



Net Wholesale Agreement between The Don CeSar and Ocean Beds

Operator:	<i>Ocean Beds</i>
Issue Date:	<i>03/03/2017</i>
Contact:	<i>Simon Hilton</i>
Address:	<i>3204 Rolling Oaks Blvd. Kissimmee, FL 34747</i>
Phone:	<i>407-390-6422</i>
Email:	<i>Simon.hilton@ocean-holidays.co.uk</i>

March 1 -31, 2017	
Room Type	Contracted Rate
Superior Room	\$299
Deluxe Room	\$329
Luxury Room	\$359

April 1 – May 30, 2017	
Room Type	Contracted Rate
Superior Room	\$249
Deluxe Room	\$279
Luxury Room	\$309

June 1 – Dec 31, 2017	
Room Type	Contracted Rate
Superior Room	\$199
Deluxe Room	\$229
Luxury Room	\$259

Jan 1 - 31, 2018	
Room Type	Contracted Rate
Superior Room	\$229
Deluxe Room	\$259
Luxury Room	\$289

Feb 1 - 28, 2018	
Room Type	Contracted Rate
Superior Room	\$249
Deluxe Room	\$279
Luxury Room	\$309

March 1 -31, 2018	
Room Type	Contracted Rate
Superior Room	\$299
Deluxe Room	\$329
Luxury Room	\$359

These rates are in US Dollar and are net, non-commissionable, E.P (European Plan) and subject to applicable taxes **(currently 13%)**. Rates are 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.

CUTOFFS:

14 Days – March 1 – May 30, 2017

7 Days – June 1, 2017 – Jan 31, 2018

14 Days – Feb 1 – March 31, 2018

Reservations must be received by 3PM local time on the cutoff date. Requests for rooms after cutoff will be on a space available basis and must be confirmed in writing by the Sales or Reservations Manager prior to confirmation to the end client.

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.

Check in time: 4PM

Check out time: 11AM

FREESALE

All rooms are “free sell” and can be confirmed to the end client at the time of booking unless the dates are subject to blackouts or stop sell notices. Please contact Sales Manager and Reservations to request rates for additional room types.

BLACKOUT DATES:

Blackout dates, stop sells and rate increases will be updated and published throughout the year as needed, the OPERATOR will have 48 hours from the issuing date to act accordingly. The HOTEL operates on a 24-Hour basis, 7-day a week and 365 days a year. The 48 hour timeframe being afforded to the OPERATOR is based on this HOTEL operating schedule. Read Receipts will be used and required during stop sell notification emails.

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. Failure of timely payment can result in termination of this contract.

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 seven (7) 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 (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. Maximum occupancy is 4 for rooms with two doubles and 2 people for rooms with King bed. 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. Additional beds are based on availability and not guaranteed.

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 circle resort fee collection method and place your initials next to your chosen option**

- **Guests pay hotel locally.**
- **Hotel direct bills Tour Operator.**
 - Premium Plus upgraded WIFI in guestrooms
 - Poolside pampering
 - Non-motorized watersport rentals 8am-10am
 - Half day access to Camp Cesar for kids ages 4-12
 - 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

GENERAL CONDITIONS:

- 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.
- Tour Operator agrees to ensure rate parity with hotel's BAR policies once hotel is sold unpackaged. Any Best Rate Guarantee violation will be subject to immediate termination of this contract.
- Tour Operator agrees to ensure hotel will not be resold to any 3rd party which sells unpackaged rates publicly
- The Hotel reserves the right to add fees as needed
- 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.
- The Tour Operator will not advertise that you have the "lowest prices available" (or any similar claim) with respect to the HOTEL's inventory.

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

Mohammed Daod, Travel Industry Sales Manager

Email: mdaod@doncesar.com

Phone: (727) 363-5098

Fax: (727) 367-3609

Please send all reservations requests to:

Reservations Email Address: reservations@doncesar.com

Reservations Number: 800-282-1116

Reservations Fax: +17273676952

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 March 16, 2017. A counter-signed copy of the agreement will be returned to you for your files.

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

Operator: Ocean Beds
Contact: Simon Hilton
Title: Product Manager, Florida
Date: 8th March 2017
Signature: 