



8th Logistics Conference Luxembourg Collaboration in Intermodal transport and Innovation May 30th 2017, Luxembourg





A cluster allows each member to benefit as if it had greater scale or as if it had joined with others without sacrificing its flexibility.

C4L Creating value is the Key Efficiency, effectiveness & flexibility



- The members of the different statutory groups are required to maintain confidentiality of the debates unless a contrary decision has been requested and taken.
- The Cluster for Logistics (C4L) subscribes to all principles of free competition and adopts without exceptions all relevant anti-trust rules. Anti-trust rules are understood to be any legal requirement or international regulations including but not limited to exchange of information between commercial companies, which could influence or limit independent commercial decisions and competition.
- Any collection of personalized data for statistical purposes to compile statistical data will be done with precise rules concerning the precise purpose, the duration of conservation and the potential recipients of these data. Those rules have to be approved by companies that participate before collection of the data. This data can only be put at disposition of participants in an aggregated manner. Databases have to be produced and maintained according to rules as provided by the legislator.
- » For every meeting a precise agenda has to be provided with the invitation and has to be formally approved during every meeting. Meeting minutes and a list of participation will be provided for approval to any members of any statutory group, working groups and/or commissions within a reasonable timing. The meeting minutes will report in case of occurrence, any dispute in relation with confidentiality and/or potential or evident violation of anti-trust rules.

Confidentiality and anti-trust rules



Luxembourg Logistics Basics



Indice de performance logistique (IPL) Banque mondiale

6 indicateurs de la qualité des services logistiques

2014 : 1 2016 : 1



ADDING VALUE IS THE KEY



Program Spring event



9:30-9:35

Welcome and introduction

Mr Carlo Thelen: Director General, Chamber of Commerce, president C4L 9:35-9:45

• The government view: Luxembourg as a European Logistics Hub Mr Francois Bausch, Minister of Sustainable Development and Infrastructure

9:45-10:00

• The industry's view: Smart Tyres for smart freight transport Mr Michel Rzonzef, Vice president Commercial tyres, Goodyear

10:00-10:15

The challenge of setting-up intermodal train connections in Europe example of the new intermodal terminal in Bettembourg.

Mr Florian Czech, Business Development CFL multimodal

Program Spring event (2)



10:15-10:30

• The view from the Middle East: How to create a cluster thinking in logistics in Dubai.

Mrs. Gayane Afrikian, Senior Economic Policy Adviser, Department of Economic Development, Dubai

10:30-10:45

• The European shippers view: How to meet the global challenges locally Mr Nik Delmeire, Secretary General European shipper's council (ESC)

10:45-11:00 • Coffee Break

11:00-11:15

Intermodal Solutions & Connectivity Platform – Port of Antwerp
 Mr Mark Scheerlinck, managing director Centraal Boeking Platform (CBP)

Program Spring event (3)



11:15-11:30

• Meeting the Challenge: What Luxembourg needs to address to maintain a top position in logistics performance and develop into an European Hub for logistics, Malik Zeniti, Manager Cluster for Logistics

11:30-12:30 **Panel Discussion**: Moderator: Mr Benny Mantin, Uni.lu - LCL and Mr Malik Zeniti, Manager Cluster for Logistics

Panellists:

Mrs Gayane Afrikian, Dubai, Department of Economic Development
Mr Ram Menen, Retired Airline Senior Executive
Mr Florian Czech, Business Development CFL multimodal
Mr Nik Delmeire, Secretary General European shipper's council (ESC)
Mr Michel Rzonzef Vice president Commercial tyres, Goodyear
Mr Mark Scheerlinck, CBP Antwerp



12:30-14:00 **Networking Lunch**

Introducing Carlo Thelen



Welcome and introduction

Mr Carlo Thelen:

Director General, Chamber of Commerce, President Cluster for Logistics (C4L)



Network and new members Year to date 2017











Cluster for Logistics

ADDING VALUE IS THE KEY

















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With the support of









Definition Intermodality



Intermodal freight transport involves the transportation of freight in an intermodal container or vehicle, using multiple modes of transportation (rail, ship, and truck), without any handling of the freight itself when changing modes.

The method reduces cargo handling, and so improves security, reduces damage and loss, and allows freight to be transported faster.

