



CONTRACT RATE AGREEMENT

房价协议书

Dear Partner:

致尊敬的合作伙伴:

Warm greetings from Marco Polo Lingnan Tiandi, Foshan.

佛山岭南天地马哥孛罗酒店给你带来诚挚的问候!

We are appreciated that you have supported us in the past. We would like to submit the preferred net rates of 2018 for you kind review and acceptance.

欢迎你参加 2018 佛山岭南天地马哥孛罗酒店特惠订房计划! 我们非常高兴地向贵社介绍本店 2018 年的优惠订房政策, 该计划详情请参见以下订房协议, 感谢你的签署确认并请回函一份以便本店存档。

1. FIT RATE 散客房价

CNY/人民币

Room Type 房型	Room Only 净房价	Room With 1 Breakfast 含单早房价	Room With 2 Breakfasts 含双早房价
Superior Room 高级客房	630	730	830
Deluxe Room 豪华客房	690	790	890
Premier Room 总理客房	790	890	990

Remarks: Additional CNY 20 per room per night if you request the room face to Lingnan Tiandi view.
注: 如需安排岭南天地景观, 额外加收人民币 20 元每间晚

- a) All prices inclusive of service charge and value-added tax (VAT). Additional breakfast is charged at CNY 100 net per person per night and non-commissionable. (Single / Double occupancy).
以上房费已包含服务费及政府规定的增值税, 如需另加自助早餐则按每人每份人民币 100 元计算, 且没有返佣。
- b) During Canton Fair and Ceramic Machinery Fair, additional charge CNY50net per room per night for the booking within 14 days period to arrival.
展会 (广交会、陶机展、陶博会) 及法定节假日, 提前 14 天预订协议价格不变, 在入住前 14 天之内预定需加收人民币 50 元。
- c) Extra bed charged at CNY292 net per room per night.
加床价格为 292 元每房每晚。
- d) Children below 5 years old will receive complimentary breakfast. Children between 5 and 12 years old will receive 50% discount off breakfast rate.

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5岁以下的儿童可以免费享用次日早餐1份，5岁至12岁儿童早餐费用5折优惠。

- e) Maximum 1 child under 12 years old sharing the same room with parents is allowed.
房间最多允许1名12岁以下儿童与家长同住一间房。
- f) We offer free-sale facilities during this contractual period. Therefore, no allotment is required. We will notify you in the event we need to close out on any room type and dates to minimize any inconvenience.
在此份合同里我们提供自由销售的销售方式,因此没有保留房,如果酒店任何房间已满我们将会提前通知您。
- g) The above rates are valid from 01st Jan to 31st Dec 2018 inclusive and non-commissionable.
以上价格有效期为2018年01月01日至2018年12月31日(包含)且没有返佣。

2. RESERVATION 预订

- (a) All FIT reservations to be forwarded directly to the hotel via:
所有散客房请直接联系预订部:
Email 电邮: resv.fsh@marcopolohotels.com
Tel 电话: (86 757) 8250 1888
Fax 传真: (86 757) 8250 1806
- (b) All reservations are subject to availability and confirmation. Unless a firm room allotment has been agreed upon by the hotel.
酒店会根据实际房态安排房间,所有预定以酒店书面确认为准。有房间配额的除外。
- (c) Confirmed rooms are available after 14:00 on the day of arrival. Check out time is at 12:00 noon. Room used from 12:00 to 18:00 on the day of departure will be charged at 50% of the contract rate. Room occupied after 18:00 will be charged at full contract rate.
入住时间为14:00后,退房时间为12:00。如需延迟退房时间,请提前通知酒店。如于18:00前退房,酒店将根据当天入住情况,收取半日房费。如客户于18:00后退房,酒店将收取一天的房费。
- (d) A writing reservation request should be received by our Reservation Department. Each reservation will get hotel's confirmation number to verify the receipt of the reservation.
预订需提供书面订房单,并以酒店提供预订确认号后为准。

4. CANCELLATION AND NO SHOW 取消及未抵达

- (a) All cancellations should be made in writing and should be acknowledged by the hotel.
所有取消订房均需提供书面申请,并以酒店确认为准。
- (b) Cancellations should be made 48 hours prior to arrival, cancellations made thereafter subject to whole period cancellation fee.
取消订房应该在抵店前48小时告知酒店,如贵方客人在抵店前48小时内取消入住或客房预订,本酒店将收取全段费用。

5. Group Rates 团队价

An "AD-HOC" group is a non-repetitive reservation of a minimum of 8 paying rooms with same arrival and departure dates but not on a regular schedule. If the size of an ad-hoc group is reduced to less than 8 paying rooms, the hotel reserves the absolute right to nullify the rates quoted herein and to



thenceforth charge at an appropriate rate, as determined by the booking situation.

临时团是一个预定 8 房间以上, 且队员是同进同出, 行程没有规律的偶然性团队。如果临时团订房数少于 8 间房, 酒店将保留取消团队价格的权利, 并将根据您的订房数量提供一个合适的价格。

6. **Group Rates (With Breakfast) 含自助早餐价**

Room Type 房型	Single/Double Occupancy 单人/双人入住
Superior Room 高级房	CNY 600net 人民币 600 元

(a) The above rates are inclusive a 10% service charge, plus a 6% value-added tax (VAT) and daily up to two breakfasts, non-commissionable. (single / double occupancy).

以上房费包含 10% 服务费及 6% 增值税和每日最多两份早餐, 没有返佣。

(b) Extra bed charged at CNY292 net per room per night.

