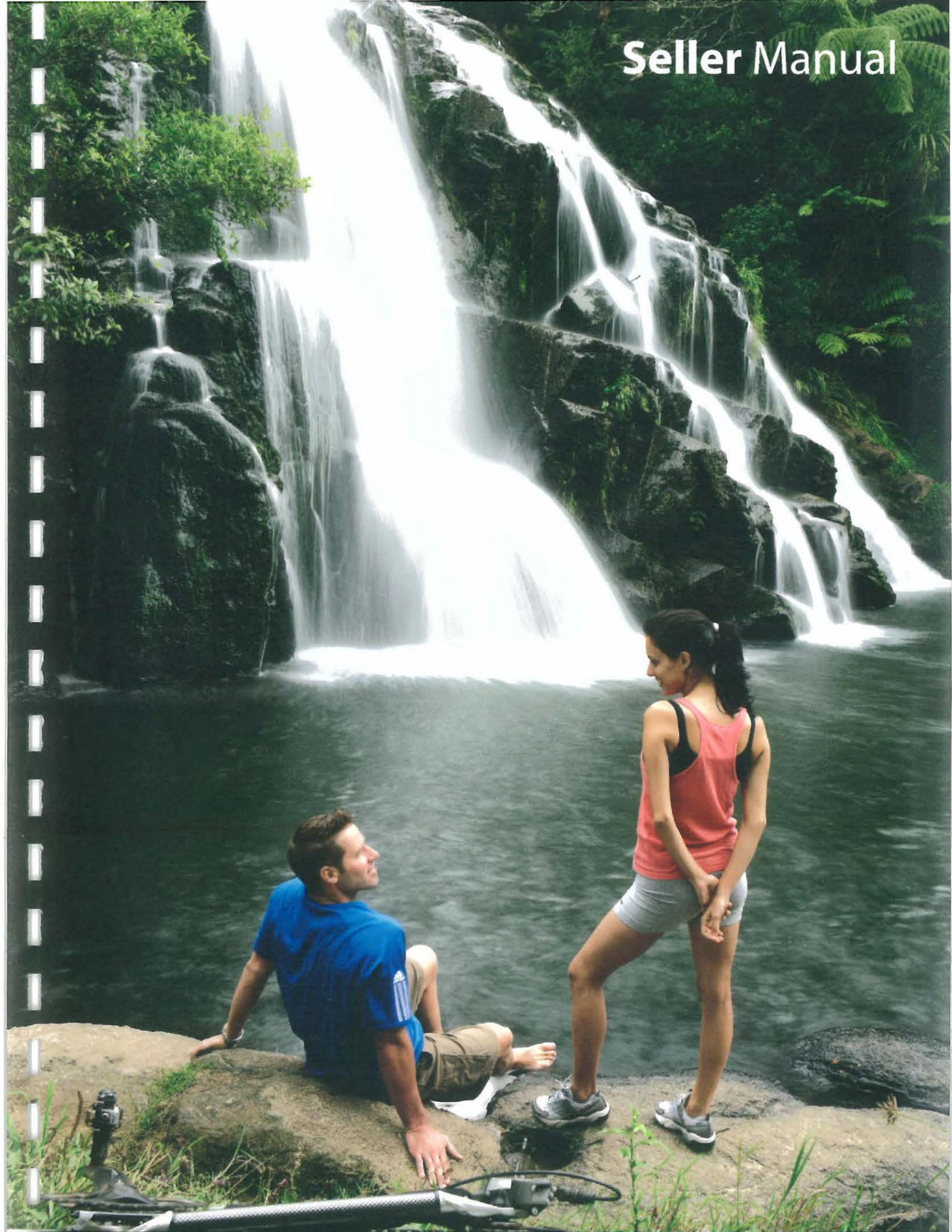


Seller Manual



KIWI LINK
SOUTH & SOUTH EAST ASIA 2013



Kia ora

Welcome to Kiwi Link South & South East Asia. We are delighted you can join us for this very special event.

As many of you will be aware, the South and South East Asia region is incredibly important for the New Zealand tourism economy. Providing over 120,000 visitors per year the markets of India, Indonesia, Thailand, Malaysia and Singapore continue to show signs of strength in contributing to the overall growth of our inbound arrivals.

This week we have 44 Product Managers from across the region joining us at Kiwi Link. This signals their strong desire to build their New Zealand product and sales. Please take advantage of the two days that you have with these Product Managers to get to know them, their businesses and the mutual opportunities that exist.

Your attendance at this event signals your on-going commitment to developing this region alongside Tourism New Zealand. We thank you for this commitment and also for taking the time out of your busy schedules to join us at Kiwi Link this year.

I look forward to spending time with you during the week. If there is anything that my team or I can do to assist making this event even more successful for you, please just ask.

Nga mihi

Mischa Mannix-Opie

Regional Manager South & South East Asia

KIWI LINK
SOUTH & SOUTH EAST ASIA 2013



KIWI LINK SOUTH & SOUTH EAST ASIA 2013

Venue : Grand Ballroom, 4th Floor, Grand Millennium Sukhumvit Hotel

Monday 4th March 2013

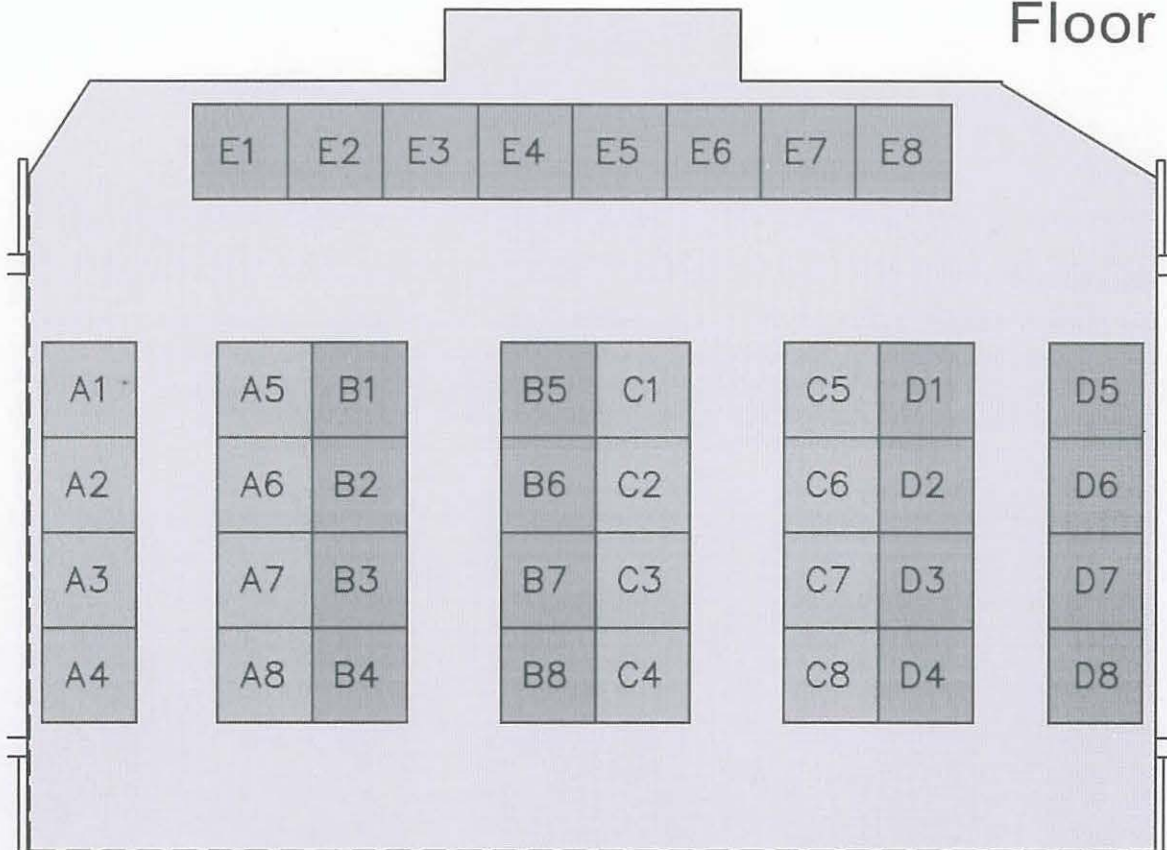
0830 to 0900	Buyer Registration
0900 to 0930	Welcome speech
0930 to 1100	Appointment 1-6
1100 to 1115	Morning Break
1115 to 1300	Appointment 7-13
1300 to 1400	Lunch (Terra Roku, 6 th Floor)
1400 to 1530	Appointment 14-19
1530 to 1545	Afternoon Break
1545 to 1700	Appointment 20-24
1700 to 1830	Freshen up before dinner (Junior Ballroom, 3 rd Floor)
1830 to 2100	Tourism New Zealand Dinner

Tuesday 5th March 2013

0900 to 1100	Appointment 25-32
1100 to 1115	Morning Break
1115 to 1300	Appointment 33-39
1300 to 1400	Lunch (Terra Roku, 6 th Floor)
1400 to 1500	Appointment 40-44 (end of appointments)
1500 to 1515	Afternoon Break
1515 to 1700	Open day

Floor Plan

Floor Plan



- A1 Millennium Hotels & Resorts
- A2 Polynesian Spa & Skyline Rotorua
- A3 Mitchell Corp
- A4 Great Sights New Zealand
- A5 Te Puia
- A6 Pacific Destinationz Limited
- A7 Hobbiton Movie Set Tours
- A8 General Travel NZ Ltd

- B1 Ngai Tahu Tourism
- B2 Agrodome and Lakeland Queen
- B3 Kawarau Jet Rotorua LTD
- B4 The Thermal Explorer Highway
- B5 Destination Marlborough & Nelson Tasman Tourism
- B6 Interislander
- B7 Wellington & Wairarapa
- B8 Museum of New Zealand Te Papa Tongarewa

