Appendix 1A

Prepared by ASM						Street, Square, Sand Street, Square, S	-			
Court Pax Reems	×									
6 11.08 6 11.08 XX	П	Pax	Rooms	Nights	RN	Room Rev	Room Rev Food Rev TTL REV	TTL REV	STATUS	STATUS GWI EARN
6.11.98 6.11.98 NX										
6 11.08 6 11.08 N.X N.X ST. 211.298 13.12.98 N.X N.X ST. 211.298 12.12.98 N.X N.X N.X ST. 211.298 12.298 N.X N.X N.X ST. 211.298 N.X N.X N.X ST. 211.298 12.298 N.X N.X N.X ST. 211.298 N.X N.X N.X ST. 211.298 12.298 N.X N.X N.X ST. 211.298 N.X N.X N.X N.X ST. 211.298 N.X N.X N.X ST. 211.298 N.X N.X N.X N.X ST. 211.298 N.X N.X N.X N.X N.X ST. 211.298 N.X N.X N.X N.X ST. 211.298 N.X N.X N.X N.X ST. 211.298 N.X N.X N.X N.X N.X N.X ST. 211.298 N.X										
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18.12-98 20.12-98 XX XX XX 14.12-98 16.12-98 XXX XX XX 15.12-98 18.12-98 XXX XXX 17.12-98 19.12-98 XXX XXX XXX XXX XXX XXX 17.12-98 19.12-98 XXX XXX XXX XXX XXX XXX XXX XXX XXX X	11.12.98 13.12.98	XX	XX	×	XX	XXXX	XXXX	XXXX	Cfm	XXX
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15.12.98 18.12.98 XXX XXX XX XX	14.12.98 16.12.98	XX	XX	×	XX	XXXX	XXXX	XXXX	Cfm	XXX
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MN 17.12.98 19.12.98 XXX XXX XXX	15.12.9818.12.98	XXX	X	×	XXX	XXXXX	XXXX	XXXXX	Cfm	
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MN XX	13.12.98 15.12.98	XXX	XX	×	XXX	XXXX	XXXX	XXXXX	Cfm	
17.12.98 (9.12.98 XX XX										
	-	XX	XX	×	X					

LIGHT HOTELS Sales & Marketing Dept.		WEEKLY 23.11.98	WEEKLY PLANNER 23.11.98 - 28.11.98		Prepared by : ASM
MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
1.30AM	9.30AM				
Bahagian XX	Mr. P				
Jabatan XXX	Kementerian MNO				
Jln XYZ	Menara FGH				
	KL				
Tel XXXXXXX	Tel XXXXXX				
2.00PM	11.00AM				
HR Dept	Universiti CDE				
ABC Corporation	Jalan VX				
	KL				
	Tel XXXXXX				
rel XXXXXX					
2.30PM					
Ms. H					
STU Sdn. Bhd					
Wisma QRS					
In FGH					
Damansara					

Appendix 1C

SALES VISIT REPORT : ASM

78.98 XXX Organization tenday 9, Jh TUZ, KL NP XX 10, Jin WHR, PJ 10, Jin WHR, PJ 88.98 Inbutan ABC	nization			
		Ms. T	T 1234567	They organized a mass seminar (1000 pax) in June 98 in KL.
	KL	Human Resource Exec	F 7890123	To consider LHKT for a suitable program and suggest we
				contact their Terengganu branch for local activities.
		1) En. Y	T 3456789	They organized a seminar in Johor last month.
	R, PJ	Public Relations Officer	F 4567890	He recommend us to contact all MPs since
		2) Pn. S		they are a profit making body, they have the allocation.
				MP XX also sends their officers for field works in T'ganu
				they always stay at BCD Hotel which is very far from KT.
				Proposed LHKT for their next visit.
_				
	VC.	En. H	T 2345678	Due to budget constraint, they have cut down most seminar
		Pen. Pengarah	F 3456789	allocations. However they will consider SMKT for their
				future program. To quote sgl/tw/trp package.
Pusat WXY	,	En. R	T 5678910	Due to budget constraint, they have cut down their seminar
		Bhg. A		programs.
		2) Tn. Z	T 7891011	They do have seminar programs around October 98. Will
		Bhg. B	F 8910111	fax our quotations to him.
Kem. HIJ		Pn. Z	T 0123456	Last year they had a big budget. But this year it has
Bhg. C		Pembantu Pen. Pengarah		been cut down. It has to be divided among 14
Damansara				states. This leaves them with very little budget and she has
				decided to go to T'ganu for a 'team building' program.
				Will consider LHKT for future program.

Appendix 2A (I)

17 October 1998

Miss XX Tel. xxx xxxx XX Corporation Fax. xxx xxxx Company's Address

Dear Miss XX.

REF: MANAGEMENT RETREAT - LIGHT HOTEL PORT DICKSON

Thank you for your enquiry on the above and it is our pleasure to quote you the package below.

