

TOUR OPERATOR NAME: Ocean Beds/ ocean Holidays		Must be completed for rate agreement to be valid!
Contractor Name & Email Address: Simon Hilton      simon.hilton@ocean-holidays.co.uk		
International FIT Rate Agreement for:	BEVERLY HILLS MARRIOTT	
Valid:	1 May 2017 - 30 April 2018	



**Net Rates, Allocations, Release Period & Offers:**

Validity Periods:	NET RATES	ALLOCATION	RELEASE
	Standard King or Double Double	Each Room Type	Each Room Type
1 May 17 - 5 July 17	\$219	Free Sell	7 days
6 July 17 - 20 Aug 17	\$259	Free Sell	7 days
21 Aug 17 - 20 Dec 17	\$219	Free Sell	7 days
21 Dec 17 - 6 Jan 18	\$259	Free Sell	7 days
7 Jan 18 - 30 April 18	\$219	Free Sell	7 days
CHECK IN: 4PM CHECK OUT: 12NOON			

**Peak Dates (in lieu of stop sell/black out). Please note a 30 day cancellation policy over these specific premium dates notes below.**

Validity Periods:	NET RATES		ALLOCATION	RELEASE
	Standard King	Standard Dbl Dbl	Each Room Type	Each Room Type
None				

**Close Out Dates:**

Validity Periods:	NET RATES		ALLOCATION	RELEASE
	Standard King	Standard Dbl Dbl	Each Room Type	Each Room Type
None				

**Tax:** Above rates are net, non-commissionable and do not include the current tax of 15.695% (Subject to change without notice)

Tax Breakdown as follows: Occupancy Tax 14% + Tourism Assessment Tax .195% + Cal Tourism Tax 1.5% Total 15.695%

**Max Occupancy:**

Room Type	Max	Additional Ad. Cost	Additional Notes:
Standard King	3	\$20	1 King Bed. Rollaway beds available for King Rooms at a charge of \$25. 330 sq ft/30 sq m
Standard Dbl Dbl	4	\$20	3rd & 4th Adults in room are charged at Additional Adult Cost. 2 Double Beds. 330 sq ft / 30 sq m

**Child Policy:** Children under 12 are free with 2 adults and up to maximum occupancy of room.

**NB:**

The above FIT net rates should never appear or be open for distribution channels as standalone pricing in USD. The Tour Operator is responsible and held accountable for ensuring companies that distribute through them are fully excluded from booking these rates into domestic USA sales channels, including OTA's. There is a zero tolerance policy in effect and in the interests of the true international clients that are depending on using this pricing for which it is solely intended, verification of these distribution terms must be implemented at all times. In the event of any violation of this distribution will result in immediate cancellation of agreement and subject to denial of bookings that were in violation.

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**Reservations Reporting:**

Reservations should be sent to the hotel as they are received & the hotel will respond back with a confirmation number within 24 hours. It is the responsibility of the tour operator to check back with the hotel should they not receive a confirmation number within 24 hours. The hotel reserves the right, when capacity demands dictate, to send out a stop sell notification - at which point any remaining reservations must be reported within 48 hours Mon - Thurs or 72 hours Fri and at this time will be closed to any new reservations.

**Group Inquiries:**

Any reporting under free sell that may be determined as a group – same arrival patterns, source of business/account – of more than 5 rooms arriving in under any one day with same arrival/departure pattern will be flagged and potentially denied under FIT rate agreement for which this pricing is aligned. Please ensure your distribution partners are aware of this and as such should be handled as a group booking request will be priced accordingly.

**Cancellation Policy:**

Excluding premium dates, rooms must be cancelled a minimum of 72 hours prior to arrival to avoid 1 night plus tax charge being imposed. Premium dates all have a 30 day prior to arrival cancellation in effect to avoid 1 night tax charge being imposed.

**Reservations Reporting: FIT bookings are to be made directly to hotel to the attention of the reservations department via the following:**

Email: reservations@bhmarriott.com Fax: 310-277-4469	A return confirmation will follow within 24 hours. Please specify which room type as well as any additional requests.
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**Payment Policy: VCC/Virtual Credit Card Payment system is preferred method for hotel. Please provide specific operational instructions.**

FIT bookings are to be direct billed upon satisfactory completion of hotel credit application. Payment terms are net 30 days from the date of the original invoice. If payment is not received within 30 days, the hotel may immediately impose a late payment charge at the rate of 1.5% per month (annual rate 18%) and the reasonable cost of collection including attorney fees. Any fees associated with sending & receipt of wire transfer payments is the full responsibility of the Tour Operator. Please be sure to reference the billing address clearly on the voucher. Where Direct Billing is not established full prepayment for room and tax must be received no later than 10 days prior to guest arrival - at which time the hotel reserves the right to automatically cancel the reservation without further notice. It is the responsibility of the Tour Operator to maintain timely payment of invoices to avoid suspension of direct billing status. If there is a dispute with an invoice the Tour Operator is to notify the hotel accounting contact within 3 days of receiving to address the disputed items & acknowledges to pay all undisputed items without delay. Please advise client that they will be responsible for providing credit card at check in for any incidental charges, as room and tax will not be disclosed and kept confidential at all times to guest.