- C1 New Zealand Journeys Limited
- C2 Sudima Hotels New Zealand
- C3 PAN PACIFIC TRAVEL
- C4 THE GEORGE
- C5 Heritage Hotels
- C6 Whale Watch Kaikoura Ltd
- C7 Aoraki Mount Cook Alpine Village Ltd
- C8 Canterbury & West Coast

- D1 The Helicopter Line
- D2 Ziptrek Ecotours
- D3 Nomad Safaris
- D4 Real Journeys
- D5 Southern Lakes
- D6 The Tanoa Hotel Group
- D7 Southern Discoveries & K Jet
- D8 Distinction Hotels

- E1 Tourism New Zealand Exhibitor Service
- E2 ATS Pacific
- E3 Agroventures Adventure Park
- E4 New Zealand Educational Tours
- E5 Scenic Hotel Group
- E6 Tourism Dunedin
- E7 Larnach Castle Ltd
- E8 Tourism New Zealand

Indian Buyer

PARTICIPANT DETAILS

Company Name	:	EKIDO HOLIDAY TOURS P LTD			
Participant Name	:	KAPIL MALHOTRA			
Position/ Business Title	:	DIRECTOR			
Company Address	:	EKIDO HOLIDAY TOURS P LTD SCO 149-150, MADHYA MARG SECTOR 8 C CHANDIGARH			
Telephone	:	+91 172 2782930	Fax	:	+91 172 2773530
Email	:	kapil@ekido.in			
Company Web site	:	www.EKIDO.in			

COMPANY PROFILE

What year was your company established ? **1966**

What is the current size of your company ?

Number of staff : **15** Number of branches : **2**

What percentage of your business is :

Wholesale : **20%** Retail: **80%** Corporate : Others: (please specific)

What percentage of your sales are : Group: **20%** FIT: **80%** Incentive:

Special Interest: **Luxury Lodges/Other Luxury Option** Others: (please specific)

How long has your company sold New Zealand ? **16 Years**

Currently Selling NZ Products: **YES**

Present New Zealand Land/Inbound Operator:

() Selling Direct or () Both

Do you produce a brochure that contains New Zealand product only ? ()Yes () No

Do you have a website that features New Zealand products ? ()Yes () No

Website URL: **www.EKIDO.in**

In what month do you require information and pricing on New Zealand products for planning New Zealand programme? **FEB/SEP**

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details
KAPIL MALHOTRA	DIRECTOR	kapil@ekido.in	9915088330
POONAM MALHOTRA	DIRECTOR	poonam@ekido.in	9878888330
SHALLU NARULLA	HEAD BRANCH	shallu@ekido.in	9876888330

Indian Buyer

PARTICIPANT DETAILS

Company Name	:	Ezeego one travel and tours limited			
Participant Name	:	Manjula Shenoy			
Position/ Business Title	:	Assistant Manager			
Company Address	:	Vaman Centre, Marol Makwana Road, Off Andheri – Kurla Road, Andheri (E), Mumbai – 400 059, India			
Telephone	:	+91 22 -66904700	Fax	:	+91 22 29202456
Email	:	manjula.shenoy@ezeego1.com			
Company Web site	:	www.ezeego1.com			

COMPANY PROFILE

What year was your company established ? **2006**

What is the current size of your company ?

Number of staff : **450** Number of branches : **NA**

What percentage of your business is :

Wholesale : **50%** Retail: **40%** Corporate : **10%** Others: (please specific)

What percentage of your sales are : Group: **20%** FIT: **80%** Incentive: **NA**

Special Interest: **NA** Others: (please specific)

How long has your company sold New Zealand ? **7 years**

Currently Selling NZ Products: **Yes**

Present New Zealand Land/Inbound Operator: **General Travel / Tour East**

() Selling Direct or () Both

Do you produce a brochure that contains New Zealand product only ? **No (We are online portal)**

Do you have a website that features New Zealand products ? ()Yes () No

Website URL: **www.ezeego1.com**

In what month do you require information and pricing on New Zealand products for planning New Zealand programme? **Preferably in the month of OCT valid for travel Jan – Dec (round the year)**

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details
Kiran Nambiar	Mr	kiran.nambiar@ezeego1.com	+91 22 -66904700
Prathima Alvares	Ms	pratima.alvares@ezeego1.com	+91 22 -66904700
Rupali Partwardhan	Ms	rupali.patwardhan@ezeego1.com	+91 22 -66904700
Manjula Shenoy	Ms	Manjula.shenoy@ezeego1.com	+91 22 -66904700

Indian Buyer

PARTICIPANT DETAILS

Company Name	:	Holiday Representations			
Participant Name	:	Ms. Neha Batra			
Position/ Business Title	:	Asst. Manager-Business Development & Operations			
Company Address	:	W-2/6 West Patel Nagar, 2nd Floor, Opp. Metro Pillar 193 New Delhi-110008			
Telephone	:	+91-11-45054410-12	Fax	:	+91-11-45054412-14
Email	:	neha@holidayrepresentations.com			
Company Web site	:	www.holidayrepresentations.com			

COMPANY PROFILE

What year was your company established ? **1996**

What is the current size of your company ?

Number of staff : **15** Number of branches : **4**

What percentage of your business is :

Wholesale : **90%** Retail: **10%** Corporate : Others: (please specific)

What percentage of your sales are : Group: FIT: **100% (Consists of Honeymooners,**

Family & Small Family Groups) Incentive:

Special Interest: Others: (please specific)

How long has your company sold New Zealand ? **17years**

Currently Selling NZ Products: **Accommodation, Sight-Seeing & Transfers, Car Rentals, Self-Drive & SIC Itineraries**

Present New Zealand Land/Inbound Operator: **ATS Pacific/UTC Pacific, Tour East Australia**

() Selling Direct or () Both

Do you produce a brochure that contains New Zealand product only ? ()Yes () No

Do you have a website that features New Zealand products ? ()Yes () No

Website URL: **www.holidayrepresentations.com**

In what month do you require information and pricing on New Zealand products for planning New Zealand programme? **July**

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details
Raman Narula	CEO	raman@holidayrepresentations.com	+91-9818197788
Vibhuti Shah	Manager Product & Business Development	vibhuti@holidayrepresentations.com	+91-9880437393
Neha Batra	Asst. Manager- Business Development & Operations	neha@holidayrepresentations.com	+91-9871794417

Indian Buyer

PARTICIPANT DETAILS

Company Name	:	JTB TRAVELS PVT LTD
Participant Name	:	MR AASHISH BHATT
Position/ Business Title	:	SR MANAGER – PRODUCT DEVELOPMENT & CONTRACTING
Company Address	:	G-B PIL Court, 111 Maharshi Karve Rd., Churchgate, Mumbai 400 020, India
Telephone	:	+91 22 6620 2800 extn 803
	Fax :	+91 22 6620 2823
Email	:	operations@jtb tours.com
Company Web site	:	www.jtb tours.com

COMPANY PROFILE

What year was your company established ? **1991**

What is the current size of your company ?

Number of staff : **100+** Number of branches : **17**

What percentage of your business is :

Wholesale : **50%** Retail: **30%** Corporate : **20%** Others: (please specific)

What percentage of your sales are : Group:% FIT:..... % Incentive:%

Special Interest: Others: (please specific)

How long has your company sold New Zealand ? **13 years**

Currently Selling NZ Products: **Self Drive, Coach Tours, Honeymoons, Adventure&Special**

Customized Itineraries

Present New Zealand Land/Inbound Operator: General Travels, Naturally New Zealand & GTA

() Selling Direct or (**X**) Both

Do you produce a brochure that contains New Zealand product only ? () Yes (**X**) No But a

Worldwide Leisure Brochure that has 6 pages dedicated to New Zealand

Do you have a website that features New Zealand products ? (**X**) Yes () No

Website URL: **www.jtb tours.com**

In what month do you require information and pricing on New Zealand products for planning New Zealand programme? **In February for summer season (April to Sept) & in August for winter season (October-March)**

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details
Ms Toral H. Vithalani	Executive Director	toral@jtb tours.com	+91 22 6620 2820
Mr Aashish Bhatt	Sr.Manager	operations@jtb tours.com	+91 22 6620 2800 extn 803

Indian Buyer

PARTICIPANT DETAILS

Company Name	:	Kulin Kumar Holidays		
Participant Name	:	Kulin Shah		
Position/ Business Title	:	C.E.O.		
Company Address	:	51/A JSS Road, Cutch Castle, Opera House, Mumbai 400004.		
Telephone	:	91-22-23823333	Fax	: 91-22-23820473
Email	:	kulinshah@kulinkumar.com		
Company Web site	:	www.kulinkumar.com		

COMPANY PROFILE

What year was your company established ? **1988**

What is the current size of your company ?

Number of staff : **43** Number of branches : **2**

What percentage of your business is :

Wholesale : Retail: **80%** Corporate : **20%** Others: (please specific)

What percentage of your sales are : Group: **60 %** FIT: **20%** Incentive: **20%**

Special Interest: **Group Tours.** Others: (please specific)

How long has your company sold New Zealand ? **16 Years**

Currently Selling NZ Products: **Yes**

Present New Zealand Land/Inbound Operator: **Prestige Pacific**

() Selling Direct or () Both

Do you produce a brochure that contains New Zealand product only ? ()Yes () No

Do you have a website that features New Zealand products ? ()Yes () No

Website URL: **www.kulinkumar.com**

In what month do you require information and pricing on New Zealand products for planning New Zealand programme? **December**

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details
Kulin Shah	CEO	kulinshah@kulinkumar.com	919821220477
Pratik Shah	COO	pratik@kulinkumar.com	919870053377
Rajesh Jodhani	GM	rajesh@kulinkumar.com	919821153099

Indian Buyer

PARTICIPANT DETAILS

Company Name	:	Lushescapes			
Participant Name	:	Abhishek Dadlani			
Position/ Business Title	:	Founder & CEO			
Company Address	:	D 282 sarvodaya enclave new delhi 110017			
Telephone	:	9811871888	Fax	:	
Email	:	Travel@lushescapes.com			
Company Web site	:	www.lushescapes.com			

COMPANY PROFILE

What year was your company established ? **2008**

What is the current size of your company ?