Reduced costs over road trucking is the key benefit for **inter-continental use.**

This may be offset by reduced timings for road transport over shorter distances.



Introducing Minister Francois Bausch, MDDI





Luxembourg as a European Logistics Hub

Sustainable Development

Mr Francois Bausch Minister of Sustainable Development and Infrastructure



Cluster for Logistics

Introducing Mr Michel Rzonzef





The industry's view:
Smart Tyres for smart freight transport

Mr Michel Rzonzef Vice president Commercial tyres, Goodyear



Introducing Mr Florian Czech





The operator's view:

"The challenge of setting-up intermodal train connections in Europe – the example of the new intermodal terminal in Bettembourg."

Mr Florian Czech Senior Business Development Manager, CFL multimodal S.A.



Introducing Mrs. Gayane Afrikian





The view from the Middle East:

How to create a cluster thinking in logistics in Dubai.

Mrs. Gayane Afrikian
Senior Economic Policy Adviser, Department of
Economic Development, Dubai



Introducing Mr Nik Delmeire





The European shippers view:

How to meet the global challenges locally?

Mr Nik Delmeire,
Secretary General,
European shipper's council



Coffee Pause

Our event Sponsors









Introducing Mr Mark Scheerlinck



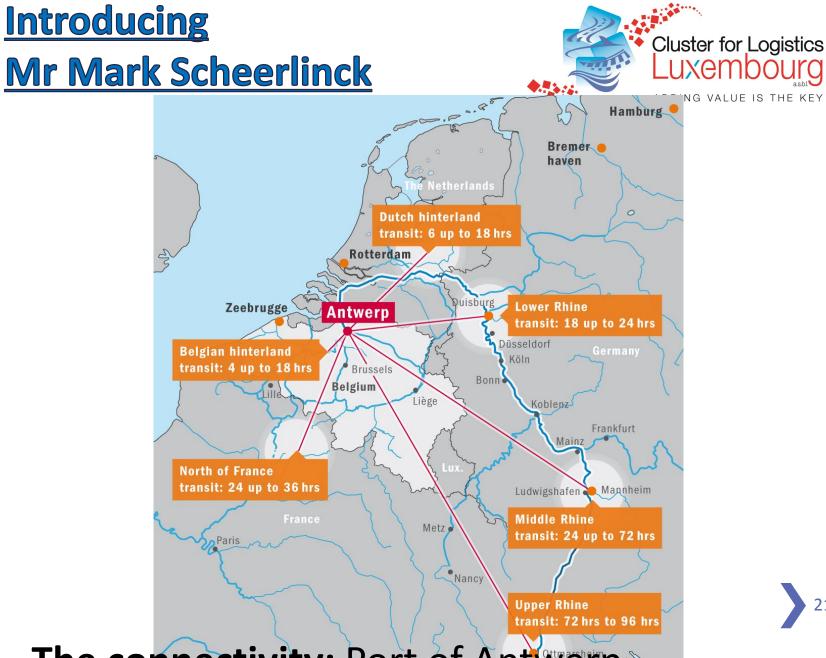


The connectivity view:
Intermodal Solutions & Connectivity
Platform –

Mr Mark Schoorlinck, managing directions

Mr Mark Scheerlinck, managing director Centraal Boeking Platform (CBP) Port of Antwerp





The connectivity: Port of Antwerp

Introducing Mr Malik Zeniti





Meeting the Challenge: Mr Malik Zeniti, Cluster for Logistics

What Luxembourg needs to address to maintain a top position in logistics performance and develop into an European Hub for logistics



New Board C4L 2017



Representative	Function	Organisation
Carlo Thelen	President	Chamber of commerce
Jean-Paul Schuler	Vice-president	Luxinnovation
Alain Petry	Member	clc
Ian Cresswell	Treasurer	Luxinnovation
René Winkin	Member	Fedil
Jean-Pol Michel	Member	LIST
Benny Mantin	Member	UNI.lu
Fabrice Maire	Member	Cluster maritime Luxembourgeois
Viviane Welter	Member	Arthur Welter
Laurent Jossart	Member	Luxair Cargo
Maxim Strauss	Member	Cargolux
Axel Quadt	Member	DB Schenker
Wim McLeanen	Member	Inland Navigation Luxembourg
Charles Gosselin	Member	Independent



New Effective Members 2017











The Cluster for Logistics



The Cluster for Logistics has been created in 2009 by 7 institutional partners in order to federate public actors and private companies.

