which are not submitted using the Forms attached hereto or which are incomplete or do not include all or part of the required documents, or which are received by the TPP-based Office of Puglia Sounds after the deadline, will be excluded from the selection process.

Puglia Sounds-TPP reserves the right to request the original documents attesting to the truthfulness of data and information contained in the Project Proposal, and also to suspend examination of the application until expiry of the time allowed to the Applicant for presentation of the original documents requested. If the documents are not presented before this deadline, the Project Proposal will be automatically excluded from the selection process. Puglia Sounds-TPP reserve the right to carry out verification, including test-checks, in order to ascertain the truthfulness of the statements signed by the Applicants.

### **6- AVAILABLE RESOURCES**

As part of the resources available for the implementation of the intervention "VALORISATION OF TERRITORIAL CULTURE AND CREATIVITY - MUSIC", it has been decided to commit for the Puglia Sounds Export 2018 a budget of € 150,000 including VAT which will be integrated with an additional € 150,000 including VAT for the second programming period.

The programming for the entire period aims to provide a total of at least 16 activities to promote "YOUNG" projects abroad, 10 "SENIOR 5" project promotion activities, 6 project promotion activities " SENIOR 10" having the characteristics described above

Therefore, Applicants parties are invited to submit "YOUNG" Project Proposals each amounting (not exceeding) to an indicative limit value of € 5.000,00 (VAT included), "SENIOR 5 "Project Proposals each amounting (not exceeding) to an indicative limit value of € 10.000,00 (VAT included), "SENIOR 10 "Project Proposals each amounting (not exceeding) to an indicative limit value of € 20.000,00 (VAT included).

Puglia Sounds-TPP reserve i) the right to supplement the budget with additional resources, should these latter be made available, or ii ) the right not to use the entire resources made available hereunder, should the number of projects selected not be sufficient to exhaust them.

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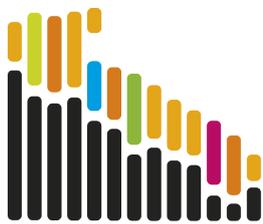


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## **7 – ELIGIBILITY CHECK**

Puglia Sounds – TPP shall check the formal regularity of projects, their compliance with all the conditions listed in paragraphs 3 and 4 of the present Call and verify that all documents indicated in the above mentioned paragraphs have been attached.

Eligible projects will be included in the “projects folder” under three separate project categories : YOUNG, SENIOR 5 and SENIOR 10. It remains understood that the inclusion of a project in the “projects folder” does not entail any obligation on the part of Puglia Sounds-TPP to acquiring/programming the project in question.

## **DEFINITION AND IMPLEMENTATION OF THE “PUGLIA SOUND EXPORT 2018” PROGRAMMING**

### **8 – EVALUATION PROCESS AND IMPLEMENTATION OF THE PROGRAMMING**

A Jury appointed by Puglia Sounds-TPP will be tasked with making a selection of the Project Proposals included in the three categories of “project folder” and define the *Programming “Puglia Sounds Export 2018”* at their own indisputable judgement. It remains understood that only projects with a score of at least 12 points for each of the 3 following criteria shall be admitted:

- 1) QUALITY OF THE ACTIVITIES CARRIED OUT IN THE TWO-YEAR PERIOD 2016-2017 BY THE APPLICANT (with a special focus on management and booking activities in Italy and abroad) AND BY THE ARTIST/BAND PROPOSED (with description of their programming experiences abroad to discriminate between YOUNG and SENIOR projects and also making reference to any international record distribution of the applicant/artist/band in question)**
- 2) QUALITY OF THE PROJECT OF MUSIC SHOWS/CONCERTS ABROAD OF THE ARTISTS/BANDS PROPOSED (assessment of the project and of its communication plan) .**
- 3) ORGANIZATIONAL PROJECT (assessment of the venue, of the organization of the tour and of the financial sustainability of the project)**

Each one of these criteria will be given a 0-to-20 score.

The score shall be attributed in terms of compliance with the following parameters on the basis of a qualitative judgement indisputably expressed by the Jury with a specific reference to the level of fulfilment of the objectives hereunder. The “non-evaluable” score will be given to the Projects Proposals that are in no way in line with the objectives hereunder :

20 excellent
18 very good
16 good
14 fairly good
12 sufficient
6 insufficient
0 non-evaluable

The Jury shall reserve the right to ask the Applicant to make some modifications to the project proposed to favour the fulfilment of the objectives to be pursued. In the event that the Projects consist of more than 2 dates/concerts for “YOUNG” proposals, more than 5 dates/concerts for “SENIOR 5” proposals, more than 10 dates/concerts for “SENIOR 10” proposals, the Jury shall reserve the right to include in the programming only part of the dates proposed with a minimum of 2 dates/concerts for “YOUNG” proposals, 5

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dates/concerts for “SENIOR 5” proposals and 10 dates/concerts for “SENIOR 10” proposals.