Number of staff : **10** Number of branches : **2**

What percentage of your business is :

Wholesale : Retail: **80%** Corporate : **20%** Others: (please specific)

What percentage of your sales are : Group: FIT: **80 %** Incentive: **20%**

Special Interest: Others: (please specific)

How long has your company sold New Zealand ? **4 years**

Currently Selling NZ Products: **yes**

Present New Zealand Land/Inbound Operator: **naturally nz**

() Selling Direct or () Both

Do you produce a brochure that contains New Zealand product only ? ()Yes () No

Do you have a website that features New Zealand products ? ()Yes () No

Website URL: http://lushescapes.com/country/new_zealand

In what month do you require information and pricing on New Zealand products for planning New Zealand programme? **August**

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details
Kenneth Francis	BDM	Kenneth@lushescapes.com	
Susankar Bowri	BDM	susankar@lushescapes.com	

Indian Buyer
PARTICIPANT DETAILS

Company Name	:	Peekay Holidays Pvt Ltd		
Participant Name	:	Pawan Kumar Gupta		
Position/ Business Title	:	Managing Director		
Company Address	:	No 56, Casa Major Road 2 nd Floor Egmore Chennai -600008		
Telephone	:	04428193333/4444	Fax	: 04428191200
Email	:	pawan@peekayindia.com		
Company Web site	:	www.peekayholidays.com		

COMPANY PROFILE

What year was your company established ? **1997**

What is the current size of your company ?

Number of staff : **20** Number of branches : **1**

What percentage of your business is :

Wholesale : **25%** Retail: **60%** Corporate : **15%** Others: (please specific)

What percentage of your sales are : Group: **55%** FIT: **25%** Incentive: **10%**

Special Interest: **10%** Others: (please specific)

How long has your company sold New Zealand ? **13 Years**

Currently Selling NZ Products: **Yes**

Present New Zealand Land/Inbound Operator:

() Selling Direct or () Both

Do you produce a brochure that contains New Zealand product only ? ()Yes () No

Do you have a website that features New Zealand products ? ()Yes () No

Website URL:

In what month do you require information and pricing on New Zealand products for planning New Zealand programme? **Keep me updated throughout the year.**

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details
Neeraj Gupta	Director	Neeraj@peekayindia.com	9884556565
Siva Kumar	AGM	skumar@peekayindia.com	9176777804

Indian Buyer

PARTICIPANT DETAILS

Company Name	:	Saltours International			
Participant Name	:	Mr. Amit S. Pradhan			
Position/ Business Title	:	Sr.Manager special Products			
Company Address	:	IBI Gundechaonclave, Sakinaka Amdmeri			
Telephone	:	+91 2265888888	Fax	:	+91 2267204880
Email	:	amit@saltours.net			
Company Web site	:	www.saltoursweb.com			

COMPANY PROFILE

What year was your company established ? **1997**

What is the current size of your company ?

Number of staff : **300+** Number of branches : **17**

What percentage of your business is :

Wholesale : **100%** Retail: Corporate : Others: (please specific)

What percentage of your sales are : Group: **20%** FIT **80%** Incentive:

Special Interest: Others: (please specific)

How long has your company sold New Zealand ? **16 years**

Currently Selling NZ Products: **Yes**

Present New Zealand Land/Inbound Operator: **UTC, KIWI WAYS**

() Selling Direct or () Both

Do you produce a brochure that contains New Zealand product only ? ()Yes () No

Do you have a website that features New Zealand products ? ()Yes () No

Website URL: **www.saltoursweb.com**

In what month do you require information and pricing on New Zealand products for planning New Zealand programme? **Between JAN-FEB + JULY-AUG**

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details

Indian Buyer

PARTICIPANT DETAILS

Company Name	:	Thomas Cook (I) Ltd		
Participant Name	:	Gaurav Seth		
Position/ Business Title	:	General Manager – Leisure Travel (Outbound)		
Company Address	:	Thomas Cook Bldg, D N Road, Fort, Mumbai – 400001		
Telephone	:	0091 22 66091108	Fax	: 0091 22 22871069
Email	:	Gaurav.Seth@in.thomascook.com		
Company Web site	:	www.thomascook.in		

COMPANY PROFILE

What year was your company established ? **1881**

What is the current size of your company ?

Number of staff : **3000** Number of branches : **172 (Branches + GCP)**

What percentage of your business is :

Wholesale : **40%** Retail: **50%** Corporate : **10%** Others: (please specific)

What percentage of your sales are : Group: **50%** FIT: **25%** Incentive: **25%**

Special Interest: Others: (please specific)

How long has your company sold New Zealand ? **Around 17-18Years**

Currently Selling NZ Products: **Yes**

Present New Zealand Land/Inbound Operator:

() Selling Direct or () Both

Do you produce a brochure that contains New Zealand product only ? ()Yes () No

Do you have a website that features New Zealand products ? ()Yes () No

Website URL: **www.thomascook.in**

In what month do you require information and pricing on New Zealand products for planning New

Zealand programme? **June & October**

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details
Ms. Shibani Phadkar	Vice President	Shibani.Phadkar@in.thomascook.com	0091 22 66091222
Mr. Anoop Dsouza	Asso Vice President	Anoop.Dsouza@in.thomascook.com	0091 22 66091120
Ms. Deepti Mehta	General Manager	Deepti.Mehta@in.thomascook.com	0091 22 66091262
Ms. Anushka Sahni	Senior Manager	Anushka.sahni@in.thomascook.com	0091 22 66091257

Indian Buyer

PARTICIPANT DETAILS

Company Name	:	VACATIONS EXOTICA DESTINATIONS PVT. LTD		
Participant Name	:	ANAITA ELAVIA		
Position/ Business Title	:	VICE PRESIDENT		
Company Address	:	605, GAGANGIRI APARTMENTS, PARLESHWAR ROAD, OPP. SARDAR PATEL BAUG, VILE PARLE EAST, MUMBAI – 400057		
Telephone	:	9820171782	Fax	:
Email	:	anaita@vacationsexotica.com		
Company Web site	:	www.vacationsexotica.com		

COMPANY PROFILE

What year was your company established ? **2007**

What is the current size of your company ?

Number of staff : **150** Number of branches : **11**

What percentage of your business is :

Wholesale : **40%** Retail: **40%** Corporate : **20%** Others: (please specific)

What percentage of your sales are : Group: **30%** FIT: **60%** Incentive: **10%**

Special Interest: Others: (please specific)

How long has your company sold New Zealand ? **2007**

Currently Selling NZ Products: **Group tours to New Zealand, FIT Products to New Zealand**

Present New Zealand Land/Inbound Operator: **General Travels / New Zealand Journeys**

() Selling Direct or (**X**) Both

Do you produce a brochure that contains New Zealand product only ? (**X**)Yes () No

Do you have a website that features New Zealand products ? (**X**)Yes () No

Website URL: **www.vacationsexotica.com**

In what month do you require information and pricing on New Zealand products for planning New Zealand programme? **November**

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details
Anaita Elavia	Vice President	anaita@vacationsexotica.com	9820171782

Indian Buyer
PARTICIPANT DETAILS

Company Name	:	Xtreme Destination PVT. Ltd.			
Participant Name	:	Mr.Chintan Kayani			
Position/ Business Title	:	Director			
Company Address	:	Gikrishna Kunt, Tacore Road, Santacruz (w) Mum 54			
Telephone	:	+91 22 26611993	Fax	:	+91 22 26611993
Email	:	info@x-d.in , ck@x-d.in			
Company Web site	:	www.x-d.in			

COMPANY PROFILE

What year was your company established ? **2012**

What is the current size of your company ?

Number of staff : **3** Number of branches : **2**

What percentage of your business is :

Wholesale : **50%** Retail: **50%** Corporate : Others: (please specific)

What percentage of your sales are : Group: **50%** FIT: **50%** Incentive:

Special Interest: Others: (please specific)

How long has your company sold New Zealand ? **1 Year**

Currently Selling NZ Products: **Hotel, Adventure, Activities Cruise, Local Tours**

Present New Zealand Land/Inbound Operator: **Xtreme Destination Ltd.**

() Selling Direct or () Both

Do you produce a brochure that contains New Zealand product only ? ()Yes () No

Do you have a website that features New Zealand products ? ()Yes () No

Website URL: **www.x-d.in**

In what month do you require information and pricing on New Zealand products for planning New Zealand programme? **June**

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details
Bhaven Kenia	Director	xecure@x-d.in	+91 9699696662
Chintan Kayani	Director	cr@x-d.in	+91 9820098225

Indian Buyer

PARTICIPANT DETAILS

Company Name	:	Shree Harshil Tours & Travels/Harshil Holidays		
Participant Name	:	Mr Harshil Shah		
Position/ Business Title	:	Partner		
Company Address	:	3,Shukra Building, Diamond Market, Gaushala lane,off.daftary Road,Malad :-East,Mumbai 400097		
Telephone	:	28804630/28807223/28440405	Fax	: 28440412
Email	:	harshilshah@harshiltours.com		
Company Website	:	www.harshiltours.com		

COMPANY PROFILE

What year was your company establish? **1999**

What is the current size of your company?

