

Friends of Waterstone

“As the Waterstone team and myself travel around the world, we are often introduced to special people and companies who own and manage enterprises that we find interesting and feel they can add value to travel advisors. These companies are driven with passion and very importantly, and not unlike everyone associated with Waterstone, they are committed to working with travel advisors. We wanted to find a way of bringing these special people and partners to your attention so we formed ‘Friends of Waterstone.’ These companies don’t fit into our Waterstone Collection as a hotel or destination services company but are still connected to us and add texture, enthusiasm and share our thirst for travel.

It is with pleasure that I introduce you to Tenuta Torciano, an exquisite family run vineyard in the Tuscan Hills, and our very first ‘Friend of Waterstone’”

Marcelo

Marcelo D. Vazquez,
President and CEO,
Waterstone



Founded in 1720, the Torciano Vineyard near San Gimignano has been in the Giachi family for 15 generations and they provide a truly exceptional range of unique wine experiences in their vineyard and beyond.

The owner Pierluigi Giachi and his extended family, who make up over 50% of the staff, produce over 700,000 bottles of wine per year from its vineyard in San Gimignano. To say Pierluigi and his family are passionate about wines is a gross understatement. They have gone above and beyond the traditional vineyard tours to offer a truly exceptional range of wine experiences including by boat in the Mediterranean Sea, in one of San Gimignano’s towers, by air for a helicopter tour of Tuscany or combining wine tasting with other unique activities like driving a Ferrari, horseback riding, truffle hunting, cooking classes, archery, yoga and the list goes on! They share that passion promoting their wines and experiences throughout the United States and we encourage our travel advisor partners to consider their diverse range of experiences for your clients. We encourage you to review their video and 2020 Wine Experiences Brochures by clicking on the ‘Friends of Waterstone’ button on our website at www.waterstonemarketing.com/friends-of-waterstone/friends.