



Net Wholesale Agreement between the Loews Don CeSar Hotel and Ocean Beds

Operator:	<i>Ocean Beds</i>
Issue Date:	<i>11/28/16</i>
Contact:	<i>Simon Hilton</i>
Address:	<i>3204 Rolling Oaks Blvd. Kissimmee, FL 34747</i>
Phone:	<i>407-390-6422 ext 110 01144 7464 795 759</i>
Email:	<i>Simon.Hilton@Ocean-Holidays.co.uk</i>

EFFECTIVE RATES AND DATES:

Dec 1 –17, 2016		
Room Type	weekday/weekend rate	Allotment
Superior Room	\$185/\$205	3
Deluxe Room	\$205/\$225	2
Luxury Room	\$225/\$245	2
Standard Junior Suite	\$265/\$285	Upon request

Dec 18, 2016 – February 9, 2017		
Room Type	weekday/weekend rate	Allotment
Superior Room	\$225/\$250	3
Deluxe Room	\$245/\$270	2
Luxury Room	\$265/\$290	2
Standard Junior Suite	\$305/\$330	Upon request

February 10 – April 30, 2017		
Room Type	weekday/weekend rate	Allotment
Superior Room	\$254/\$284	3
Deluxe Room	\$274/\$304	2
Luxury Room	\$294/\$324	2
Standard Junior Suite	\$334/\$364	Upon request

May 1 – August 12, 2017		
Room Type	weekday/weekend rate	Allotment
Superior Room	\$204/\$229	3
Deluxe Room	\$224/\$249	2
Luxury Room	\$244/\$269	2
Standard Junior Suite	\$284/\$309	Upon request

August 13 – Dec 20 2017		
Room Type	weekday/weekend rate	Allotment
Superior Room	\$189/\$209	3
Deluxe Room	\$209/\$229	2
Luxury Room	\$229/\$249	2
Standard Junior Suite	\$269/\$289	Upon request

Dec 21, 2017 – February 8, 2018		
Room Type	weekday/weekend rate	Allotment
Superior Room	\$235/\$260	3
Deluxe Room	\$255/\$280	2
Luxury Room	\$275/\$300	2
Standard Junior Suite	\$315/\$340	Upon request

February 09 – March 31, 2018		
Room Type	weekday/weekend rate	Allotment
Superior Room	\$264/\$294	3
Deluxe Room	\$284/\$314	2
Luxury Room	\$304/\$334	2
Standard Junior Suite	\$344/\$374	Upon request

These rates are net, non-commissionable, E.P (European Plan) and subject to applicable taxes (currently 13%). Rates are in USD and for use only in pre form package programs and are not to be quoted as rack or group rates. Any other use of these rates without written approval is prohibited. The above rates do not include the Mandatory Resort Fee and Resort Fee tax. Weekdays are defined as Sunday through Thursday. Weekends are Friday and Saturday.

For arrivals Dec 23 – 31, 2016: Please load a net rate of \$399 for Deluxe rooms. Please load a net rate of \$419 for Luxury rooms. Cut-off: 72 hours. Load 5 additional Deluxe and Luxury rooms per day on those dates.

PROMOTIONS

- Every 5th Night Free for arrivals Dec 1 – 22, 2016
- Full breakfast daily for two (valued up to \$30 per person per day) for arrivals Dec 1 – 22, 2016
- Firesale on Superior, Deluxe, and Luxury rooms for arrivals Dec 1 – 22, 2016
- Full breakfast daily for two (valued up to \$30 per person per day) for arrivals Dec 23, 2016 – March 31, 2017 ONLY for stays of FOUR nights and more
- **Every 5th Night Free** (cumulative, valid in multiples ex 5th, 10th, 15th) for arrivals **August 13 – December 20, 2017**
Bookable starting from date of signed contract until end of travel window.
Resort Fee waived on Free Nights.
5th night free promotion is not available over Surcharge Dates.

CUTOFFS:

24 hours Dec 1 - 31, 2016

14 Day – Jan 1 – April 30, 2017

7 Days – May 1 - Aug 12, 2017

3 Day - Aug 13 - Dec 20, 2017

14 Day - Dec 21, 2017 - March 31, 2018

Reservations received after cutoff date will be on a space available basis. Please contact Sales Manager to check availability.

SURCHARGE DATES:

Dates	Per Day Surcharge Amounts
April 12 through 15, 2017	\$50.00 per night
July 1 through 5, 2017	\$50.00 per night
Dec 22 through 31, 2017	\$25.00 per night
March 28 through 31, 2018	\$50.00 per night

Please note there is a three (3) night minimum stay requirement over surcharge dates

ROOM DESCRIPTIONS:

SUPERIOR: One King bed or Two Double beds, light airy beach accented room. Located on the 1st and 2nd levels. 250 sq.ft

DELUXE: One King bed or Two Double beds, view of residential surrounding or the intercostal, and Boca Ciega Bay

LUXURY: Indirect/Partial view of the Gulf of Mexico with one (1) king size or two (2) double beds.

STANDARD JUNIOR SUITE: Extended room with (1) king or (2) double beds and a pullout sleeper sofa in the seating area.