Number of staff: **20** Number of branches: **2**

What percentage of your business is: Wholesale: Retail: **50%** Corporate: **50%**

Others: (please specific)

What percentage of your sales are: Group: **15%** FIT: **50%** Incentive: **10%**

Special Interest: **Honeymooners:-25%** Others: (please specific)

How long has your company been selling New Zealand? **From last 12 Years**

Currently Selling NZ Products:Yes:- **Honeymoon Couple:-15 Days Tour**

Present New Zealand Land/Inbound Operator: **Pacific Destinationz/ ATS Pacific**

() Selling Direct or (**X**) Both

Do you produce a brochure that contains New Zealand product only? () Yes (**X**) No

Do you have a website that features New Zealand products? (**X**) Yes () No

Website URL: **www.harshiltours.com**

In what month do you require information and pricing on New Zealand products for planning New Zealand programme? **For March, May and October.**

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details
Mr Pravin Shah	Managing Partner	pravinshah@harshiltours.com	9820153656
Mr Harshil Shah	Partner	harshilshah@harshiltours.com	9820006278

Indonesia Buyer

PARTICIPANT DETAILS

Company Name	:	PT Golden Rama Express			
Participant Name	:	Mr Edhi Sutadharma			
Position/ Business Title	:	General Manager			
Company Address	:	Graha Dinamika Lt. 1 & 2C Jl Tanah Abang II No 49-51 Jakarta Pusat 10160 Indonesia			
Telephone	:	62 21 231 3131	Fax	:	62 21 345 1222
Email	:	edhi@golden-rama.com			
Company Web site	:	www.golden-rama.com			

COMPANY PROFILE

What year was your company established? **1971**

What is the current size of your company?

Number of staff: **40** Number of branches: **6**

What percentage of your business is:

Wholesale : Retail: **100%** Corporate : Others: **Incentive** (please specific)

What percentage of your sales are: Group: **60%** FIT: **20%** Incentive: **20%**

Special Interest: **NIL** Others: (please specific)

How long has your company sold New Zealand? Past : **42 years**

Currently Selling NZ Products: **Yes**

Present New Zealand Land/Inbound Operator: **NZ Journeys / General Travel**

() Selling Direct or (**X**) Both

Do you produce a brochure that contains New Zealand product only? (**X**)Yes () No

Do you have a website that features New Zealand products? (**X**)Yes () No

Website URL: **www.golden-rama.com**

In what month do you require information and pricing on New Zealand products for planning New Zealand programme? **Monthly**

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details
Andrew Markata		Andrew.haditeno@golden-rama.com	6212 2313131



Indonesia Buyer

PARTICIPANT DETAILS

Company Name	:	PT Smailing Tours & Travel		
Participant Name	:	Mr Levie Lantu		
Position/ Business Title	:	Vice President Marketing Business Development		
Company Address	:			
Telephone	:		Fax	:
Email	:			
Company Website	:			

COMPANY PROFILE

What year was your company establish?

What is the current size of your company?

Number of staff:..... Number of branches:

What percentage of your business is:

Wholesale : Retail: Corporate : Others: (please specific)

What percentage of your sales are: Group: FIT: Incentive:

Special Interest: Others: (please specific)

How long has your company been selling New Zealand?

Currently Selling NZ Products:

Present New Zealand Land/Inbound Operator:

() Selling Direct or () Both

Do you produce a brochure that contains New Zealand product only? () Yes () No

Do you have a website that features New Zealand products? () Yes () No

Website URL:

In what month do you require information and pricing on New Zealand products for planning New Zealand programme?.....

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details

Malaysia Buyer
PARTICIPANT DETAILS

Company Name	:	Chan's World Leisurelink Travel Sdn Bhd		
Participant Name	:	Ow Lai Fong Joyce		
Position/ Business Title	:	Retail Manager + PD		
Company Address	:	No 153, Jalan Imbi , 55100 Kuala Lumpur Malaysia		
Telephone	:	603 9207 5222	Fax	: 603 9207 5200
Email	:	Joyce.ow@leisurelink.com.my		
Company Web site	:	www.chnworld.com.my		

COMPANY PROFILE

What year was your company established? **1999**

What is the current size of your company?

Number of staff: **21** Number of branches: **1**

What percentage of your business is: Wholesale : **5%** Retail: **90%** Corporate : **5%**

Others: **Incentive 10%** (please specific)

What percentage of your sales are: Group: **57%** FIT: **20%** Incentive: **20%**

Special Interest: **NIL** Others: **3%** (please specific)

How long has your company sold New Zealand? **Past : End of year 2000**

Currently Selling NZ Products: **Yes**

Present New Zealand Land/Inbound Operator: **ATS Pacific / MK Tours (Muslim)**

() Selling Direct or (**X**) Both

Do you produce a brochure that contains New Zealand product only? (**X**)Yes () No

Do you have a website that features New Zealand products? (**X**)Yes () No

Website URL: **www.chanworld.com.my**

In what month do you require information and pricing on New Zealand products for planning New Zealand programme? **January and August**

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details
Mary Kheng	Director of Business Development	maryk@chanbrothers.com.sg	+65 6212 9933
Mr Ken Lim	Assistant Manager	kenlim@leisurelink.com.my	603 9207 5222
Mr Marcus Lai	Asst Manager(wholesale)	Marcus.lai@leisurelink.com.my	603 9207 5222

Malaysia Buyer
PARTICIPANT DETAILS

Company Name	:	Harpers Travel Malaysia		
Participant Name	:	David LOW		
Position/ Business Title	:	General Manager		
Company Address	:	Lobby Level, Menara Melawangi, Amcorp Trade Centre 18 Persiaran Barat, 46050 Petaling Jaya. Selangor		
Telephone	:	603-7947-1388	Fax	: 603-7947-1355
Email	:	davidlow@harperstrvel.com		
Company Web site	:	www.harperstravel.com		

COMPANY PROFILE

What year was your company established? **1961**

What is the current size of your company?

Number of staff: **51** Number of branches: **1**

What percentage of your business is: Wholesale : **10%** Retail: **20%** Corporate : **50%**

Others: **Incentive 10%** (please specific)

What percentage of your sales are: Group: **10%** FIT: **70%** Incentive: **20%**

Special Interest: **Shopping & Sightseeing** Others: **Meetings & Fellowship Dinner** (please specific)

How long has your company sold New Zealand? **Past 30years**

Currently Selling NZ Products: **Yes**

Present New Zealand Land/Inbound Operator: **General Travel/Kiwiway Vacations**

() Selling Direct or (**X**) Both

Do you produce a brochure that contains New Zealand product only? (**X**)Yes () No

Do you have a website that features New Zealand products? (**X**)Yes () No

Website URL: <http://www.newzealand.com/my/travel-agent-or-airline/>

: <http://www.kiwiway.com/?whitelabel=harpers>

In what month do you require information and pricing on New Zealand products for planning New Zealand programme? **August (summer season) & Feb (winter season)**

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details
Stephanie Leow	Executive-Product Development	stephnaieleow@harperstravel.com	603-7947-1399
Sharon Chin	Senior Officer-Product Development	sharon.chin@harperstravel.com	603-7947-1399
Ann Leong	Assist manager-FIT	annleong@harperstravel.com	603-7947-1388

Malaysia Buyer

PARTICIPANT DETAILS

Company Name	:	Holiday Tours & Travel Sdn Bhd		
Participant Name	:	Alice Ng		
Position/ Business Title	:	Operations Officer Outbound		
Company Address	:	A0-1 Block A No 1 Jalan Seri Utara 1 Sri Utara Off Jalan Ipoh 68100 Kuala Lumpur West Malaysia		
Telephone	:	603 6286 6238 Ext 7007	Fax	: 603 6286 6238
Email	:	Alice.ng@holidaytours.com.sg		
Company Web site	:	www.holidaytours.com.my		

COMPANY PROFILE

What year was your company established? **1975**

What is the current size of your company?

Number of staff: **270** Number of branches: **4**

What percentage of your business is: Wholesale : **20%** Retail: **20%** Corporate : **60%**

Others: **Incentive 10%** (please specific)

What percentage of your sales are: Group: **10%** FIT: **60%** Incentive: **30%**

Special Interest: **NIL** Others: **3%** (please specific)

How long has your company sold New Zealand? Past : **30 Years**

Currently Selling NZ Products: **Yes**

Present New Zealand Land/Inbound Operator: General Travel NZ

() Selling Direct or (**X**) Both

Do you produce a brochure that contains New Zealand product only? (**X**)Yes () No

Do you have a website that features New Zealand products? (**X**)Yes () No

Website URL: **www.holidaytours.com.my**

In what month do you require information and pricing on New Zealand products for planning New Zealand programme? **January and August**

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details
Jamie How	VP Outbound	Jamie.how@holidaytours.com.my	603 6286 6288
Kwong Kar Wei	Product Manager	Karwei.kwong@holidaytours.com.my	603 6286 6200



Malaysia Buyer

PARTICIPANT DETAILS

Company Name	:	K H Travel (M) Sdn Bhd			
Participant Name	:	John Tok			
Position/ Business Title	:	Director			
Company Address	:	28 Jalan Permas 10 Bandar Baru Permas Jaya 81750 JB			
Telephone	:	+60 7 224 8888	Fax	:	+60 7 221 7337
Email	:	johntok@khtravel.com			
Company Website	:	www.khtravel.com			

COMPANY PROFILE

What year was your company establish? **1991**

What is the current size of your company?

