



Rate solutions through partnerships



2012 Global Preferred Hotel Program

RFP, Program Guide, and Contract

WHO IS TRAVELGRAPHICS INTERNATIONAL?

TGI Represents over 4,200 travel agencies.

TGI Provides programs for travel clubs, bank cards, and consumer product companies.

TGI Represents approximately \$632 million in total roomnight volume.

TGI Represents approximately 6.9 million travelers.

TGI Agents are in the US, Canada and and Europe (ITP).



TGI provides exposure to over 4,300 agencies in North America and Europe via the TGI rate code in the GDS and through TGIweb.com. Our business mix is 48% corporate, 52% leisure with tracking from major hotel chains which show business volume remaining steady. TGIweb.com provides the ability to submit updates to rates or other property data; ability to submit off-season RFPs and hotel-initiated web site posting of specials, distressed inventory, and other SRPs, including daily e-mail updates to participating agencies and their clients.



WHO IS FINDMYRESORT.COM?



Acquired by TGI in 2006, FindMyResort.com is all about your property. With FindMyResort.com you tell your story your way. Our searchable database lets the resort seeker look for destinations by type, activities offered, location, type of vacation, price and more. You can tell your story with text, photographs, video, or any combination of the three. Reservations are made through your website. Once the resort seeker has found the perfect place to stay, we connect them directly to your website and reservation page. You control the reservation process from start to finish which means **no GDS fees, no commissions to be paid, and no hassle reservations for only \$199 per year.**

2011 PARTICIPATION OPTIONS

	Classic	Executive	Platinum
Search Results Placement	Alphabetical	Top of Search Results	Above Executive
Photo Gallery	1 photo	Unlimited Photos	Unlimited Photos
Exposure to Over 4000 Agencies	.	.	.
Property Description	.	.	.
Picture on Search Results Page		.	.
Property Chain Logo by Listing		.	.
Property Videos		.	.
Interactive Location Map		.	.
Post Specials & SRPs		.	.
Daily Specials E-Mail Sent To Agencies		.	.
Monthly Newsletter Specials		.	.
Front Page Exposure			.
Cost Per Year	\$199	\$399	\$775.00

Add your resort property listing to FindMyResort.com for only \$199 per year.

Your FindMyResort.com listing includes the following:

Detailed property description, unlimited photographs, resort video, banner advertising, multiple search options, rotation as the "Featured Resort" on the home page. Interactive Location Map, Daily Specials e-mail to registered users, moderated property reviews and more.

RFP SUBMISSION INSTRUCTIONS

TGI will use the NBTA Standard RFP modules for the 2012 program. This should greatly streamline the RFP process for participating partners. The standard map has been programmed for TGI with key technology partners, including Lanyon and Nexus World Services.



Hotel properties and hotel chain National Account Managers may submit rates for consideration for the 2012 Global Preferred Hotel Program through several methods:

Paper submission uses the NBTA Standard RFP Module for our 2012 Global Preferred Hotel Program: If you require a copy of the modules, please contact Paul Nolan at (480)-369-1096 or Email at paul@tgiweb.com.

The deadline for returning the rate contract is September 23, 2011. All applicable modules of the NBTA Standard format must be filled out completely, typed or printed in ink in block letters, signed by an authorized contractor for the hotel and/or chain and returned with the enclosed contract. Please note that incomplete and illegible copies will not be accepted. Mail or fax paper submissions to:

Travelgraphics International
8008 East Voltaire Ave
Scottsdale, AZ 85260
fax: (480) 575-1135
paul@tgiweb.com

Submit electronically through Lanyon, Nexus World Services, or Primina. If you are a client of Lanyon, Nexus World Services, or Primina, you may complete and submit the contract electronically. Final data to be submitted no later than September 23, 2011, and must be accompanied by the contract included in this document unless otherwise agreed upon previously.

Please submit data files via email to paul@tgiweb.com.

We are able to accept data electronically through other means than Lanyon and Nexus. This however must be pre-arranged with TGI. TGI will provide the required file format and field mapping. We must receive test data, and the data and format must be proven to work with our database. If the electronic version supplied does not work with our database we will ask you to complete paper contracts. Please note that testing of all non-Lanyon products must be completed no later than July 29, 2011. Final data must be submitted no later than September 23, 2011, and must be accompanied by the contract included in this document unless otherwise agreed upon previously.

TGI will provide confirmation of final selections for the 2011 Global Hotel Program by November 14, 2011. Rate loading and access opened into GDS must be completed by December 23, 2011. Please ensure that your GDS rate loading representative receives the appropriate copies of each hotel contract that has been accepted. You may load rates for all submitted hotels and then remove those not selected, but please ensure that all unauthorized rates are removed by January 1, 2012.

Dates & Deadlines

Please note these important dates on your calendar.