Mission: support Luxembourg's strategy to reinforce logistics

The Cluster focuses on **shippers and logistics companies** but also welcomes all companies and organisations **serving or making use of logistics services**.



Currently the Cluster regroups around 100 actors. Around 60 belong to the Logistics sector while the others provide or request specific services with focus on:

- » Serve members
- » Represent transport & logistics across modes
- Foster innovation
- » Promote the sector

C4L activities 2016-2017



Crossborder
E commerce, what we can learn from China
Dimitry Van Toorn, e-com CLC



Cluster for Logistics

C4L activities 2016-2017

Cluster for Logistics LUXembourg

Journée Portes ouvertes

Supply Chain Day

27. April 2017

Video of 2016

Left: IEE a regular Tag der Logistik (supply chain day) participant Right: duck game demo on production logistics

Video Link supply chain day film on C4L.lu







Multimodal Hub Basel learnings





... der Traumschuh über Nacht am Fuss.

5 pillars of development

- Infrastructure
 - Port, freight train allocations, areas for containers to decrease waiting time
- Education and knowledge
 - Base education & lifelong learning (school & business)
 - Explain profession and jobs
 - Drive innovation (Log chair)
- Dialogue
 - Image campaign, port party (3y), exhibition translog
- Logistics in dense areas task force city logistics, freight traffic roundtables)
- Green logistics (no projects)





New COOP warehouse





DOWN THE ROAD - LOGISTICS AND CHINA'S ONE BELT ONE ROAD INITIATIVE









Linking with investments linked to One Belt One Road





This preliminary map is based on the proposed geo-economic cooperation as described in the Vision and Actions on Jointly Building the Silk Road Economic Belt and 21st-Century Maritime Silk Road document. Actual routes may differ and may also extend to encompass other territories as the project develops.

C4L activities 2016-2017



Speed dating apprentices- companies

Speed dating
16 companies
32 students DT Log
supported : Chambre
de Commerce, ADEM

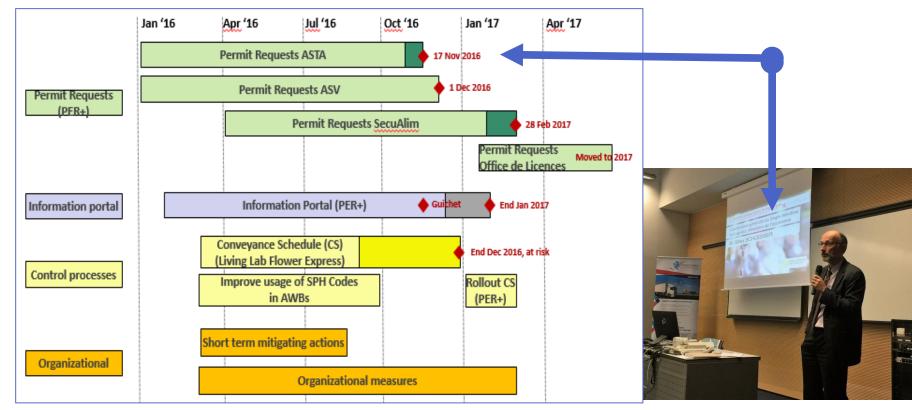








C4L activities 2016-2017



2016 - Implementation of several projects to build up a first set of applications for licences and perishable certificates

From 2017 on - Implementation of the SWL as integral part of the Customs and Excise implementation roadmap of the new Union Customs Code based on a new IT platform.

C4L activities 2016-2017



Logistics Autumn Evening

For the "Autumn Evening 2016", the Cluster chose the topic of digital transformation. Over a hundred guests joined the networking event that took place in November in the Chamber of Commerce.





Networking is a very important topic for the Cluster and the dinner after the conference is a very interesting opportunity for our members to meet decision takers from many fields.