Number of staff : **8** Number of branches : **2**

What percentage of your business is : Wholesale : **70%** Retail : **30%** Corporate : **NA**

Others : **NA**

What percentage of your sales are: Group : **30%** FIT : **40%** Incentive : **30%**

Special Interest : **NA** Others : **NA**

How long has your company been selling New Zealand? **17 years**

Currently Selling NZ Products : **Yes**

Present New Zealand Land/Inbound Operator : **General Travel**

(**X**) Both (Selling Direct & Wholesales)

Do you produce a brochure that contains New Zealand product only? (**X**) Yes () No

Do you have a website that features New Zealand products? (**X**) Yes () No

Website URL : **www.khtravel.com**

In what month do you require information and pricing on New Zealand products for planning New Zealand programme? **March & September**

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details
Angela	Operation Manager	angela@khtravel.com	+60 167773372
Low Su Kim	Branch Manager	low@khtravel.com	+60 7 388 3333
Ocean Chin	Tour Executive	chin@khtravel.com	+60 7 224 8888

Malaysia Buyer PARTICIPANT DETAILS

Company Name	:	MAL Central Travel Sdh Bhd			
Participant Name	:	Mr Marcus Wong			
Position/ Business Title	:	General Manager			
Company Address	:	122A Jalan Cerdas, Taman Connaught Cheras 56000 Kuala Lumpur Malaysia			
Telephone	:	603 9100 2233	Fax	:	603 9101 5313
Email	:	marcus@malcentral.com.my			
Company Web site	:	www.flynow.com.my			

COMPANY PROFILE

What year was your company established? **1985**

What is the current size of your company?

Number of staff: **25** Number of branches: **1**

What percentage of your business is: Wholesale : **50%** Retail: **50%** Corporate :

What percentage of your sales are: Group: **70%** FIT: **30%** Incentive:

Special Interest: **NIL** Others: (please specific)

How long has your company sold New Zealand? Past : **More than 20 years**

Currently Selling NZ Products: **Yes**

Present New Zealand Land/Inbound Operator: Pan Pacific NZ and Southern World

() Selling Direct or (**X**) Both

Do you produce a brochure that contains New Zealand product only? (**X**) Yes () No

Do you have a website that features New Zealand products? (**X**) Yes () No

Website URL: **www.flynow.com.my**

In what month do you require information and pricing on New Zealand products for planning New Zealand programme? **January and July**

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details
Michael Thein	Managing Director	Michael@malcentral.com.my	6016 209 0085
TRACY TEE	OPERATION MANAGER	tracy@malcentral.com.my	603-9100 2233
MANDY SIEW	DESTINATION OFFICER	mandy@malcentral.com.my	603-9100 2233

Malaysia Buyer
PARTICIPANT DETAILS

Company Name	:	Malaysian Harmony Tour & Travel S/B			
Participant Name	:	Mr Eddy Lim Chee Thih			
Position/ Business Title	:	Tour Supervisor – Western Market			
Company Address	:	No 21 Jalan Tong Shin , 50200, Kuala Lumpur			
Telephone	:	03 2145 9122	Fax	:	03 2148 0437
Email	:	Eddy_western@mysharmony.com			
Company Web site	:	www.malaysianharmony.com.my			

COMPANY PROFILE

What year was your company established? **1984**

What is the current size of your company?

Number of staff: **115** Number of branches: **2**

What percentage of your business is: Wholesale : **30%** Retail: **50%** Corporate : **20%**

Others: **Incentive 10%** (please specific)

What percentage of your sales are: Group: **50%** FIT: **30%** Incentive: **20%**

Special Interest: **NIL** Others: (please specific)

How long has your company sold New Zealand? Past : **More then 10 years**

Currently Selling NZ Products: **Yes**

Present New Zealand Land/Inbound Operator: **NZ Journeys & General Travel**

() Selling Direct or (**X**) Both

Do you produce a brochure that contains New Zealand product only? (**X**)Yes () No

Do you have a website that features New Zealand products? (**X**)Yes () No

Website URL: **www.malaysianharmony.com.my**

In what month do you require information and pricing on New Zealand products for planning New Zealand programme? **January and July**

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details
Copper Huang	CEO	cooper@mysharmony.com	03 2145 9122
AL Chan	Senior Tour Consultant	al_chan@12fly.com.my	03 2142 5227

Malaysia Buyer

PARTICIPANT DETAILS

Company Name	:	MSL Travel Sdn Bhd		
Participant Name	:	Ms Carmela Astorga		
Position/ Business Title	:	Senior Tour Consultant		
Company Address	:	MSL Building , 66 Jalan Putra 50350 Kuala Lumpur Malaysia		
Telephone	:	603 404 24 722	Fax :	603 404 33 707
Email	:	tours@msltravel.com		
Company Web site	:	www.msltravel.com		

COMPANY PROFILE

What year was your company established? **1976**

What is the current size of your company?

Number of staff: **36** Number of branches: **34**

What percentage of your business is: Wholesale : **NA** Retail: **90%** Corporate : **10%**

Others: **Incentive NA** (please specific)

What percentage of your sales are: Group: **5%** FIT: **95%** Incentive: **30%**

Special Interest: **NIL** Others: **3%** (please specific)

How long has your company sold New Zealand? Past : **35 Years**

Currently Selling NZ Products: **Yes**

Present New Zealand Land/Inbound Operator: **Various ,ATS**

() Selling Direct or (**X**) Both

Do you produce a brochure that contains New Zealand product only? (**X**)Yes () No

Do you have a website that features New Zealand products? (**X**)Yes () No

Website URL: **www.msltravel.com**

In what month do you require information and pricing on New Zealand products for planning New Zealand programme? **November**

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details
Ramchand	CEO	Ramchand@msltravel.com	603 404 24 7222

Malaysia Buyer
PARTICIPANT DETAILS

Company Name	:	PNL Travel Sdn Bhd		
Participant Name	:	Ms Ezaini Yaakub		
Position/ Business Title	:	Tour Planner / Development		
Company Address	:	24 Jalan Serkut, Taman Pertama, Cheras 56100 Kuala Lumpur		
Telephone	:	603 92844859	Fax	: 603 9285 0490
Email	:	Ezaini.yaakub@pnltravel.com.my		
Company Web site	:	www.pnltravel.com.my		

COMPANY PROFILE

What year was your company established? **1985**

What is the current size of your company?

Number of staff: **20** Number of branches: **1**

What percentage of your business is: Wholesale : **20%** Retail: **50%** Corporate : **30%**

Others: **Incentive 10%** (please specific)

What percentage of your sales are: Group: **20%** FIT: **50%** Incentive: **30%**

Special Interest: **NIL** Others: **3%** (please specific)

How long has your company sold New Zealand? Past : **10 years**

Currently Selling NZ Products: **Yes**

Present New Zealand Land/Inbound Operator: **ATS Pacific**

() Selling Direct or (**X**) Both

Do you produce a brochure that contains New Zealand product only? () Yes (**X**) No

Do you have a website that features New Zealand products? () Yes (**X**) No

Website URL: **www.pnltravel.com.my**

In what month do you require information and pricing on New Zealand products for planning New Zealand programme? **January and August**

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details
May Pang	Asst Manager	May.pang@pnltravel.com.my	603 92844859
Sammi Low	Supervisor	Sammi.low@pnltravel.com.my	603 92844859

Singapore Buyer
PARTICIPANT DETAILS

Company Name	:	FCm Singapore Pte Ltd/ Flight Centre Singapore		
Participant Name	:	Grace Elissa Lukito		
Position/ Business Title	:	Product Manager		
Company Address	:	120 Robinson Road #06-01 Singapore 068913		
Telephone	:	65 65934450	Fax	: 65 6593 4499
Email	:	Grace.lukito@sg.cm.travel		
Company Web site	:	www.flightcentre.com.sg		

COMPANY PROFILE

What year was your company established? **2007**

What is the current size of your company?

Number of staff: **100** Number of branches: **4**

What percentage of your business is: Wholesale : Retail: **30%** Corporate : **70%**

Others: (please specific)

What percentage of your sales are: Group: FIT: **90%** Incentive: **10%**

Special Interest: Others: (please specific)

How long has your company sold New Zealand? **6 years**

Currently Selling NZ Products: **3 years**

Present New Zealand Land/Inbound Operator: **General Travel-Kiwiways**

() Selling Direct or (**X**) Both

Do you produce a brochure that contains New Zealand product only? () Yes (**X**) No

Do you have a website that features New Zealand products? (**X**) Yes () No

Web site URL: **www.flightcentre.com.sg**

In what month do you require information and pricing on New Zealand products for planning New Zealand programme? **Dec Jan/ Jun July**

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details
Gary Yen	Product/Marketing Leader	Gary.yen@flightcentre.com.sg	65 6593 4462

Singapore Buyer
PARTICIPANT DETAILS

Company Name	:	Hong Tai Travel Services (S) Pte Ltd		
Participant Name	:	Ms Chong Jen Min Jasmine		
Position/ Business Title	:	Deputy General Manager		
Company Address	:	1 Park Road #02-121 People's Park Complex Singapore 059108		
Telephone	:	6533 9633	Fax	: 6534 1633
Email	:	dgmoutbound@hongthai.com.sg jasminchong@hongthai.com.sg		
Company Web site	:	www.hongthai.com.sg		

COMPANY PROFILE

What year was your company established? **August 1985**

What is the current size of your company?

Number of staff: **150** Number of branches: **1**

What percentage of your business is: Wholesale : **5%** Retail: **90%** Corporate : **5%**

Others: **Incentive NA** (please specific)

What percentage of your sales are: Group: **40%** FIT: **65%** Incentive: **5%**

Special Interest: **NIL** Others: (please specific)

How long has your company sold New Zealand? **Past : 10 Years**

Currently Selling NZ Products: **Yes**

Present New Zealand Land/Inbound Operator: **CTS**

() Selling Direct or (**X**) Both

Do you produce a brochure that contains New Zealand product only? (**X**)Yes () No

Do you have a website that features New Zealand products? (**X**)Yes () No

Website URL: **www.hongthai.com.sg**

In what month do you require information and pricing on New Zealand products for planning New Zealand programme? **January and August**

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details
Jasmin Chong	Assistant Manager	jasminchong@hongthai.com.sg	63493767
Irene Soh	Assistant Manager FIT	irenesoh@hongthai.com.sg	63493762

Singapore Buyer
PARTICIPANT DETAILS

Company Name	:	TravelWays Pte Ltd			
Participant Name	:	Ms Nurul Farhana Razali			
Position/ Business Title	:	Sales Executive			
Company Address	:	390 Victoria Street #03-46 Golden Landmark Singapore 188061			
Telephone	:	+65 6735 1544	Fax	:	+65 6296 2812
Email	:	ghulam@travelways.cm.sg			
Company Website	:	www.travelways.com.sg			

COMPANY PROFILE

What year was your company established? **1993**

What is the current size of your company?