### **9- CARRYING OUT “YOUTH” PROGRAMMING**

The Applicants, whose “YOUNG” Project Proposals will be included, also in part, in the programming of the artistic-cultural music performances/concerts abroad of Puglia Sounds-TPP, shall be invited to subscribe to a contract whereby they undertake:

- 1) to implement fully the activities as under the project proposed;
- 2) to guarantee the fulfillment of all the administrative and organizational activities for the implementation of the Puglia Sounds – TPP concerts included in the programming abroad.
- 3) to communicate **at least 15 days before the starting date of the artistic-cultural music shows/concerts programmed abroad, any variation** related to the project presented.

The variations allowed are as follows:

- a) date of the concert, if the new date falls within the period indicated by the present Call;
- b) venue of the concert provided that the new venue(s) are in the same country. It is possible to change up to one half of the venues proposed.

The variations proposed will be subject to a qualitative and quantitative assessment by Puglia Sounds – TPP. Puglia Sounds – TPP is hereby allowed to either i) reduce the grant recognized or ii) terminate the contract if the change proves to be detrimental;

- 4) to communicate in writing **in advance or at least in a timely manner any situation or obstacle likely to hinder (totally or in part) the artistic-cultural music shows/concerts agreed with Puglia Sounds - TPP**; such written communication shall be sent by a date preceding that of the show/concert via email to: [bandi@pugliasounds.it](mailto:bandi@pugliasounds.it);
- 5) to display on at least 2 on-line and/or off-line communication and promotional materials to be used in the programming in question the sentence “Programmazione Puglia Sound Exports 2018” and print the obligatory symbols and labels of the Action mentioned in the “INTRODUCTION” hereto, using only the brands and the guidelines on their use provided by the Puglia Sounds – TPP Communication Office for use hereunder (brands of Puglia Sounds, the European Union, Regione Puglia – Ministry of Tourist and Cultural Industry, Teatro Pubblico Pugliese, accompanied by the sentence “**REGIONE PUGLIA – FSC 2014/2020 – Patto per la Puglia – Investiamo nel vostro futuro**”

**Partial or complete failure by the Applicant to fulfill one or more of the obligations indicated above will result in the termination of the project realization contract subscribed to with Puglia Sounds-TPP.**

Puglia Sounds-TPP reserve the right take action and at any time carry out checks, even test-checks, regarding **i)** the authenticity of the documents presented, **ii)** the truthfulness of the statements submitted by the Applicant and/or **iii)** the actual occurrence of the music shows/concerts abroad envisaged by the project covered by the contract subscribed to with the Applicant, by asking to be submitted additional documents and/or original documents attesting to the truthfulness of the statements submitted. Puglia Sounds – TPP undertake to communicate in writing the deadline for submission of any additional documents.

### **10- CARRYING OUT “SENIOR 5” AND “SENIOR 10” PROGRAMMING**

via Imbriani 67 - 70121 Bari  
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The Applicants, whose “SENIOR 5” AND “SENIOR 10” Project Proposals will be included, also in part, in the programming of the artistic-cultural music performances/concerts abroad of Puglia Sounds-TTP, shall be invited to subscribe to a contract whereby they undertake:

1. to implement fully the activities as agreed in the project proposed;
2. to guarantee the fulfillment of all the administrative and organizational activities for the implementation of the Puglia Sounds – TPP concerts included in the programming abroad.
3. to communicate **at least 15 days before the starting date of the artistic-cultural music shows/concerts programmed abroad, any variation** related to the project presented.

The variations allowed are as follows:

- a. date of the concert, if the new date falls within the period indicated by the present Call;
- b. venue of the concert provided that the new venue(s) are in the same country. It is possible to change up to one half of the venues proposed.

The variations proposed will be subject to a qualitative and quantitative assessment by Puglia Sounds – TPP. Puglia Sounds – TPP is hereby allowed to either i) reduce the grant recognized or ii) terminate the contract if the change proves to be detrimental;

- 4) to communicate in writing **in advance or at least in a timely manner any situation or obstacle likely to hinder (totally or in part) the artistic-cultural music shows/concerts agreed with Puglia Sounds - TPP**; such written communication shall be sent by a date preceding that of the show/concert via email to: [bandi@pugliasounds.it](mailto:bandi@pugliasounds.it);
- 5) to display on at least 3 on-line and/or off-line communication and promotional materials to be used in the programming in question the sentence “Programmazione Puglia Sound Exports 2018” and print the obligatory symbols and labels of the Action mentioned in the “INTRODUCTION” hereto, using only the brands and the guidelines on their use provided by the Puglia Sounds – TPP Communication Office for use hereunder (brands of Puglia Sounds, the European Union, Regione Puglia – Ministry of Tourist and Cultural Industry, Teatro Pubblico Pugliese, accompanied by the sentence “**REGIONE PUGLIA – FSC 2014/2020 – Patto per la Puglia – Investiamo nel vostro future**”
- 6) to put in place a Press Office to disseminate information on and give maximum visibility to the project proposed on both Italian and international media (newspapers, magazines, web, radio and TV) with a special attention to the country where the show/concert is held.