C4L activities 2016-2017



<u>Lean & Green certification program – 2014-2017</u>

Challenge: build sustainable logistics to prepare for impact of Kyoto voluntary certification with action plan

2015



















35



4 More Candidates 2017









LEAN and GREEN PROGRAM KICK-OFF 2017

Kickoff information meeting for 2017 on May 31st 2017

Several companies will participate or showed interest:









New Partner:

VIL - Vlaams instituut voor de Logistiek

Prepare Program: Star award winners

In collaboration with:









C4L activities 2016-2017



Air Cargo China June 14-16th 2016 Shanghai



C4L activities 2016-2017 DT en Logistique 2016/2017

Cluster for Logistics LUXEMDOURG

ADDING VALUE IS THE KEY

Teachers Modules M2.2 & 2.6 Road 2016/2017

- Jeanette Klar
- Paul Winter

Candidates 2017/2018:

M 3.2 Rail: Eric Lambert

M 3.5 Seafreight: Jeanette Klar/

M 3.6 Airfreight: Ihssam Haiba,

Candidates 2018/2019: M 41 & M 4.5 Multimodal et logistique complexe



C4L activities 2016-2017



<u>München Transport + Logistik</u>

Participation of the Cluster on two

national stands B1 and B6 18 Luxembourg participants registered







LET'S MAKE IT HAPPEN





C4L activities 2016-2017



Perishables opportunities Luxbg

Project

Facts & figures for

Luxembourg Perishables hub

Because the finest quality fruits and vegetables require the best handling



- 1st class products from verified origins
- Professional sensitive cargo protection of the whole cool chain
- dedicated cool zones in the airport warehouse
- · Time- and cost-efficiency
- 80% of EU GDP served from Luxembourg within 1 day
- · fast track solution
- 200m distance from tarmac to highway
- · Easy communication
- · one ground handler
- · many languages spoken
- · easy access to customs and release agencies
- Tailor-made solutions compliant with clients' needs
- Numerous value-adding service providers
- 6th European Cargo Airport with over 90 worldwide connections
- · 1200 000 tons capacity

















Position Luxembourg as perishable hub with strong value proposition



LET'S MAKE IT HAPPEN



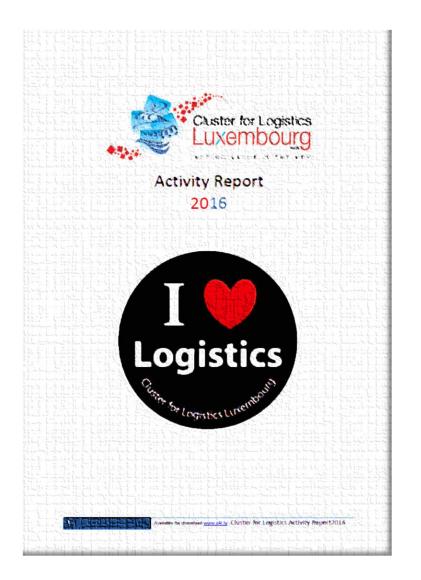


02/06/201.

C4L activities 2016-2017 Activity Report 2016



Find out more in the Activity Report 2016 downloadable





National or International @social media:

Freitag, 23. Dezember 20

verkehrs RUNDSCHAL

30.11.2016

AInterview: "Luxemburg - Logistik ohne Streiks'

Als letztes Land in unserer kleinen Serie über Logistik in den Benelux-Staaten kommt heute Luxemburg an die Reihe. Im Gespräch: Malik Zeniti, Manager des Cluster for Logistics Luxembourg.



Die Benelux-Staaten Belgien, Niederlande und Luxemburg sind wahre Unternehmen interessant. Als drittes und letztes Land unserer kleinen Malik Zeniti ist Manager des "Cluster for Logistics Luxembourg" und sp

VerkehrsRundschau: Herr Zeniti, was sind die Stärken des Logisti Malik Zeneti: Luxemburg hat eine effiziente Infrastruktur für Logistik t Transporte setzen und in einem Umkreis von 30 Kilometern liegen. Be sieben der europäischen Frachtflughäfen, und der Binnenhafen Mertert Luxemburg weltweit bestens aufgestellt für die Verarbeitung von Date Leistungen mit dem Bau eines einmaligen Hochgeschwindigkeitsrechne

Die Straßeninfrastruktur ist zwar modern, aber das steigende Verkehr fordert eine kontinuierliche Verbesserung des Transportflusses und ste Staatshaushalt dar. Ausbaufähig bleiben Lagerverfügbarkeiten. An den

Warum ist ein so kleines Land wie Luxemburg so gut in Logistik? Luxemburg ist schon immer international ausgerichtet, mit Europa als Europa in andere Weltregionen zu befördern. Dadurch entstand eine Vi Dienstleistungen für Logistiker und Verlader. Im Logistik-Ranking der erst im Fotofinish mit 0.01 Punkten Vorsprung Deutschland Platz eins i den ersten Rang in den Kategorien "Pünktlichkeit" und "Organisation vi erreichen. Schneiligkeit und Wettbewerbsfähigkeit sind im Wettbewert

Wird Logistik politisch gefördert?