Number of staff : **5** Number of branches : **1**

What percentage of your business is : Wholesale : **40%** Retail : **50%** Corporate : **10%**

Others : **NA**

What percentage of your sales are: Group : **40%** FIT : **50%** Incentive : **10%**

Special Interest : **NA** Others : **NA**

How long has your company sold New Zealand? **19 years**

Currently Selling NZ Products : **Yes**

Present New Zealand Land/Inbound Operator : **Direct**

() Both (Selling Direct and Wholesale)

Do you produce a brochure that contains New Zealand product only? () Yes () No

Do you have a website that features New Zealand products? () Yes () No

Website URL : **www.nzbookingcentre.com**

In what month do you require information and pricing on New Zealand products for planning New Zealand programme? **February & July**

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details
Ghulam Mohamed	Managing Director	Ghulam@travelways.com.sg	6735 1544

SingaporeBuyer

PARTICIPANT DETAILS

Company Name	:	Tradewinds Tours & Travel Pte Ltd		
Participant Name	:	Ms Lim Li Hwa Samantha		
Position/ Business Title	:	Manager Product Development		
Company Address	:	3 Tampines Central 1 #02-03 Abacus Plaza		
Telephone	:	65 6606 7800	Fax	: 65 6490 0531
Email	:	Samantha_lim@singaporeair.com.sg		
Company Web site	:	www.tradewindstour.com		

COMPANY PROFILE

What year was your company established? **1975**

What is the current size of your company?

Number of staff: **70** Number of branches: **0**

What percentage of your business is: Wholesale : **70%** Retail: **10%** Corporate : **20%**

Others: **Incentive NA** (please specific)

What percentage of your sales are: Group: **10%** FIT: **70%** Incentive: **30%**

Special Interest: **NIL** Others: (please specific)

How long has your company sold New Zealand? Past : **20 Years**

Currently Selling NZ Products: **Yes**

Present New Zealand Land/Inbound Operator:

() Selling Direct or (**X**) Both

Do you produce a brochure that contains New Zealand product only? () Yes (**X**) No

Do you have a website that features New Zealand products? (**X**) Yes () No

Website URL: **www.tradewindstour.com**

In what month do you require information and pricing on New Zealand products for planning New Zealand programme? **July**

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details
Mrs Kiat	Product Manager	Kuichou_tan@singaporeair.com.sg	6506 7808

Singapore Buyer
PARTICIPANT DETAILS

Company Name	:	Chan Brothers Travel			
Participant Name	:	Ms Tan Lay Na Lena			
Position/ Business Title	:	Senior Operations Manager			
Company Address	:	150 South Bridge Road #06-05 Fook Hai Building Singapore 058727			
Telephone	:	+65 62129 9571	Fax	:	+65 6532 3569
Email	:	lena@chanbrothers.com.sg			
Company Website	:	www.chanbrothers.com			

COMPANY PROFILE

What year was your company establish? **1965**

What is the current size of your company?

Number of staff : **200** Number of branches : **1**

What percentage of your business is : Wholesale : **10%** Retail : **80%** Corporate : **10%**

Others: **NA**

What percentage of your sales are: Group : **50%** FIT : **45%** Incentive : **5%**

Special Interest : **NA** Others : **NA**

How long has your company been selling New Zealand? **24 years**

Currently Selling NZ Products : **Yes**

Present New Zealand Land/Inbound Operator : **Pan Pacific/ General Travel**

() Both (Selling Direct and Wholesale)

Do you produce a brochure that contains New Zealand product only? () Yes () No

Do you have a website that features New Zealand products? () Yes () No

Website URL : **www.chanbrothers.com**

In what month do you require information and pricing on New Zealand products for planning New Zealand programme? **May & June**

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details

Singapore Buyer
PARTICIPANT DETAILS

Company Name	:	Diners World Travel Singapore		
Participant Name	:	Darren Lee		
Position/ Business Title	:	Manager , Leisure, Incentive & Meeting		
Company Address	:	7500E Beach oad #02-201 The Plaza Singapore 199595		
Telephone	:	65 6357 6781	Fax	: 65 6294 1863
Email	:	darrenlee@dinerstravel.com.sg		
Company Web site	:	www.dinerstravel.com.sg		

COMPANY PROFILE

What year was your company established? **1792**

What is the current size of your company?

Number of staff: **50** Number of branches: **1**

What percentage of your business is: Wholesale : **5%** Retail: **35%** Corporate : **65%**

Others: **Incentive NA** (please specific)

What percentage of your sales are: Group: **5%** FIT: **40%** Incentive: **60%**

Special Interest: **NIL** Others: **3%** (please specific)

How long has your company sold New Zealand? **Past : Since 1972**

Currently Selling NZ Products: **Yes – Kiwiways**

Present New Zealand Land/Inbound Operator:

() Selling Direct or (**X**) Both

Do you produce a brochure that contains New Zealand product only? (**X**)Yes () No

Do you have a website that features New Zealand products? (**X**)Yes () No

Website URL: **www.dinerstravel.com.sg**

In what month do you require information and pricing on New Zealand products for planning New Zealand programme? **Feb/Mar**

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details

SingaporeBuyer
PARTICIPANT DETAILS

Company Name	:	Holiday Tours & Travel (Singapore)Pte Ltd		
Participant Name	:	Ms Loo Ling Fang Cindy		
Position/ Business Title	:	Manager		
Company Address	:	1 magazine Road #07-01/02 Central Mall Office Tower		
Telephone	:	65 6238 2774	Fax	: 65 6238 2827
Email	:	cloo@holidaytours.net		
Company Web site	:	www.jetabout.com.sg		

COMPANY PROFILE

What year was your company established? **1972**

What is the current size of your company?

Number of staff: **150** Number of branches: **NIL**

What percentage of your business is: Wholesale : **10%** Retail: **90%** Corporate :

Others: **Incentive NA** (please specific)

What percentage of your sales are: Group: **10%** FIT: **90%** Incentive:

Special Interest: **NIL** Others: (please specific)

How long has your company sold New Zealand? **Past : More then 10 years**

Currently Selling NZ Products: **Yes**

Present New Zealand Land/Inbound Operator:Kiwiways

() Selling Direct or (**X**) Both

Do you produce a brochure that contains New Zealand product only? () Yes (**X**) No

Do you have a website that features New Zealand products? (**X**)Yes () No

Website URL: **www.jetabout.com.sg**

In what month do you require information and pricing on New Zealand products for planning New Zealand programme? **Jan/Sep**

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details

Singapore Buyer
PARTICIPANT DETAILS

Company Name	:	Pacific Arena Pte Ltd		
Participant Name	:	Ms Tracy Wong		
Position/ Business Title	:	Senior Manager – Product/Marketing		
Company Address	:	200 Cantonment Road #04-05 Southpoint Singapore 089763		
Telephone	:	65 6317 2842	Fax	: 65 6317 2822
Email	:	Tracey.wong@pacificarena.travel		
Company Web site	:	www.pacificarena.travel and www.pricebreaker.travel		

COMPANY PROFILE

What year was your company established? **1976**

What is the current size of your company?

Number of staff: **159** Number of branches: **7**

What percentage of your business is: Wholesale : **5%** Retail: **30%** Corporate : **50%**

Others: **MICE – 10%** **Student : 5%** (please specific)

What percentage of your sales are: Group: **15%** FIT: **70%** Incentive: **15%**

Special Interest: Others: (please specific)

How long has your company sold New Zealand? **More than 20 years**

Currently Selling NZ Products: **6 years**

Present New Zealand Land/Inbound Operator: General Travel-Kiwiways / ATS Pacific

() Selling Direct or (**X**) Both

Do you produce a brochure that contains New Zealand product only? (**X**) Yes () No

Do you have a website that features New Zealand products? (**X**) Yes () No

Web site URL: **www.pacificarena.travel** and **www.pricebreaker.travel**

In what month do you require information and pricing on New Zealand products for planning New Zealand programme? **Dec Jan/ Jun July**

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details



Singapore Buyer
PARTICIPANT DETAILS

Company Name	:	AD Travel Singapore		
Participant Name	:	Ms Krystle Yong		
Position/ Business Title	:	Asst Product Manager		
Company Address	:	101 Upper Cross Street #03-55 Singapore 058357		
Telephone	:	65 6533 3930	Fax	: 65 6536 8823
Email	:	krystle@adtravel.com.sg		
Company Web site	:	Adtravel.com.sg		

COMPANY PROFILE

What year was your company established? **1997**

What is the current size of your company?

