



2013 F.I.T CONTRACT

BC GOLF GUIDE

1524 Woodbridge Road

Kelowna, BC V1W 3B4

VIA EMAIL : danny@bcgolfguide.com

Dear Danny;

Thank you for your request for rates and block space for the year 2013. Please review the terms of this agreement. Should you have any questions or comments please know your calls are always welcome. My direct line is 403-591-6844.

Tour Rates Eligibility

The rates have been completed for each hotel on Delta's rate grid. Rates are applicable for **May 1 – October 10, 2012** and are net, non-commissionable, in Canadian Funds. The Rates will be based on the European Plan (no meals) unless otherwise specified.

These Rates **cannot** be posted, published or made available to 3rd party Internet sites, corporate travel, and conference or incentive groups. Distribution or exposure of Net Tour Rates will allow the Hotel to immediately terminate the Agreement.

In order to receive the Rates the Travel Company must be a licensed travel company and feature the Hotel in a published brochure or tariff. If the Travel Company seeks additional reservations above its allotment set out on Delta's rate grid, then the Hotel may in its sole discretion extend its best available rates.

As the Rates are based on this written agreement, they will not be quoted at the time of reservation to the Hotel

BC GOLF GUIDE Rates are as follows:

Delta Room

Season	<u>Single</u>	<u>Double</u>	<u>Triple</u>	<u>Quad</u>
May 01 – Oct 10, 2013	\$125.00	\$125.00	\$150.00	\$175.00

- Please note that these rates are quoted in Canadian funds and are **EXCLUSIVE** of **5% GST** and **4% PTL**, **3% DMF (note the 3% DMF is subject to both GST & PST)** and are net, non-commissionable.
- Higher room categories available upon request at an additional cost per night.
Premier: \$20.00
Deluxe King: \$40.00
Deluxe Family/Loft/Executive Suite: \$95.00
Signature Club: \$60.00
- **BLACK OUT DATES:**
Oct 7-10, 17-18, 2013
Nov 16, 22-23, 29-30, 2013
Dec 4-7, 13-14, 2013
- **MINIMUM STAY DATES**
Dec 19, 2013 – Jan 1, 2014 – Minimum 3 night stay
Feb 14-17, 2014 – Minimum 2 night stay

Early Bird Booking Offer:

Book by April 15, 2013 for travel between May 1 – October 10, 2013 and receive 15% off your rate.

Room Allotments

Single, Double, Triple, and Quad occupancy are subject to restrictions and based on availability. We appreciate your submission of smoking/non smoking and bed-type requests. Every effort will be made to accommodate these requests, based on availability.

Tariff/Brochure Publication

In compliance with laws on packaged travel, Delta Hotels has a responsibility to consumers to ensure that description of our product and service is accurate in all material respects. In order to comply with this directive, we request that you submit all printed descriptive and or advertising copy pertaining to Delta Hotels to us for review, no later than 30 days prior to publication. We will follow up with you directly. We request that the hotel be featured with a hotel photograph whenever possible, with the name featured with our corporate identification, e.g. **Delta Lodge at Kananaskis**, Delta Hotels

The Travel Company shall submit all printed descriptive and /or advertising copy pertaining to the Hotel or Delta for review, no later than 14 days prior to printing or publication. Either the Hotel or a representative of Delta will follow up with the Travel Company directly if any changes are required. The Travel Company agrees to list the Hotel in its brochure and include a colour photo when possible. The Hotel will provide exterior and room interior slides for brochure upon request.

Check-In/ Check-Out Time

Check in: 4:00 pm; Check out: 11:00 am. Should a guest/group plan to arrive at the hotel prior to 4:00 pm, please include this information on the rooming list or at the time of booking. Every effort will be made to accommodate early arrivals based on availability however room type cannot be guaranteed.

FIT PROCEDURES

F.I.T Agreements

F.I.T agreements are renewed on a yearly basis. Should you wish to maintain an agreement with Delta Hotels, we require a signed copy of this agreement prior to the commencement of the program, a copy of your 2013 brochure or catalogue, and a sample copy of the voucher that your customers will present. As FIT rates are based on a written agreement, they are not quoted at the time of reserving, and will be applied by each hotel.

NOTE: For the purpose of this contract, where applicable, F.I.T refers to a patron who has purchased an accommodation package from BC GOLF GUIDE.

Reservations for F.I.T Bookings: (nine rooms or less)

All reservation requests should be sent to:

Delta Lodge at Kananaskis

Reservations

Email: kan.reservations@deltahotels.com

Ph: 1-866-432-4322

Fax: 403-591-7770

Family Plan

Children 17 years old and under may stay at no extra charge in their parents' room (excluding meals) in room categories accommodating more than 2 persons. Where two rooms are required to accommodate a family, the **Single Occupancy rate** will be charged for each room (plus meals and service charges where applicable.)

