

Jason Wong

From: Jason Wong <jason.wong@huihi-intl.com>
Sent: Wednesday, September 4, 2019 11:22 AM
To: 'Nor Hafizah Fadzil'
Cc: 'Ferdauss Bashri'; 'jalaludeen.ariff@impiana.com'
Subject: RE: CONVERGENT INTERNATIONAL TRAVEL DEVELOPMENT CO. LTD. - BULK PURCHASE AGREEMENT

Hi Nor,

Still have yet received your proforma invoice for September, please take note : since we are going to make the pre-payment, hence all September new booking (including same day check in and forward booking) we have yet made any payment. So pls send us the proforma invoice to us soonest possible.

Would also need you to amend the agreement as below requested by our Auditor :

- 1) Remove this part :

STAY AND PAY

ROOM CATEGORY	VALIDITY: IMMEDIATE - 31 JULY 2019 CHINA IP ONLY - FIT BOOKING CODE: CHINAIP		
	ROOM ONLY (NETT)		
SUPERIOR (Queen Bedded)		RM220.00	
DELUXE (King or Twin Bedded)		RM250.00	

ROOM CATEGORY	VALIDITY: IMMEDIATE - 31 JULY 2019 CHINA IP ONLY - FIT BOOKING CODE: CHINAIP		
	ROOM WITH 1 OR 2 BREAKFAST (NETT)		
SUPERIOR (Queen Bedded)		RM240.00	
DELUXE (King or Twin Bedded)		RM270.00	

- 2) Amend the validity date 01 September 2019 - 31 August 2020

*2
31 July 2020*

Re: SPECIAL TACTICAL RATE FOR BULK PURCHASE: IMMEDIATE - 31 JULY 2020

Greetings from the IMPIANA KLCC HOTEL KUALA LUMPUR!



BULK PURCHASE

ROOM CATEGORY	VALIDITY: 01 AUGUST 2019 - 31 JULY 2020 CHINA IP ONLY - FIT BOOKING CODE: CHINATE	
	ROOM ONLY (NETT)	
SUPERIOR (Queen Bedded)		RM220.00
DELUXE (King or Twin Bedded)		RM250.00
ROOM CATEGOR	VALIDITY: 01 AUGUST 2019 - 31 JULY 2020 CHINA IP ONLY - FIT BOOKING CODE: CHINATE	
	ROOM WITH 1 OR 2 BREAKFAST (NETT)	
SUPERIOR (Queen Bedded)		RM240.00
DELUXE (King or Twin Bedded)		RM270.00

3) Pls add :

The room rates quoted above are:

- All prices quoted are subject to the Sales & Services Tax (SGT) from 1 September 2018.
- The above rates are inclusive of buffet breakfast 01 or 02 x Breakfast for Single/Double/Twin.
- Complimentary in-room wired Internet and Wi-Fi access.
- Rooms are subject to availability upon confirmation. **Confirmation is based on contract signed and receiving of the deposit.**
- Bedding configuration (King/Twin) is subject to availability upon confirmation.
- Rates quoted are non-commissionable.
- The above rate are being protected as pre-buy contract, hotel will keep pre-buy rate at least 20% - 25% lower from other non pre buy agent and or OTAs.

ROOM ALLOTMENT

Room Category	No. of Rooms	Cut-off
Superior & Deluxe Room	10	Based on Hotel availability

- Pls separated the room allotment as per :

Room Categories	Daily Fixed allotment	Cut-Off
Superior Room	15 rooms	2 days
Deluxe Room	10 rooms	2 days

Once above allocation being sold, agent are allow to sell with free sales, based on 0 day cut off and room availability.



TERMS & CONDITIONS

- 1. Reservation Guarantee – Superior Room Inclusive of One (1) or Two (2) breakfast
– Deluxe Room Inclusive of One (1) or Two (2) breakfast**
- 2. Cancellation and Modification Time:** If agent requires to cancel or modify a reservation, which has already been confirmed, agent shall inform our Reservation Department 72 hours prior to check in date. However, if guest cancels or modifies the reservation after the cancellation deadline, agent shall cover the full amount charges.
- 3. Stay and Pay Commitment:** CONVERGENT INTERNATIONAL TRAVEL DEVELOPMENT CO. LTD. agrees to settle the payment before guest arrival for any reservation(s) made during the period from immediate to 31 July 2019.
- 4. Bulk Purchase Commitment:** CONVERGENT INTERNATIONAL TRAVEL DEVELOPMENT CO. LTD. agrees to pre-buy 300 room nights per month during the period from 01 August 2019 to 31 July 2020 as per this Agreement.
- 5. Method of Payment:** Total room payment is in Malaysian Currency (MYR)

- Please remove point number 3
- Point number 4 pls amend to : Convergent International Travel Development Co Ltd agrees to guarantee total revenue based on estimation of 300 room night per month during contract period from 01 September 2019 to 31 August 2020 as per this agreement.

July 2019
6. The estimated room payment during the Bulk Purchase Agreement is **MYR 864,000.00**. The total payment under this contract will be determined on the basis of actual booking amount and details.

The payment schedule is as follows:

Date	Prepayments	Commitment
Month-Year	MYR	MYR
July 2019	Stay and Pay	
AUGUST 2019	72,000 ✓	
September 2019	72,000	
October 2019	72,000	
November 2019	72,000	
December 2019	72,000	
January 2020	72,000	864,000.00
February 2020	72,000	
March 2020	72,000	
April 2020	72,000	
May 2020	72,000	
June 2020	72,000	
July 2020	72,000	

- Pls remove July & Aug 2019. Pls add in Aug 2020.

Please don't forget change all the validity accordingly even as I didn't mentioned above.

Kindly revert this and send to me by this week ☺

Thanks.

Regards,

Jason Wong 黃國雄

Contracting Director - Hotel, Malaysia

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