Number of staff: **20** Number of branches: **1**

What percentage of your business is: Wholesale : Retail: **100%** Corporate :

Others: (please specific)

What percentage of your sales are: Group: **20%** FIT: **70%** Incentive: **10%**

Special Interest: Others: (please specific)

How long has your company sold New Zealand? **3 years**

Currently Selling NZ Products: **3 years**

Present New Zealand Land/Inbound Operator: **General Travel-Kiwiways / ATS Pacific**

() Selling Direct or (**X**) Both

Do you produce a brochure that contains New Zealand product only? (**X**) Yes () No

Do you have a website that features New Zealand products? (**X**) Yes () No

Web site URL: **www.adtravel.com.sg**

In what month do you require information and pricing on New Zealand products for planning New Zealand programme? **Dec Jan/ Jun July**

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details
Joe Lim	General Manager	joe@adtravel.com.sg	92264808

Thailand Buyer
PARTICIPANT DETAILS

Company Name	:	Always Vacation Co., Ltd.			
Participant Name	:	Ms. Wanvisa Chantrasmi			
Position/ Business Title	:	Sales & Marketing Manager			
Company Address	:	50/569 Mooban Chaiyapruk, Soi 2/1 Fahkram Rd., Kukot Lumlukka, Pathumthani			
Telephone	:	+66 2 108 4665, 67	Fax	:	+66 2 108 4667
Email	:	sandy@alwaysvacationtour.com			
Company Website	:	www.AlwaysVacationTour.com			

COMPANY PROFILE

What year was your company establish? **2011**

What is the current size of your company?

Number of staff: **4** Number of branches: **1**

What percentage of your business is: Wholesale : Retail: **90%** Corporate : **10%**

Others: (please specific)

What percentage of your sales are: Group: **10%** FIT: **80%** Incentive: **10%**

Special Interest: **Self Drive** Others: **SIC** (please specific)

How long has your company been selling New Zealand? **3 years**

Currently Selling NZ Products:

Present New Zealand Land/Inbound Operator: **General Travel**

() Selling Direct or () Both

Do you produce a brochure that contains New Zealand product only? () Yes () No

Do you have a website that features New Zealand products? () Yes () No

Website URL: **www.AlwaysVacationTour.com**

In what month do you require information and pricing on New Zealand products for planning New Zealand programme?

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details
Wanvisa Chantrasmi	Sales & Marketing Manager	sandy@AlwaysVacatonTour.com	+6621084665
Jidapa Watchaponpong	Sales Assistant	Jidapa@AlwaysVacationTour.com	+6621084665

Thailand Buyer

PARTICIPANT DETAILS

Company Name	:	Eiam Tour & Transport Co., Ltd.		
Participant Name	:	Mr. Ekarat Kiatkamchornchai		
Position/ Business Title	:	General Manager		
Company Address	:	21 Krungthonburi Rd., Bangyirua, Thonburi, Bangkok 10600		
Telephone	:	028622522	Fax	: 028623385
Email	:	Ekarat.k@eiamtour.com		
Company Website	:	www.eiamtour.com		

COMPANY PROFILE

What year was your company establish? **1974**

What is the current size of your company?

Number of staff: **10-15** Number of branches:

What percentage of your business is: Wholesale : **40%** Retail: **30%** Corporate : **30%**

Others: (please specific)

What percentage of your sales are: Group: **40%** FIT: **20%** Incentive: **40%**

Special Interest: Others: (please specific)

How long has your company been selling New Zealand?

Currently Selling NZ Products: **yes**

Present New Zealand Land/Inbound Operator:

() Selling Direct or (**X**) Both

Do you produce a brochure that contains New Zealand product only? (**X**) Yes () No

Do you have a website that features New Zealand products? (**X**) Yes () No

Website URL: **www.eiamtour.com**

In what month do you require information and pricing on New Zealand products for planning New Zealand programme?

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details
Ms. Ananya	Ticketing	Ananya.s@eiamtour.com	
Ms. Tassanee	Director	Tassanee.k@eiamtour.com	

Thailand Buyer
PARTICIPANT DETAILS

Company Name	:	FIRST WORLD TOUR CO.,LTD			
Participant Name	:	MISS AMPORN VILAILUX			
Position/ Business Title	:	COUNTER SALES			
Company Address	:	8 SOI PANITCHAYAKARN THONBURI19, CHARANSANITWONG13 Rd., WATTAPHA, BANGKOKYAI, BANGKOK 10600			
Telephone	:	+66 864 2157-9	Fax	:	+66 2864 2237
Email	:	COUNTER-SALE@FWT2003.COM			
Company Website	:	WWW.FWT2003.COM			

COMPANY PROFILE

What year was your company establish? **10 YEARS**

What is the current size of your company? Number of staff: **16 PAX** Number of branches: **1**

What percentage of your business is: Wholesale : Retail: **20%** Corporate :**80%**

Others:

What percentage of your sales are: Group: **20%** FIT: **20%** Incentive: **60%**

Special Interest: Others: **Place for Technical visit**

How long has your company been selling New Zealand? **9 YEARS**

Currently Selling NZ Products: **SELF DRIVE PACKAGE / HOTEL / MOTEL / INCENTIVE GROUP /
PACKAGE TOUR**

Present New Zealand Land/Inbound Operator:

() Selling Direct or (**X**) Both

Do you produce a brochure that contains New Zealand product only? (**X**) Yes () No

Do you have a website that features New Zealand products? (**X**) Yes () No

Website URL: **WWW.FWT2003.COM**

In what month do you require information and pricing on New Zealand products for planning New Zealandprogramme? **ALL YEAR**

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details
MR.CHAIYAPORN SUPANIMITWISETKUL	MANAGING DIRECTOR	FIRSTWORLD@FWT2003.COM	+66 8 1866 6576
MRS.PIYADA SUPANIMITWISETKUL	GENERAL MANAGER	FIRSTWORLD@FWT2003.COM	+66 8 9896 2476

Thailand Buyer
PARTICIPANT DETAILS

Company Name	:	Glory Travel (Thailand)Co.,Ltd.		
Participant Name	:	Miss. Pattarakorn Pheunphiphop		
Position/ Business Title	:	Operation Manager		
Company Address	:	1575/1 New Petchaburi Road, Makkasan, Rajthevee ,BKK 10400		
Telephone	:	02-6529040-4	Fax	: 02-6529045
Email	:	glory@glorytravel.com , glorythai@hotmail.com , op@glorytravel.com,		
Company Website	:	www.glorytravel.com		

COMPANY PROFILE

What year was your company establish? **19 years.**

What is the current size of your company?

Number of staff: **9** Number of branches:

What percentage of your business is: Wholesale : - Retail: **30%** Corporate : **70%**

Others: (please specific)

What percentage of your sales are: Group: **20%** FIT: **30%** Incentive: **50%**

Special Interest: Others: (please specific)

How long has your company been selling New Zealand? **19 years .**

Currently Selling NZ Products: **Self Drive , Incentive Group.**

Present New Zealand Land/Inbound Operator: **General Travel, Kiwi Holiday Ltd.**

() Selling Direct or () Both

Do you produce a brochure that contains New Zealand product only? () Yes () No

Do you have a website that features New Zealand products? () Yes () No

Website URL: **www.glorytravel.com**

In what month do you require information and pricing on New Zealand products for planning New Zealand programme?

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details
Mr. Suthiphong	Managing Director	glory@glorytravel.com	02-6529040-4
Miss. Sirinudda	General Manager	Sirinudda.p@gmail.com	02-6529040-4
Miss. Pattarakorn	Operation Manager	op@glorytravel.com	02-6529040-4

Thailand Buyer

PARTICIPANT DETAILS

Company Name	:	Heng Chiang Tour			
Participant Name	:	Mr. Koonses Praewpraisukkakul			
Position/ Business Title	:	Director of Sales			
Company Address	:	24-32 Rajawongse Rd., Bangkok Thailand			
Telephone	:	+66 2 224 0037	Fax	:	+ 66 2 224 8128
Email	:	big@hengchiang.co.th			
Company Website	:	www.hengchiang.co.th			

COMPANY PROFILE

What year was your company establish? **1969**

What is the current size of your company?

Number of staff: **30** Number of branches: **1**

What percentage of your business is: Wholesale : Retail: **25%** Corporate : **75%**

Others: (please specific)

What percentage of your sales are: Group: **30%** FIT: **30%** Incentive: **40%**

Special Interest: Others: (please specific)

How long has your company been selling New Zealand? **Since 1990**

Currently Selling NZ Products: **Yes**

Present New Zealand Land/Inbound Operator: **General Travel**

() Selling Direct or () Both

Do you produce a brochure that contains New Zealand product only? () Yes (**X**) No

Do you have a website that features New Zealand products? (**X**) Yes () No

Website URL: **www.hengchiang.co.th**

In what month do you require information and pricing on New Zealand products for planning New Zealand programme? **Every month**

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details
Ms. Tanyaratt Praewpraisukkakul	Managing Director	tanyaratt#@hengchiang.co.th	+66 2 224 0037
Mr. Koonses Praewpraisukkakul	Director of Sales	big@hengchiang.co.th	+66 2 224 0037

Thailand Buyer
PARTICIPANT DETAILS

Company Name	:	Holiday Tours & Travel (Thailand) Ltd.		
Participant Name	:	Ms. Sriwarin Kantawatanakul		
Position/ Business Title	:	Travel Consultant		
Company Address	:	21 st Fl., Charn Issara Tower I, 942/160-163 Rama IV Rd., Bangrak, Bangkok 10500 Thailand		
Telephone	:	+66 2 236 2800	Fax	: + 66 2 237 6156
Email	:	sriwarin@holidaytours.net, reservation-bkk@holidaytours.net		
Company Website	:	www.jetabout-thailand.com		

COMPANY PROFILE

What year was your company establish? **1986**

What is the current size of your company?