Dining

FIT guests should confirm their dining reservations 7 days in advance. Children under the age of 6 eat free from the children's menu when accompanied by their parents, and children ages 7 to 12 years can either eat from the children's menu at regular pricing, or eat off the regular menu for half price. Tour menus are attached available upon request.

Full Buffet Breakfast: \$21.06 inclusive

3 Course Plated Dinner (Set Menu): \$55.76 inclusive

3 Course Plated Dinner (Choice Menu): \$65.67 inclusive

Service Charge:

Luggage handling is **\$9.45** per person per day and includes housekeeping gratuities. Mandatory for groups of 10 or more.

Incidental Charges

A credit card imprint shall be requested at time of check in order for the guest to charge incidentals to his room account. Without such a credit card imprint, **the Delta Lodge at Kananaskis** will not extend billing privileges to the guest.

Taxes are applicable to all FIT reservations.

CANCELLATION POLICY

F.I.T Cancellations

Cancellation must be received in writing **72 hours** prior to arrival and confirmed back by the hotel in writing or the first night's room charges will be charged to your company.

NO SHOWS

For no shows, that is guests who without prior cancellation fail to arrive at the Hotel, BC GOLF GUIDE must reimburse the hotel's loss, up to a maximum of one night's accommodation.

DISTRIBUTION CHANNELS

The Hotel may notify the Travel Company in writing that it reasonably believes that the nature, quality, or character of distribution channels of the rooms used by Travel Company or its affiliates is harmful to the reputation and business of the Hotel or Delta Hotels. Within fifteen (15) days of receipt of such notice, Travel Company shall remove the Hotel's inventory from said distribution channel or other materials or collateral in accordance with the Hotel's instructions.

FORCE MAJEURE

If the Agreement becomes impossible to perform by either party due to acts of God, war, government regulations, disaster, strikes, civil disorder, curtailment of transportation facilities, or other emergencies making it illegal or impossible to provide the rooms, the Party affected shall notify the other Party immediately and the non-performing Party shall be excused from any further performance of its obligations (other than non-payment of monies) for the duration of such event provided that the reason for said termination is in effect in Kananaskis or the immediate surrounding area.

TERMINATION

If either party materially breaches the Contract, the other party may terminate the Contract on 30 days written notice, provided that the party at fault will have had 15 days to cure such breach, after having received written notice to do so.

INDEMNITY

The Travel Company shall indemnify and hold the Hotel and any of its parents, subsidiaries, affiliates, officers, directors, employees, agents and representatives forever harmless from, and against, any and all personal injury, property damage, loss liability or claim of liability, expenses, fines and penalties including reasonable legal fees caused by: a) a material breach of this Agreement by Travel Company, its agents, employees or representatives or b) any negligent act, error or omission by Travel Company, its agents, employees or representatives.

The Hotel shall indemnify and hold the Travel Company and any of its parents, subsidiaries, affiliates, officers, directors, employees, agents and representatives forever harmless from, and against, any and all personal injury, property damage, loss liability or claim of liability including reasonable legal fees caused by: a) any material breach of the Agreement by Hotel, its agents, employees or representatives, or b) any negligent act, error or omission by Hotel, its agents, employees or representatives.

This indemnification provision shall survive the termination or expiration of the Agreement.

PAYMENT

Prepayment is required 14 days prior to arrival date. In the event that prepayment is not received, full payment will be requested from the guest/escort at the time of arrival.

Should you wish to provide us with a credit card number for us to process prepayment to please indicate below:

Card Type	
Card Number	
Expiry Date	
Name on Card	
Authorization Signature	

Taxes

GST is applicable to all services, products and accommodations and PTL & DMF are applicable to all accommodations.

Foreign Currency

Deposit and final payment funds will be converted to Canadian dollars based on the hotel's current rate of exchange at the time of receipt.

ACCEPTANCE

To confirm the arrangements on a definite basis, we require a signed copy of this agreement to be received by us no later than **November 15, 2012**, in order to guarantee your rate. After you have had an opportunity to review and approve this agreement, please sign and return the additional enclosed copy directly to me. We look forward to working with you and welcoming your guests to the **Delta Lodge at Kananaskis**.

On behalf of the Hotel:

On behalf of BC Golf Guide:

Signature:

Signature

Name: Heather Riddick

Name:

Title: Sales Manager, Tour & Ski

Title:

Date:

Date:

Written acceptance constitutes a binding agreement between BC Golf Guide and the Hotel therefore, this document must be signed by a representative authorized to commit such arrangements on behalf of BC Golf Guide.