02/06/201

Das Wirtschaftsministerium in Luxemburg unterstützt Unternehmen, u Alle Hilfen sind protektgebunden. Dabei geht es um längerfristige Inve und geographische Nähe zu vielen Märkten Sinn machen.

Welche Vorteile bietet Luxemburg deutschen Unternehmen Für viele deutsche und globale Unternehmen ist ein Umzug nach Luxer international aufstelltes und ausgerichtetes Portal für Import und Expo Ausrichtung und multikulturellen Arbeitskräfte sind wichtige Aspekte. I

deutlich beim Cargoumschlag der mit einem 8,2-prozentigen Plus stärker als die Wettbewerber zugelegt. zent noch etwas höher aus. Der Airport des Großherzogtums

profitiert zum einen von den flo-rierenden Geschäften der vor Ort Reinstein Grand in Gr rger Flughafen Findel ver-

päischen Frachterflüge - vor allem Officer der luxemburgischen Airmit Boeing-777-Maschinen.

Das Wachstum in Luxemburg 'n der Luftfracht hat 2017 ähn-lich gut begonnen wie das alte im vergangenen Jahr den Flughalahr aufgehört hat. Das zeigt sich fen Köln/Bonn überrundet hat. Am rheinländischen Airport betreiben europäischen Flughäfen, Schon im die US-Integrators UPS und Fedex tem der wichtigste Frachtkunde des vergangenen Jahr hatte Luxemburg Hubs für ihr Expressfrachtgeschäft. Anders als in Luxemburg sind in ways steht unangefochten an zweiter Köln/Bonn nächtliche Flüge zuge-Der Zuwachs lag weit über dem eu-ropäischen Mittel von 6,8 Prozent. Flughafen ist Leipzig/Halle. Der zur Im Januar fiel das Plus mit 8,4 Pro-Mitteldeutschen Flughafen AG gehörende Platz hat im vergangenen Jahr erstmals die 1-Mio.-t-Hürde beim Luxair, die Fluggesellschaft des Lan-des, an der Abfertigung der Qatar-Frachtumschlag genommen

Expansion von Qatar Airways. Die arabische Fluggesellschaft nutzt den arabische Fluggesellschaft nutzt den zurück, die noch aus der Zeit stam- schwer. Nicht zu vergessen ist da-Luxemburger Flughafen Findel vermen, als sie mit 35 Prozent an Carmehrt als Drehscheibe für ihre eurogolux beteiligt war. Chief Executive
Cargolux beteiligt ist. "Es ist unsere

line war damals Ulrich Ogiermann. der im Herbst 2012 als Frachtchef von Qatar Airways nach Doha ge-

Mit einem Marktanteil von 82,2 Prozent ist Cargolux bei wei-Luxemburger Flughafens. Qatar Air-Stelle mit 5,4 Prozent Marktanteil.

In Luxemburg wird das Engagement der Kataris mit gemischten Gefühlen gesehen. Einerseits verdient Sendungen. Sie betreibt das Fracht-terminal des Airports. Andererseits macht die arabische Airline mit ih-ren zunehmenden Frachterflügen in

lange die Kapazität ausreicht", fasste Luxair-Chef Adrien Ney unlängst das Dilemma zusammen.