Number of staff: **20** Number of branches: **1**

What percentage of your business is: Wholesale : **15%** Retail: **85%** Corporate :

Others: (please specific)

What percentage of your sales are: Group: **5%** FIT: **95%** Incentive: *

Special Interest: Others: (please specific)

How long has your company been selling New Zealand? **More than 15 years**

Currently Selling NZ Products: **Self drive, Free & Easy**

Present New Zealand Land/Inbound Operator: **Qantas Holidays, Kiwiway**

() Selling Direct or (**X**) Both

Do you produce a brochure that contains New Zealand product only? () Yes (**X**) No

Do you have a website that features New Zealand products? (**X**) Yes () No

Website URL: **www.jetabout-thailand.com**

In what month do you require information and pricing on New Zealand products for planning New Zealand programme? **February & August**

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details
Mrs. Wanida Hongsunirandon	Travel Manager	wanida@holidaytours.net	+66 2 267 2805

Thailand Buyer
PARTICIPANT DETAILS

Company Name	:	Inter Network Alliance Co., Ltd.		
Participant Name	:	Pornsakon Pratoom		
Position/ Business Title	:	Managing Director		
Company Address	:	95/96 Phutthabucha Road (Soi 36) Bangmod Thungkru Bangkok 10140		
Telephone	:	0-2490-1692	Fax	: 0-2490-1693
Email	:	info@internetwork.co.th // inter_network@hotmail.com		
Company Website	:			

COMPANY PROFILE

What year was your company establish? **2008**

What is the current size of your company?

Number of staff: **3** Number of branches: **None**

What percentage of your business is: Wholesale : **100%** Retail: Corporate :

Others: (please specific)

What percentage of your sales are: Group: **40%** FIT: **10%** Incentive: **50%**

Special Interest: Education Others: (please specific)

How long has your company been selling New Zealand? **5**

Currently Selling NZ Products: **Yes**

Present New Zealand Land/Inbound Operator: **Pan Pacific Travel**

() Selling Direct or () Both

Do you produce a brochure that contains New Zealand product only? () Yes (**X**) No

Do you have a website that features New Zealand products? () Yes (**X**) No

Website URL:

In what month do you require information and pricing on New Zealand products for planning New Zealand programme?.....

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details
Pornsakon Pratoom	Managing Director	info@internetwork.co.th	089-8181413
		inter_network@hotmail.com	084-0855888

Thailand Buyer PARTICIPANT DETAILS

Company Name	:	Manit Travel Chiangmai		
Participant Name	:	Ms. Lajcha Suvanish		
Position/ Business Title	:	General Manager		
Company Address	:	143 Rajchawong Rd. Chiangmai 50300 Thailand		
Telephone	:	66 53 251825-7	Fax	: 66 53 251417
Email	:	Lajcha17@hotmail.com		
Company Website	:	www.manittravelchiangmai.com		

COMPANY PROFILE

What year was your company establish? **1981**

What is the current size of your company?

Number of staff: **30** Number of branches: **1**

What percentage of your business is: Wholesale : **30%** Retail: **40%** Corporate : **30%**

Others: (please specific)

What percentage of your sales are: Group: **20%** FIT: **40%** Incentive: **40%**

Special Interest: Others: (please specific)

How long has your company been selling New Zealand? **30+ years**

Currently Selling NZ Products:

Present New Zealand Land/Inbound Operator: **ATS.**

() Selling Direct or () Both

Do you produce a brochure that contains New Zealand product only? () Yes () No

Do you have a website that features New Zealand products? () Yes () No

Website URL: **www.manittravelchiangmai.com**

In what month do you require information and pricing on New Zealand products for planning New Zealand programme? **Febuary**

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details
Ms. Tasanee Suvanish	Managing Director	manitcnx@loxinfo.co.th	053-251825
Mr. Thanit Suvanish	Sales & Ticketing Manager	t_suvanish@hotmail.com	0818837402
Ms. Kanchaka Suvanish	Group Manager	Kanchaka17@hotmail.com	0815302940

Thailand Buyer
PARTICIPANT DETAILS

Company Name	:	RELIANCE HOLIDAYS (THAILAND) LTD		
Participant Name	:	MS. VARINTRA KANCHANASUWAN		
Position/ Business Title	:	PRODUCT MANAGER		
Company Address	:	23/113-114 BLOCK G, RCA, SOI SOONVIJAI-RAMA 9 RD		
Telephone	:	02 2030088	Fax	: 02 2030695
Email	:	VARINTRA@RELIANCE.CO.TH		
Company Website	:	WWW.RELIANCE.CO.TH		

COMPANY PROFILE

What year was your company establish?

What is the current size of your company?

Number of staff: **20** Number of branches: -

What percentage of your business is: Wholesale : Retail: **90%** Corporate : **10%**

Others: (please specific)

What percentage of your sales are: Group: **30%** FIT: **40%** Incentive: **30%**

Special Interest: Others: (please specific)

How long has your company been selling New Zealand? **25 YEARS**

Currently Selling NZ Products: **YES**

Present New Zealand Land/Inbound Operator: **GENERAL TRAVEL, NZ JOURNEY**

() Selling Direct or () Both

Do you produce a brochure that contains New Zealand product only? () Yes () No

Do you have a website that features New Zealand products? () Yes () No

Website URL: **WWW.RELIANCE.CO.TH**

In what month do you require information and pricing on New Zealand products for planning New Zealand programme? **EVERY DECEMBER**

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details
RAVEEWAN SUWIWATTANAKUL	GENERAL MANAGER	RAVEEWAN@RELIANCE.CO.TH	

Thailand buyer

PARTICIPANT DETAILS

Company Name	:	Thaisiri Tours Co., Ltd.		
Participant Name	:	Ms. Arpaporn Buranamassiri		
Position/ Business Title	:	Senior Sale Officer		
Company Address	:	215 Yaowaraj Road Sampantawong BKK 10100		
Telephone	:	+66 2 6227676	Fax	: +66 2 2262740
Email	:	charintip@thaisiri.com		
Company Website	:	www. thaisiri.com		

COMPANY PROFILE

What year was your company establish? **1956**

What is the current size of your company?

Number of staff: **20** Number of branches: **1**

What percentage of your business is: Wholesale : Retail: **100%** Corporate :

Others: (please specific)

What percentage of your sales are: Group: **30%** FIT: **10%** Incentive: **60%**

Special Interest: Others: (please specific)

How long has your company been selling New Zealand? **40 years**

Currently Selling NZ Products:

Present New Zealand Land/Inbound Operator: **New Zealand Journeys Limited (Mr.John)**

() Selling Direct or (**X**) Both

Do you produce a brochure that contains New Zealand product only? () Yes (**X**) No

Do you have a website that features New Zealand products? () Yes (**X**) No

Website URL: **www.thaisiri.com**

In what month do you require information and pricing on New Zealand products for planning New Zealand programme? **Mar-May / Sep-Oct**

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details
Charintip Pathomsak	M.D	charintip@thaisiri.com	
Pichett Lertthummanont	Manager	pichette@thaisiri.com	

Thailand Buyer PARTICIPANT DETAILS

Company Name	:	VICTORY TRAVEL CENTER		
Participant Name	:	MS.NUNTIYA KUHOKSIL		
Position/ Business Title	:	OPERATION MANAGER		
Company Address	:	25/2 ARKARN SONGKHRO SOI 2 TUNG MAHAMEK, SATHORN		
Telephone	:	02-286-3355	Fax	: 02-287-1386
Email	:	Ning_vic@bigworldholiday.co.th		
Company Website	:	www.bigworldholidayco.th		

COMPANY PROFILE

What year was your company establish? **2005**

What is the current size of your company?

Number of staff: **30** Number of branches: **1**

What percentage of your business is: Wholesale : **50%** Retail: Corporate :

Others: **Land operator 50%** (please specific)

What percentage of your sales are: Group: **30%** FIT: **10%** Incentive: **60%**

Special Interest: Others: (please specific)

How long has your company been selling New Zealand? **8 years**

Currently Selling NZ Products: **Various**

Present New Zealand Land/Inbound Operator: **Outbound Land Operator**

() Selling Direct or () Both

Do you produce a brochure that contains New Zealand product only? (**X**) Yes () No

Do you have a website that features New Zealand products? (**X**) Yes () No

Website URL: **www.bigworldholiday.co.th**

In what month do you require information and pricing on New Zealand products for planning New Zealand programme? **Mar. / Sep.**

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details
Mr.Viboon Kamontho	Managing Director	Viboon_vic@bigworldholiday	
Mr.Thongsuk Arkaranun	General Manager	bigworld@trueemail.co.th	
Ms.Nuntiya Kuhoksil	Operation Manager	Ning_vic@bigworldholiday.co.th	

Thailand Buyer
PARTICIPANT DETAILS

Company Name	:	Vacation Travel Group (VTG)			
Participant Name	:	Ms. Jureerat Klajoho			
Position/ Business Title	:	Operation & Sale Executive			
Company Address	:	88 Paso Tower, Floor 12A, Silom Road, Suriyavong, Bangrak, Bangkok 10500			
Telephone	:	022666999	Fax	:	022667373
Email	:	vtg@vtg.co.th			
Company Website	:	www.vtg.co.th			

COMPANY PROFILE

What year was your company establish?

What is the current size of your company?

Number of staff: **13** Number of branches: **1**

What percentage of your business is: Wholesale : **100%** Retail: Corporate :

Others: (please specific)

What percentage of your sales are: Group: **50%** FIT: Incentive: **50%**

Special Interest: Others: (please specific)

How long has your company been selling New Zealand?

Currently Selling NZ Products: **Incentive & collective**

Present New Zealand Land/Inbound Operator:

() Selling Direct or () Both

Do you produce a brochure that contains New Zealand product only? () Yes () No

Do you have a website that features New Zealand products? () Yes () No

Website URL: **www.vtg.co.th**

In what month do you require information and pricing on New Zealand products for planning New Zealand programme?

Update Key Executive Contact Details

Name	Title	E-mail	Contacts Details
Ms. Pararawee Jindatanasarn	Operation	vtg@vtg.co.th	
Ms. Jureerat Klajoho	Operation	vtg@vtg.co.th	



Seller Manual

KIWI LINK
SOUTH & SOUTH EAST ASIA 2013