

# SEDONA

YANGON

6<sup>th</sup> March 2018



Daw Marlar Aye  
Country Manager

**Asia Expeditions Travels & Tours**

House #04, RM(E), 5<sup>th</sup> floor Corner of Anawyahtar Road and Lower Pazundaung,  
Pazundaung Township, Yangon, Myanmar.

Tel : +95 9 5062644, 1 200401

Email : [phyo@asia-expeditions.com](mailto:phyo@asia-expeditions.com); [marlar@asia-expeditions.com](mailto:marlar@asia-expeditions.com)

Dear Daw Marlar Aye,

**RE: WHOLESALE CONTRACT RATES AGREEMENT**

Thank you for your continuous support towards Sedona Hotel Yangon part of Keppel Land Hospitality Management Pte Ltd (Singapore). We are pleased to extend our contract rates to your esteemed organization for 2018/19.

As we work towards a mutually beneficial and long-term partnership, we are certain that our **new Inya Wing**, with contemporary guestrooms and exciting dining options, will be a preferred accommodation of choice for your guests.

Please return a signed copy of this contract to us before **20<sup>th</sup> March 2018** as an acknowledgement of acceptance.

Keppel Land Hospitality Management Pte Ltd. manages properties in China, Vietnam, Indonesia and Singapore. If you would like to contract with our other properties, feel free to contact us should you require any assistance.

*Sedona. Yours to Discover.*

Yours sincerely

Phyu Phyu Myint @ Phila  
Sales Manager

**Sedona Hotel Yangon**

No. 1 Kaba Aye Pagoda Road, Yankin Township, Yangon, Myanmar

Tel: (95) 1 8605377 Fax: (95) 1 8605366

[www.sedonahotel.com.sg](http://www.sedonahotel.com.sg)

Hotels: Mandalay • Yangon | Suites: Hanoi • Ho Chi Minh City

## Wholesales Rates for All Markets Wholesales Rates for All Markets

PREFERENTIAL TRAVEL AGENT RATES ( NETT IN USD )					
VALIDITY : 01 APRIL 2018 TILL 30 SEPTEMBER 2018					
GARDEN WING	ROOM WITH BREAKFAST				
	FIT		GIT 8 rooms and above		EXTRA BED
	SINGLE	DOUBLE	SINGLE	DOUBLE	
(SUPERIOR / DELUXE)	110		90		65
	FIT /GIT				
GARDEN WING			SINGLE	DOUBLE	EXTRA BED
EXECUTIVE SUITE			230		95
INYA WING			SINGLE	DOUBLE	EXTRA BED
PREMIER DELUXE			140		95
PREMIER DELUXE CLUB			170		
PRESTIGE SUITE			200		
IRRAWADDY SUITE			220		
SHIN SAWBU SUITE			420		

PREFERENTIAL TRAVEL AGENT RATES ( NETT IN USD ) VALIDITY : 01 OCTOBER 2018 TILL 31 MARCH 2019					
GARDEN WING	ROOM WITH BREAKFAST				
	FIT		GIT 8 rooms and above		EXTRA BED
	SINGLE	DOUBLE	SINGLE	DOUBLE	
(SUPERIOR / DELUXE)	120		110		65
			FIT / GIT		
GARDEN WING			SINGLE	DOUBLE	EXTRA BED
EXECUTIVE SUITE			230		95
INYA WING			SINGLE	DOUBLE	EXTRA BED
PREMIER DELUXE			150		65
PREMIER DELUXE CLUB			180		95
PRESTIGE SUITE			210		
IRRAWADDY SUITE			230		
SHIN SAWBU SUITE			430		

### Inya Wing Privileges

1. Complimentary Mini Bar per stay
2. Complimentary Laundry (3 pieces per day/ per room)

Meal Rate per person	Buffet Breakfast	Orzo/ DuFu Lunch	Orzo/ DuFu Dinner	D'cuisine Buffet Lunch (Mon-Sat)	D'cuisine Sunday Brunch	D'cuisine International Buffet Dinner (Mon-Thurs)	D'cuisine Weekend Seafood & BBQ Buffet Dinner (Fri-Sun)
1 <sup>st</sup> April 2018 to 31 <sup>st</sup> Mar 2019	17	25	30	20	27	27	29

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Special arrangements for buffet lunch or dinner may be made for 40 persons or more and below 40 pax will be available for set menu at Orzo & Dufu Restaurant.

The above mentioned rates are quoted in US Dollars and valid for **LEISURE MARKET** only. Rates are non-commissionable and include service charge and prevailing government taxes.

#### **Breakfast Policy**

Children under the age of 4 to 12 years old – 50% of contracted Breakfast Rate

Children under the age of 4 with no extra bed - Complimentary

In the event where daily buffet is not available, set meals will be offered. Special arrangements for buffet lunch or dinner may be made for groups of 40 persons or more.

Breakfast consumed by Tour Leader will be chargeable at the contracted rates.