Angesichts der wachsenden Frachtmengen ist Luxair derzeit dabei, die Cargo-Infrastruktur auszubauen. Bis Mitte kommenden lahres wird das Cargo-Vorfeld um weiter Parkpositionen für Großraumfrachter erweitert. Dafür sind Investitio nen von rund 40 Mio. EUR vorgese hen. In den vergangenen Monaten hatte sich gezeigt, dass die Zahl der Parkplätze in Spitzenzeiten nicht

ausreicht. Zudem gibt es erste Überlegun gen zur Erweiterung des Frachtter minals. Als Kapazitätslimit gelten bislang 900 000 t im Jahr. Laut nicht das Ende der Fahnenstang sein. Er hält auch den Umschlag von



UKW WALTER

Voller Schub für Luxemburg

Flughafen des Großherzogtums legt bei der Fracht zu und profitiert nicht nur von den Flügen der vor Ort ansässigen Cargolux, sondern auch von der Expansion der arabischen Qatar Airways



Cluster for Logistics Luxemboura ADDING VALUE IS THE KEY

HELLO, RONNY, HERE IS YOUR

CLUSTER FOR LOGISTICS BRIEFING

POWERED BY VITALBRIEFING

Wednesday 21 December 2016

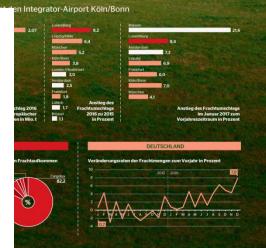
intra logistics, real estate & Warehousing

Cactus signs storage deal for CFL Multimodal's new Dudelange facility

Cactus and CFL Multimodal have signed a five-year logistics agreement under which Cactus and its C-Shoppi unit will store part of their frozen produce range in CFL Multimodal's multifunction storage facility in Dudelange. The 30,000-square metre facility is currently under construction at the Eurohub Sud logistics park, where CFL Multimodal will eventually deploy a 200-strong workforce.

BEST SOURCE

Tageblatt (in German)



Thanks for support to 22 Effective Members and Partners 2017





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Introducing Mr Malik Zeniti





Meeting the Challenge: Mr Malik Zeniti, Cluster for Logistics

What Luxembourg needs to address to maintain a top position in logistics performance and develop into an European Hub for logistics



Meeting the challenge



What Luxembourg needs to address to maintain a top position in logistics performance and develop into an European Hub for logistics?

- 1. Luxembourg government needs to acknowledge that competitive transport & logistics (T+L) including road matters for industry & commerce: subjects like Automated vehicles, long vehicles and/or ITS should be studied to keep the flow
- 2. Teachers and parents need to understand that T+L job matter and inspire students and apprenticeship
- 3. Companies need to invest in technology and digital transformation and make T+L attractive also for Luxembourg(ers)
- 4. Politics need to understand that there is no (quality) growth and trade without T+L and appropriate infrastructure & logistics competence
- 5. Europe needs to find ways to make intermodality more attractive for shippers to solve lack of drivers, congestion and social aspects

Malik Zeniti, Manager Cluster for Logistics

<u>Definition Intelligent</u> <u>transportation sytems (ITS)</u>



- Intelligent transportation systems (ITS) are advanced applications which, without embodying intelligence as such, aim to provide innovative services relating to different modes of transport and traffic management and enable users to be better informed and make safer, more coordinated, and 'smarter' use of transport networks.
- » ITS may refer to all modes of transport, but <u>European</u> <u>Union</u> directive 2010/40/EU, from 7 July, 2010, defined ITS as systems in which information and communication technologies are applied in the field of road transport, including infrastructure, vehicles and users, and in traffic & mobility management, as well as for interfaces with other modes of transport.

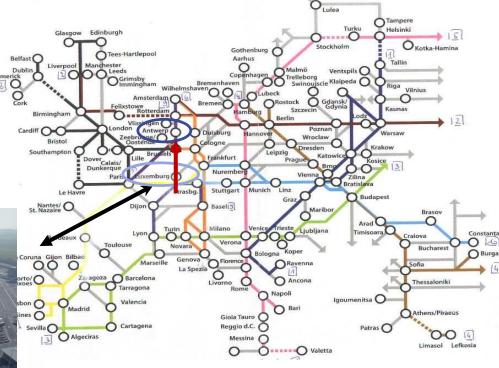
Eurohub South Reality



New rail Terminal: 4x700 m rail track for 300.000 containers and 2x 700 m rail tracks for semi-trailers capacity per year TEN T Network rail