加床价格为 292 元每房每晚。

(c) The above rates are valid from 01st Jan to 31st Dec 2018 inclusive and non-commissionable.

以上价格有效期为 2018 年 01 月 01 日至 2018 年 12 月 31 日 (包含) 且没有返佣。

7. **PAYMENT 付款**

(a) Full payment should be received 72 hours prior to arrival.

需在客人入住前 72 小时支付全部房费给酒店。

(b) For group more than 25 rooms, one night deposit is required 14 days prior to arrival. Balance of payment to be settled 72 hours prior to arrival.

超过 25 个房间的预订, 需在客人入住前 14 天支付一晚的房费给酒店, 剩余的所有房费需在客人抵达酒店前 72 小时支付。

Hotel reserves the right to adjust payment term, based on number of room booked at the hotel.

酒店会根据实际的订房数量, 保留调整收款方式的权利。

(c) All deposits are non-refundable. In the event of payment default on the deposit schedule, Hotel reserves the right to cancel the reservation.

所有押金不得退还, 如果没有预付相对应的押金, 酒店有权取消该预订。

(d) Should Credit Facilities have been established, all invoices are due payable 7 days after the billing date.

若有签订信贷协议, 所有帐目需要在账单结算周期后 7 天内结算。

(e) Should accounts be not paid within 7 days after the billing date, a 3% per month late payment charge will be applied. Hotel at its discretion may cancel the credit facilities.

若在限定结算日期后 7 天未能结算帐目, 则按未付款额月利 3% 收取利息。酒店有绝对的权利暂停或取消信贷协议。

(f) Payment can be made in cash, cheque or telegraphic transfer to:

请支付现金、支票或转账到以下账号:



Account Name: Foshan Yi Kang Hotel Management Co., Ltd.
账户名称: 佛山益康酒店管理有限公司
Account Number: 4442 8201 0400 14266
账户号码: 4442 8201 0400 14266
Name of the Bank: Agricultural Bank of China Guangdong Branch
开户行名称: 中国农业银行佛山市分行
Address of the Bank: 28 Dafu Road, Foshan City, Guangdong Province, China
开户行地址: 中国广东省佛山市禅城区大福路 28 号
Swift Code: ABOCCNBJ190
银行代码: ABOCCNBJ190

8. CONFIDENTIALITY 价格保密

(a) The rates in the agreement are strictly confidential and must not be disclosed to third parties.
该协议价格为保密价格，未经酒店同意，不得向第三方透露。

(b) The use or publication of these rates in electronics distribution system (internet, GDS, etc) is prohibited without prior agreement of the hotel. Excluded from this restriction is the publication of electronic brochure based on package rate (with airline, tour, etc).
未经酒店批准，以上价格不得发表在任何电子商务系统上（例如：网络，全球分销系统等），同时包括不得擅自出版在电子商务刊物（航空公司，旅行社等）。

9. FORCE MAJEURE 不可抗力因素

Neither party may be held for any act, omission or circumstance due to an event beyond their control which that party could not have avoided with a reasonable effort, provided it advises the other party in detail and in writing, as soon as possible after the occurrence of the said event, and that it takes reasonable steps to remedy the situation quickly and remove the cause of those acts, omissions or circumstances. These acts, omissions or circumstances shall include but not be limited to: War, declared or undeclared, revolution or action taken by public enemies; riots or civil disturbances; strikes, lock outs or work stoppage, affecting all or part of the Hotel staff; acts of God; fire, floods, storms; constraints imposed by any government or public authority; or any other cause that is reasonably beyond the control of one of the other party. The duty to remedy any one of these causes quickly in no way includes the duty to end strikes or industrial conflict by accepting the demands of the other party or parties. In the event of overbooking, the hotel will secure, and the company agrees to accept, alternative accommodation of at least an equal standard but is not liable to pay compensation to the company or to any passengers.

如任何一方因无法控制的因素出现不可避免的情况，应在最快时间内以书面形式告知对方，并迅速采取合理措施。这些因素及情况应包括但不限于：宣布或未经宣布的战争，革命行动，暴乱，罢工；以及影响全部或部分酒店工作人员的：天灾，火灾，洪水，风暴，超出对方合理控制的政府机构制约。采取合理措施迅速纠正情况不包括让任何一方有义务接受或要求其结束罢工或劳资冲突。如酒店出现客满的情况，酒店将有权提供该公司同意接受替代的，至少同一标准的住宿，但不负责赔偿该公司或任何乘客。

Kindly send the signed copy of this Contract Agreement within 14 days from the date of issue in order



to validate the agreement.

如贵方同意并接受以上价格及条款,请于 14 天内签订此协议,并通过电邮或传真反馈给我们,我们需要一份复印以确认此协议生效。

Thank you for selecting Marco Polo Lingnan Tiandi, Foshan as your preferred partner. We are looking forward to a continued close working relationship in the years to come.

谢谢您选择佛山岭南天地马哥孛罗酒店作为您的合作伙伴。我们衷心期待不久的将来与您紧密合作。

Yours sincerely,

佛山岭南天地马哥孛罗酒店
佛山益康酒店管理有限公司


Gary Gan 甘家杰 2011.11.26.

Asst. Sales Manager 销售副经理

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Email 邮箱地址:

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Company's Stamp & Date

公司盖章和日期


Susi Li 李素如

Director of Sales & Marketing

市场销售总监

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