**Partial or complete failure by the Applicant to fulfill one or more of the obligations indicated above will result in the termination of the project realization contract subscribed to with Puglia Sounds-TTP.**

Puglia Sounds-TTP reserve the right take action and at any time carry out checks, even test-checks, regarding **i)** the authenticity of the documents presented, **ii)** the truthfulness of the statements submitted by the Applicant and/or **iii)** the actual occurrence of the music shows/concerts abroad envisaged by the project covered by the contract subscribed to with the Applicant, by asking to be submitted additional documents and/or original documents attesting to the truthfulness of the statements submitted. Puglia Sounds – TPP undertake to communicate in writing the deadline for submission of any additional documents.

## **11 – PAYMENT MODALITIES**

Applications for payment shall be sent to Puglia Sounds – Teatro Pubblico Pugliese no later than 15 days from the last performance scheduled on the programme abroad. The amount defined in the contract will be paid within 30 days from the receipt of all the relevant documentation hereunder indicated:

- 1) invoice of the total amount to be paid, which shall be sent to: Teatro Pubblico Pugliese – Consorzio Regionale per le Arti e la Cultura. Via Imbriani n. 67 – 70121 Bari - C.F. e P.I. 01071540726 with the label “Programmazione Puglia Sounds Export 2018”, with the name of the artist/band, dates and the countries where the music shows/concerts did take place.
- 2) A1 Forms or similar documents showing compliance with the rules and regulations in force regarding the payment of social security and insurance contributions for all the members of the technical and artistic staff;
- 3) Traceability of Payments Form
- 4) Copy of a currently valid identity document of the Legal Representative
- 5) The following material concerning the artistic-cultural music shows/concerts programmed abroad:
  - Photos and/or videos attesting to the realization of each of the dates of the project;
  - n. 3 copies of the off-line communication material and photos of bill posting (if any);
 and/or
  - a screenshot of the online promotional material;
  - Press review (non compulsory for “YOUNG” Projects, compulsory for “SENIOR 5” Projects and “SENIOR 10” Projects .
- 6) Statements (form n.4) certifying that the music show/concert has taken place, subscribed to by promoters or festivals or clubs or halls/venues where the show/concert has been hosted abroad with a clear indication of **dates and venues, number of spectators/concertgoers and takings. These statements will be admitted only if duly signed and dated and written on headed paper .**

Please note that for the Italian Applicants required to possess a DURC, TPP/Puglia Sounds shall proceed to online checks via their online DURC Certificate.

Puglia Sounds – TPP reserves the right to suspend the payment and to carry out verifications, including test-checks, to ascertain:

- the authenticity of the documents presented,
- the truthfulness of the statements submitted by the Applicant;

Should the necessary conditions exist, before making the payment, Puglia Sounds – TPP, pursuant to art. 48 (2) of DPR n. 602/73 and of Ministerial Decree 40/2008, shall carry out checks to verify the regularity of payments due to the Public Administration, by forwarding an official request to Equitalia Servizi SpA.

In compliance with Art. 13 of Italian Law 196/2003, Applicants hereby accept that the personal data collected hereunder be used only for the purposes of the present procedure.

Applicants hereby declare to be aware of the provisions of Legislative Decree No. 231, dated 8 June 2001



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and any subsequent *modifications* and/or additions thereto as well as of the rules contained in the Code of Ethics and Form 231 adopted by TEATRO PUBBLICO PUGLIESE and published in the official TPP website [www.teatropubblicopugliese.it](http://www.teatropubblicopugliese.it) (Administration Accountability Section). In view of this Applicants undertake to behave in line with the provisions (where applicable) of the above Code of Ethics and Form 231 and not to expose TPP to the risk of penalties under Legislative Decree No. 231, dated 8 June 2001.

Failure to fulfill these duties shall result in a breach of contract on the part of the Applicants and in the immediate termination of the same by CONSORZIO TEATRO PUBBLICO PUGLIESE under Art. 1456 of the Italian Civil Code, without prejudice to compensation.

### **12 – TRACEABILITY OF PAYMENTS**

All amounts due shall be paid in compliance with the provisions of “Traceability of Payments”, former art. 3 of Law 136/2010 and subsequent amendments and additions thereto that is understood to be applicable in its entirety herein. The due amounts shall be paid by bank transfer or another payment system which guarantees the traceability of the cash flow. Failure to comply with the above-mentioned regulations will result in the termination of the contract. The use of cash is not allowed unless otherwise provided for the laws in force that are understood to be applicable in their entirety herein. Puglia Sounds - TPP undertake to disclose the CUP and CIG codes to winning Applicants.

### **INFO SERVICE**

Puglia Sounds-TPP will make their own general coordination staff available to help the Applicants achieve the best results. Queries and/or requests for appointments to receive information about the present Rules and Regulations may be sent to the following email: [maddalena.ciocca@pugliasounds.it](mailto:maddalena.ciocca@pugliasounds.it) – +39 080.5414814

Bari, 09/04/2018 – Prot. 392/PROGETTI

### **OFFICER IN CHARGE OF THE CALL**

**Director and Officer in charge of the Call:** Sante Levante

**Project manager of the Services entrusted directly  
from Regional Government of Puglia to Teatro  
Pubblico Pugliese**  
*Claudia Sergio*

**Director and Officer in charge of the Call**  
*Sante Levante*

ATTACHMENTS: Forms

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