Accessibility & Connectivity

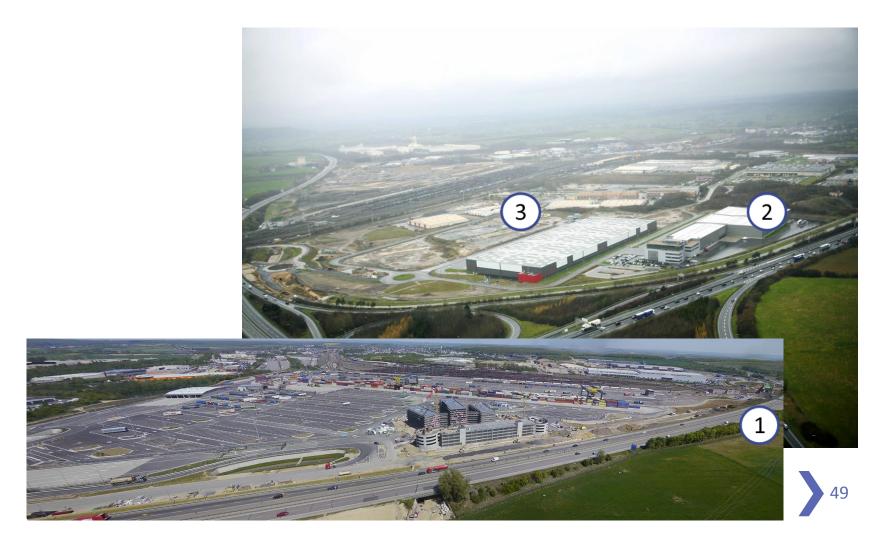
Cluster for Logistics LUXEMDOURG ADDING VALUE IS THE KEY

Rail-Road network



Logistics Park Eurohub Sud Bettembourg-Dudelange





ID CARD LOGISTICS



A COMPLETE OFFER









COMPANIES

EMPLOYMENT

ANNUAL REVENUES

RELEVANT RANKINGS OUTSTANDING HUBS

800

Companies

Many international logistics companies have an international hub in Luxembourg

12,500

Direct jobs

3.6 percent of the entire workforce

3,8 Mrd. Euro

2015 estimate

3.4 % of GNP

Logistics Performance Index - Rank 2

1st Country without Sea Harbour

IMD Competitiveness Index

6th Economy global 1st Economy Europe Multimodal

Bettembourg South hub

Airfreight
 Findel airport

Riverport

Mertert

• Freeport Findel

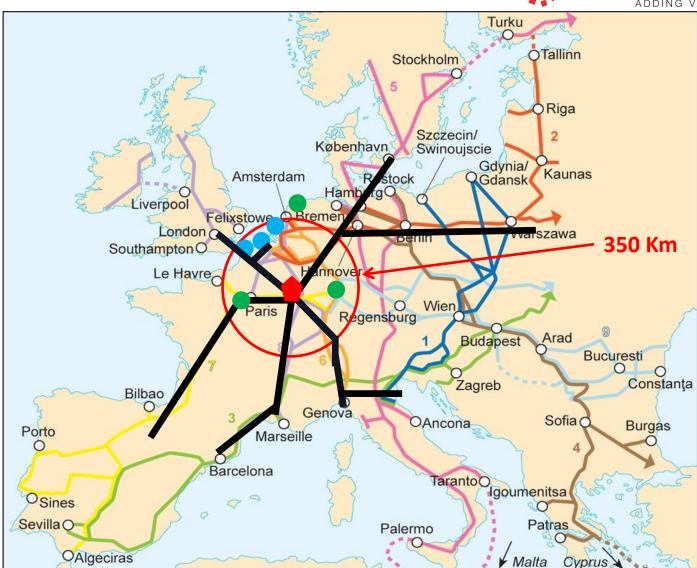
Quadrimodal

Logistics Infrastructures









Collaboration in Multimodal transport and Logistics Parks

- Connect airport and rail?
- Competing air and rail?
- Added value logistics parks (GVZ)
- Involve Major forwarders and shippers









Logistics Infrastructures

Cluster for Logistics LUXEMDOURG abble ADDING VALUE IS THE KEY

INLAND MOSEL-PORT MERTERT

- ➤ The historic back-bone for steel and coal
- ➤ Dedicated to break bulk
- ➤ Connection with the north sea ports by the Mosel-Rhine waterway
- ➤ 150.000 m2 surface

 Extended warehousing capacity for clients
- » 10.000 m2 warehouse space with new secured warehouse (Tapa member)