#### **Complimentary Policy**

For every eight (8) paying rooms, the Hotel will accord **ONE (1) Complimentary as per contract** with breakfast (single or double). For every twenty (20) paying rooms, the Hotel will accord up to a maximum of **TWO (2) Complimentary Rooms** with breakfast (single or double). This concession is non-accumulative across different GITs. The complimentary room must be utilized only during the dates when the GIT is in-house. Additional complimentary rooms will be awarded at the discretion of the Hotel, subject to space availability and season.

#### **Check-in / out Policy**

Check-in time is 2pm (local time) and check-out time is 12 noon (local time).

FOC Late Check Out until 11 pm.

#### **Early Check-in**

Requests for early check-in subject to availability. The following charges apply for guaranteed early check-in.

Early check-in

- Before 9 am : One (1) night's room charge.

#### **Day Use**

Day use room (10am – 6pm) will be subject to 50% of daily room rate.

#### **Reservations**

Please contact our Sales / Reservation Departments at

Tel : +95 1 860 5377

Fax : +95 1 666 911, +95 1 860 5366

Email : [phyuphyu.myint@sedonamyanmar.com](mailto:phyuphyu.myint@sedonamyanmar.com) / [reservation@sedonamyanmar.com](mailto:reservation@sedonamyanmar.com)

Kindly furnish the following details

- Name and salutation of guest(s)
- Room category
- Arrival and departure flight details with transfer requirements
- Credit card details and expiry date
- Passport number
- Any specific requests e.g. Non-smoking rooms and special billings instructions

#### **Deposit and Payment**

For GIT, the Hotel requires a non-refundable deposit equivalent to 30% of the total room revenue upon confirmation. Balance payment must be made **10 days** before the arrival date. Otherwise, GIT block will be released. The Hotel also reserves the right to adjust all rates in the event of tax and/or service charges alterations.

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### No Show / Cancellation Policy

#### Cancellation/No Show charges – FIT

No Show	Full charge
Less than 3 days before arrival	One night's charge
3 days or more before arrival	No charge

#### Cancellation/No Show charges for Group Reservations

For cancellation of group reservations, a written notice must be received by the Hotel fourteen (14) days prior to the group's scheduled arrival.

In the event that the written notice is not received within the stated period, the following charges will apply:

No Show	Full charge
Less than 14 days before arrival	One night's charge

#### Attrition

All amendments to reservations resulting in the reduction of room nights will be considered as partial cancellation and are subject to the abovementioned cancellation charges.

#### Termination of Contract

The Hotel reserves the right to terminate the contract by giving the Operator a written notice seven (7) days' prior to the event, subject to the following:

- Breach of any of the terms and conditions of this agreement;
- Operator enters into bankruptcy or liquidation, whether compulsory or voluntarily, and that in consequence of debt, is served notice relating to bankruptcy or liquidation proceedings;
- Hotel is unable to operate due to hazards/local calamities/mishaps, or any other conditions beyond control;
- Change in composition or ownership of the Hotel;
- Operator resells pre-booked rooms to a third party, without the agreement of the Hotel, other than bona fide guest(s). This includes circulation to other agencies or operators and Online Travel Agents.

#### Credit Facility

A credit facility with limited amount and aging period is given to Operator upon completion and approval of credit application. Application must be submitted one month prior to the event.

Letter of undertaking will be accepted where credit facility with the Hotel is extended. If credit facilities have been granted, travel agent is not required to place a deposit with the hotel.

The Hotel reserves the right to reject the credit application of an Operator. Should no credit facility be allocated, payment method for each reservation will be as stated on the confirmation letter issued by the Hotel.

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**Mode of payment**

The Hotel accepts payment in the form of USD cash, bank draft, telegraphic transfer or credit card:

Account Name : Sedona Hotel Yangon  
Bank Name : Myanmar Investment & Commercial Bank  
Address : 170/ 176 Merchant Street, Kyauktada Township,  
Yangon, Union of Myanmar.  
New Account Number : (USD) FDS. 13 0012  
Bank Transfer charges to be bond by agent.

For individual credit card, a copy of credit card and passport with the guest's date of birth is to be faxed to the Hotel 14 days prior to arrival.

For corporate credit card, a copy of credit card and company's registration certificate is to be faxed to the Hotel 14 days prior to arrival.

All payments via overseas remittance must be in the form of telegraphic transfer and all bank charges are to be borne by the remitter.

Sedona Hotel Yangon and Asia Expeditions Travels & Tours agree to the terms contained above.

For and on behalf of:

*for Sedona*

Mr Rob Tan  
Director of Sales & Marketing  
Sedona Hotel Yangon  
Date: 6.3.2018

*marlar*  
**Marlar Aye**  
**Country Manager**  
**Asia Expeditions Travels & Tours**

Daw Marlar Aye  
Country Manager  
Asia Expeditions Travels & Tours  
Date:



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