**Billing Status: Please check the requested payment method below**

Tour Operator please check preferred option:		For Hotel use only:	
Direct Billing	<input type="checkbox"/>	Direct Billing Approved?	<input type="checkbox"/>
Virtual Credit Card (VCC)	<input checked="" type="checkbox"/>	VCC Agreed?	<input type="checkbox"/>
Pre Pay	<input type="checkbox"/>	Credit Card or Advance Payment Agreed?	<input type="checkbox"/>

**Bank Details for Wire Transfers:**

Wire transfers may be made directly to our bank as follows:	Bank details available upon request	Originating and destination wiring fees are to be paid by the sender
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#### Hotel Contact Information:

General Manager:	Brian Keys (briankeys@remingtonhotels.com)	Beverly Hills Marriott
Director of Sales:	margoepstein@remingtonhotels.com	1150 S. Beverly Drive, Los Angeles, CA 90035 Phone:
Revenue Manager:	sandravargas@remingtonhotels.com	310-553-6561 Fax: 301-277-4469 www.marriott.com/laxbv
Reservations:	reservations@bhmarriott.com	
Res Supervisor:	elialopez@remingtonhotels.com	
Accounting:	larrykane@remingtonhotels.com	

#### Hotel Details:

Star Rating:	4 Star	Number of Rooms:	260 rooms, 10 one bed suites (K or DD)	Room Size	330 sq ft / 30 sq m
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#### Property Location and Distance to ...in miles/km

Airport:	LAX. 8 miles/12 km south of the hotel. 405 freeway to Wilshire Blvd east to Beverly Drive south.
Downtown:	LA Live and downtown LA are approximately 5 miles east of the hotel via the 10 freeway. Bus, taxi, and car service available at varying rates.
Port	Port of LA is 30 miles/45 km south off in San Pedro California. Discounted car service transportation through in house limousine company at a rate of \$120
Beach	Malibu, Venice & Santa Monica beaches approx 5m7.5km west of Beverly Hills. Public bus transportation, taxi, shuttle and car service transportation available.
Other	Ideally located within walking distance of the world class shopping & dining of Rodeo Drive & mins from The Getty Art Museum, LACMA, the Museum of Tolerance, Staples Event Center, and the attractions of Hollywood, Santa Monica and Venice beaches, and Universal Studios & Disneyland parks.

Hotel Facilities:	Yes	No	Comp.	Cost \$	Comments
Breakfast (Specify type)				\$	Cook to order breakfast, continental breakfast, and full American breakfast at Beverly Hills Restaurant
Business Centre	x		x		Located on the lobby level.
Bar/Lounge Onsite	x			\$	
Washer/Dryer Onsite	x			\$	PICO Cleaners dry cleaning service.
Fitness Centre	x		x		Located on the second floor
Internet Access/WiFi	x		x		
Meeting/Banquet Facilities	x		5,000 sq. ft of flexible meeting space including Del Rey Ballroom with pre function/breakout space available for meeting/special events.		
Gift/Sundry Shop	x				Small gift shop offering convenience items. Dull grocery store & drug store within walking distance.
Parking (Self/Valet)	x			\$	Valet Parking charge plus tax (subject to change)
Pool (Indoor/Outdoor)	x		x		Heated outdoor pool
Restaurant(s)	x		Beverly Hills Marriott & Beverly Hills Bar serving American cuisine for breakfast, lunch & dinner. Daily dining, drink specials & happy hour available.		

#### In Room Amenities:

Marriott Bedding (new mattresses, upgraded linens and douvets, 42" flat screen televisions, refrigerator units), Tea/Coffee Maker, Desk, Hair Dryer, Individual Climate Control, Iron & Ironing Board, Rollaway beds (on request), and Telephone Line. All newly renovated guest rooms feature fantastic views of either west to Century City or east to Hollywood and downtown Los Angeles.

#### Key Selling Points: IMAGE LIBRARY - Recently updated high res images available at [www.globalhml.com](http://www.globalhml.com)

Conveniently located in the heart of Beverly Hills, walking distance to Rodeo Drive & world class shopping & dining of Beverly Hills. Centrally located with easy freeway access to all the major attractions of Los Angeles. A beautiful, full service hotel offering on site restaurant & lounge, heated outdoor pool/spa, fitness center & business center services.

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**Tour Operator Details (MUST BE COMPLETED IN FULL):**

Name of Company for Reservation Reporting	Ocean Beds
Other Names on Voucher (if any):	Ocean Holidays
Accounting Contact Details (email/phone/fax)	Scot Grafton, payables@oceanbeds.com
Stop Sale Contact Details (email/phone/fax)	Vinnie D'Amico, stopsales@ocean-holidays.co.uk
Contracting Contact Details (email/phone/fax)	Simon Hilton , 0114 2038239825 simon.hilton@ocean-holidays.co.uk
Mailing Address for Billing	North House, St Edwards Way, Romford , essex RM1 3AE

**Minimum Production:**

These preferred FIT rates are extended with the expectation of production levels achieving a minimum of 200 room nights annually over the course of the annual year. Failure to achieve this level will result in further review & possible exclusion from future FIT rate agreements.

**Confirmation of Acceptance: \*\*\* IMMEDIATE ACTION REQUIRED \*\*\***

In order for these rates and stop sell/peak date rates to be valid, this agreement must be returned back to Mary Keegan, mkeegan@globalhml.com copying in your GHML Account Director within 14 days the date of property signature below.. If this condition is not met, then this agreement is not valid and a new one will be issued and subject to possible revision of stop sell/blackout dates in accordance with changing inventory and conditions at the hotel.

**On Behalf of the Hotel:**

Name	<i>Alanna Deane</i>
Title	<i>EUP of Sales &amp; Marketing</i>
Date	<i>7/22/16</i>

**On Behalf of the Wholesaler/Tour Operator:**

Name	
Title	Head of Product
Date	21st June 2017