Logistics Infrastructures

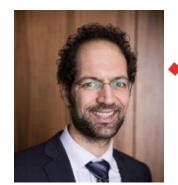
Aircargocenter FINDEL

- Modern dedicated infrastructures of annual capacity of 1 Million t
- **≻**Top 6 airport in Europe
- ➤ Globally Top30 airport
- ➤On-site forwarder logistics centre: 58.000 m2
- ➤ Secure, fast an efficient ground handling, unloading and loading of a Boeing 747/8F in 2 hours
- > 8 dedicated wide body aircraft positions (extension to 12 forseen)
- > Customs clearance 24 x 7
- ➤ Main hub of Global Top 6 airfreighter Cargolux
- ➤ Value & high competence logistics activities: perishables, pharmaceuticals, hazardous goods, valuable goods, live animals, outsized cargo.





Introducing Prof. Benny Mantin





The Roundtable Collaboration in Intermodal transport and Innovation

Panellists:

Mrs Gayane Afrikian, Dubai, Department of Economic Development

Mr Ram Menen, Retired Airline Senior Executive Mr Florian Czech, Business Development CFL multimodal Mr Nik Delmeire, Secretary General European shipper's council (ESC)

Mr Michel Rzonzef Vice president Commercial tyres, Goodyear

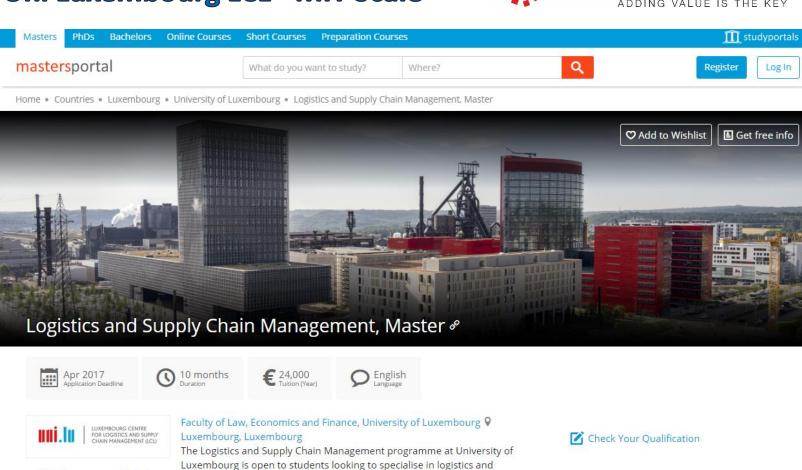
Mr Mark Scheerlinck, CBP Antwerp



Visit Programme Website

Master of supply chain Uni Luxembourg LCL- MIT Scale





Visit Programme Website

supply chain management. Selected candidates will join the international and multilingual student body of the University of Luxembourg.

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Introducing Mr Ram Menem







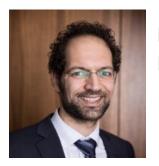
Meeting the Challenge:

Mr Ram Menen, Retired aviation and air cargo executive, Dubai, Kuala Lumpur



Panel Discussion





Moderators:
Prof. Benny Mantin, Uni.lu – Director LCL
Mr Malik Zeniti





Mrs Gayane Afrikian



Mr Ram Menen



Mr Michel Rzonzef



Mr Mark Scheerlinck



Mr Nik Delmeire



Mr Florian Czech



Next C4L activities



- Lean and Green Workshop 31. May , Chamber of commerce
- BVL chapter visit Clear Logistics 20. June Wasserbillig «virtual procurement manager»
- Logistics for Finance Industry Oct 2017
- Grosbusch Fresh Logistics & warehouse in October
- Autumn event 21st of November Robotics and automatisation

C4L Autumn Events – Topic



Topic: Robotics its automatization and impact

Format: c. morning event & key note speaker, Subjects:

Digital Transformation in logistics, Robotics in logistics, Logistics 4.0, EDI to cloud, E-CMR & E





Contact us



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The Luxembourg

Ardennes offer
exceptional hiking trails
through beautiful forests
and picturesque villages.

The Land of the Red Rocks has established a new identity through combining ancient and new technologies.



Often referred to as the Little Switzerland of Luxembourg, Mullerthal owes its name to its hilly landscape reminiscent of Switzerland which attract many tourists.

The **Moselle Region**, named after river, harbours beautiful valleys, famous for their wineries, charming hotels and medieval towns.





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