Check in time: 4PM

Check out time: 11AM

BLACKOUT DATES:

Additional Blackout dates will be updated and published throughout the year as needed.

Weekend Minimum Length of Stay requirements:

June 11 – Aug 12, 2017: Three or more nights on all Friday & Saturday arrivals

Feb 9 - March 31, 2018: Three or more nights on all Friday & Saturday arrivals

RESORT FEE:

A mandatory **\$25.00** resort fee per room per night, subject to increase, (plus prevailing tax, currently 13%), and currently includes the following. **Please indicate resort fee collection method and place initial next to your chosen option**

- **Guests pay hotel locally.** *SPH*
- **Hotel direct bills Tour Operator.**
 - Premium Plus WIFI in guestrooms
 - Private roundtrip transportation to downtown St. Petersburg daily between 9am-5pm
 - Poolside pampering
 - Non-motorized watersport rentals 8am-10am
 - Half day access to Camp Cesar for kids ages 4-12
 - Complimentary tastings
 - Two bottled waters daily
 - History tours
 - In-room coffee

- Pool and beach games
- Airline boarding pass printing
- Unlimited local phone calls
- 24-hour access to fitness center
- Complimentary yoga and aerobics classes daily
- 24-hour shoe shine service
- Complimentary turndown service upon request

PAYMENT AND CREDIT POLICY:

Prior to the acceptance of Tour Operator's voucher as billing instrument, the Tour Operator must contact hotel credit department to receive credit approval. If credit has been already established, payments must be made within 30 days of receipt of invoice after the guest has checked-in.

CANCELLATION / EARLY DEPARTURE AND "NO-SHOW" POLICY:

The Tour Operator shall be responsible to the Hotel for cancellation / early departure and no show charges. Reservations cancelled less than three (3) days prior to scheduled arrival (or early departure) will be charged for one (1) night's room and tax. Please ensure that you receive a cancellation number. We are not responsible for cancellations to our office without a return cancellation notice. No shows will be charged one (1) night's room and tax as a penalty.

FAMILY PLAN:

There will be no charge for children under eighteen (18) years of age if sharing a room with their parents, utilizing existing bed configuration. Infant cribs will be provided complimentary. Single, double, triple and quad refer to number of adults occupying guest's room, not number of beds in room. Third and fourth adults in guest's room will be charged at \$15.00 net per person. Additional bed (rollaway) required in guest's room will be charged at \$25.00 per rollaway per night.

GENERAL CONDITIONS:

- Our office must receive three (3) samples of your tour voucher. We also require one (1) copy of your brochure where Loews Don CeSar is featured prior to the commencement of your program.
- The Hotel shall have the right to terminate this agreement with the Tour Operator for any reason or no reason with a thirty (30) day written notice to Tour Operator.
- The Hotel reserves the right to add surcharge dates / fees as needed
 - HOTEL will be working on direct connect integration applicable for this contracting period. In the event of a transition, new terms and conditions will apply
- Contract may be stopped (closed) as soon as hotel moves into dynamic model and direct connectivity
- The Hotel shall be held blameless for not providing rooms accommodations or services as the result of occurrences beyond the control of the Hotel (i.e. transportation strikes or failures, weather, deaths or serious illness, acts of terrorism, etc), the Hotel maintains the right to hold the Tour Operator liable for one (1) night's room and tax for cancellation or no show in accordance with cancellation/early departure and "No Show" Policy.
- The Hotel agrees to deal sympathetically, efficiently and politely with all request and complaints made by guests and tender such prompt assistance to offer a resolution to the request / complaint. The Tour Operator may not make monetary compensation to guest after check out or make short payment of room and tax revenues due to Hotel as resolution, without prior written approval by an authorized Hotel representative.

OUR CONTACT INFORMATION: Please make sure to update your files.

Mohammed Daod, Travel Industry Sales Manager

Email: mdaod@loewshotels.com

Phone: (727) 363-5098

Fax: (727) 367-3609

Please send all reservation requests to:

Reservations Fax Number: 877-748-1478

Reservations Email Address: FITreservations@loewshotels.com

Extra Allocation or Special Room Type Request

Reservations Manager: Lisa Richardson

Email: LRichardson@loewshotels.com

Phone: (727) 363-5043

NO OFFER.

Submission of this document by one party to the other does not constitute an offer. Accordingly, unless and until this document is executed and delivered by both parties hereto, submission of this document by one party to the other, along with any communications or correspondence between the parties in connection therewith, is intended only as non-binding discussions, and either party shall have the absolute right to withdraw from such discussion without any liability whatsoever to the other party

SIGNATURE

If all of the aforementioned meets with your approval, please sign and return the original document so it is received by Loews Don CeSar Hotel no later than Dec 15, 2016. A counter-signed copy of the agreement will be returned to you for your files.

Hotel: Loews Don CeSar Hotel
Contact: Mohammed Daod
Title: Travel Industry Sales Manager
Date: _____
Signature: _____

Operator: Ocean Beds
Contact: Simon Hilton
Title: Product Manager
Date: 7th December 2016
Signature: 