- July 29: Test Data for NON-Lanyon products due
- September 23: Paper submission contracts due
- September 23: Electronic submission final data due
- October 21: Banner ad space reserved
- October 28: Banner ad materials due
- November 14: TGI acceptance letters to be sent
- December 23: Rate loading must be complete

Requirements for Participation:

- Hotels may submit a maximum of 4 rate ranges and two room types.
- Rates must be valid for a full calendar year.
- Rates should be run of house
- Last room availability
- Minimum discount of 10% off corporate rates
- Rates must be parity and commissionable
- Rates available through a GDS and /or a Central Reservation Number

Priority will be given to hotels that can provide the following:

- Value added services and facilities
- Participation in Block Space Program
- Limited number of or no black-out dates





Travelgraphics International (TGI)
 8008 East Voltaire Ave
 Scottsdale, AZ 85260
 Phone: (480) 369-1096
 Fax: (480) 575-1135

2012 Global Preferred Hotel Program

This contract must be completed, signed and returned with the NBTA Standard RFP Modules by Friday September 23rd, 2011

Hotel Name: _____
 Address: _____
 City: _____ State/Province: _____ Zip/Postal Code: _____ Country: _____
 Telephone: _____ Fax: _____
Country Code City / Area Code Exchange Country Code City / Area Code Exchange

Rate Information and Requirements

- Rates must be valid January 1 to December 31, 2012
- TGI rate must be equal to or less than any commissionable rate given to any agency group/consortium.
- All preferred rates must be guaranteed and commissionable to travel agencies.
- Maximum two room types, 4 rate seasons.
- TGI rate must include last room availability and run of house (Suites are excluded except for all-suite properties.)
- TGI rate must be a minimum of 10% below published corporate rate.
- Rates must be in even denominations (i.e. \$198, not \$197.99).

Select Participation Level

- Classic Partner \$ 199 Executive Partner \$ 399 Platinum Partner \$ 775
- Include my resort listing on FindMyResort.com \$199

Terms and Conditions

Unless other arrangements are made, the administration fee for Platinum Partner is \$775, Executive Partner is \$399, Classic Partner is \$199. The hotel acknowledges that this agreement is binding for its duration, regardless of any changes in management, ownership or affiliation, and that the listed rates are extended to all TGI member agencies and their customers, and TGI clients and their customers. Should the signer of this agreement leave the employ of the hotel or management company, payment is still due and the hotel or management company is liable for such payment. If property is sold or placed into receivership as the result of bankruptcy proceedings, new owners remain responsible for any outstanding balances unless otherwise ordered by bankruptcy courts. If payment does not accompany hotel contract, your hotel will be billed. Payment MUST be in US Dollars Drawn on a US Bank. Walk Policy: Should the hotel find itself in an oversold situation and find it necessary to re-accommodate a TGI guest with a guaranteed booking the hotel named on this contract agrees to: Pay for room and taxes for one night at a comparable hotel nearby; provide transport to that hotel and pay for one call either to home or office. Property understands that failure to honor rates or rate seasons may result in property's termination from the program without right to refund of administration fee. The signature below signifies agreement by the hotel or management company to all terms and conditions specified herein. Signee further agrees to forward all pertinent information regarding this agreement to the hotel General Manager, reservations, front desk, sales staff, chain/management company specified above and to any other party to which this information is necessary for the timely completion of this agreement. By signing below, the property agrees to promptly pay the invoice for the administration fees upon its receipt. Initial here to indicate you've read and agree to the above terms and conditions: _____

Hotel/Management Company: _____
 Authorized Property Signature: _____ Date: _____
 Print Name: _____ Title: _____
 Telephone: _____ Fax: _____
 E-mail address: _____
 Billing Manager Name: _____
 Billing Manager E-mail address: _____

ADDITIONAL MARKETING OPPORTUNITIES

In 2012, TGI has compiled a number of valuable marketing opportunities to help you reach out with impact to communicate your property message, distribute distressed inventory, and promote special rates and packages.



ADVERTISE IN TGI'S MONTHLY TRAVEL AGENT E-NEWSLETTER:

Advertise your specials and promotional offers in the TGI e-newsletter.

COST: \$550

DIRECT MAIL YOUR CATALOG TO OUR AGENCIES:

We will mail your catalog directly to each of our agencies with a cover letter encouraging each agent to explore the opportunities provided by your property or chain. Mailings can be regionally targeted.

COST: call for quote

TGIWEB.COM ADVERTISING OPPORTUNITIES:

Banner Advertising: Home page and run of site advertising is available. Call for inventory availability.

Priority Placement: Placement based on participant level.

Streaming Video: You've already spent upwards of \$100,000 or more for your property video—why not distribute it over the internet directly to our 4,200 agencies and their clients for \$750. Your video up to two minutes in length can be streamed from TGIWeb.com in a branded window including your logo, central reservation number, and optionally*, a “click to call” button

which will instantly connect the viewer with your central reservation or information toll-free number.

Property Photographs: Unlimited photographs with Executive or Platinum level participation. (New this year)

Daily Specials: Participating agents will receive daily updates of posted specials, distressed inventory, or SRPs. Each listing will have a link directly to your website.

*Click to call button available for additional cost. Call for quote and details.

FINDMYRESORT.COM ADVERTISING OPPORTUNITY:

FindMyResort.com is a leisure and resort property showcase (you can see the site at <http://www.findmyresort.com>). Listings include a detailed property information page and unlimited color photographs of your property. Enhanced listings include priority placement, virtual tours and video. Guests of the site are able to search for leisure and resort accommodations by location, features and amenities. Search results link to detailed information pages about each showcased property, with a direct link to the property's website avoiding GDS fees and commissions.

The benefits of advertising on FindMyResort.com

- It's your content your way
- Links directly to your website
- No GDS fees
- No commissions
- No hassles

COST: \$199 per year per property

To Learn More about these marketing opportunities visit TGIweb.com or email Paul at: paul@tgiweb.com.