PACKAGE: RMXX.00 nett per person per night

inclusive of accommodation, breakfast, lunch,

dinner and 2 tea breaks.

DATE : 11-13 Dec 1998 or 18-20 Dec 1998

PAX : 20-25

MEETING ROOM : Complimentary with Overhead projector,

flipchart, whyteboard, screen, writing materials, plain cold water and mints.

CONFIRMATION: Kindly confirm your reservation in writing not

later than 25 November 1998.

We look forward to hearing from you.

Best regards, LIGHT HOTEL

ASM'S NAME Asst. Sales Manager

Appendix 2A (II)

INTERNAL BREAKDOWN XX CORPORATION LCH PD11-13 DEC OR 18-20 DEC 1998

RMXX.00 NETT PER PERSON PER NIGHT

 $\begin{array}{lll} ROOM & RMXX.00 \\ B^*FAST & RM X.00 \\ LUNCH & RMXX.00 \\ DINNER & RMXX.00 \\ 2 \; TEA \; BREAKS & RMXX.00 \end{array}$

Appendix 2B

20 October 1998

Miss XX XX Corporation Sdn Bhd Company's Address

Dear Miss XX

REF: MANAGEMENT RETREAT - LIGHT HOTEL PORT DICKSON

With reference to our quotation dated 17 October and our discussion thereafter, we are please to re-quote the package as below.

A. PACKAGE

RMXX.00 nett per person per night

Inclusive of accommodation (twin-sharing, Standard) breakfast, lunch, dinner and 2 tea breaks per day

B. RESERVATION

12 Standard Twin Check-in 11 Dec 1998 C

Check-out 13 Dec 1998

C. MEETING ROOM

Complimentary with overhead projector flipchart, whyteboard, screen Writing materials, plain cold water and mints

D. CONFIRMATION AND PAYMENT

We require a 50% deposit of the total cost in order for us to secure your booking. The hotel reserves the right to release any reservation which is not guaranteed by a deposit. Kindly arrange payment under Total Management Sdn Bhd, XXBank Account No. XXXXXXXX not later than 25 November 1998. The balance of total payment must be settled by 2 December 1998.

With best regards, LIGHT HOTEL (Sales Office)

ASM's Name Asst. Sales Manager

Appendix 2C

ATTN: En. XX

Light Hotel PD

FROM : ASM's name

Assistant Sales Manager TM KL

REF : TENTATIVE BOOKING FOR XX CORPORATION

MANAGEMENT RETREAT FOR 23 PAX.

C/IN 11/12/98 C/OUT 13/12/98

Dear En. XX.

Warmest greetings from TM KL !!!!!!!

Pleased to make a tentative booking for the above mentioned group 12 x Twin sharing rooms and a seminar room for 23 persons for 3 days/2 nights seminar package for every arrival.

Confirmation of booking will be fax to you after TM KL receive a 50% deposit from the above mentioned group. Do not hesitate to call me for further details.

The event order and programme itinerary will be send to you ASAP

Yours sincerely,

ASM's Name

Assistant Sales Manager TM KL

Appendix 2D

18 November 99

Miss XX XX Corporation Company's Address

Dear Miss XX.

REF: MANAGEMENT RETREAT - LIGHT HOTEL PORT DICKSON

It was a pleasure meeting you and Ms. YYY yesterday. We appreciate very much your time spent with us there.

We are pleased to offer the rate below:

A. PACKAGE

RMXX.00 nett per person per night inclusive of accomodation (twin-sharing, Standard) breakfast, lunch, dinner and tea

B. RESERVATION

12 Standard Twin Check In 11 Dec 1998

Check Out 13 Dec 1998

C. MEETING ROOM

Complimentary with overhead projector, flipchart, whyteboard, screen, writing materials, plain cold water and mints.

D. CONFIRMATION AND PAYMENT

We require a 50% deposit of the total cost in order for us to secure your booking. The hotel reserves the right to release any reservation which is not guaranteed by a deposit. Kindly arrange payment under Total Management Sdn Bhd, XXBank Account No. XXXXXXX not later than 25 November 1998. The balance of total payment must be settled by 2 December 1998.

We trust all the above are in order and kindly contact us by phone or fax if you need any clarification.

With best regards, LIGHT HOTEL (Sales Office)

ASM's Name

Asst. Sales Manager

Appendix 2E (I)

ATTN: En. XX

Light Hotel PD

FROM · ASM's name

Assistant Sales Manager TM KL

REF : CONFIRMED BOOKING FOR XX CORPORATION

MANAGEMENT RETREAT FOR 23 PAX.

C/IN 11/12/98 C/OUT 13/12/98

Dear En. XX.

Warmest greetings from TM KL !!!!!!!

Pleased to confirm the above mentioned booking for:

C/in - 11/12/98 C/out - 13/12/98 - 12 x ST rooms

Please reserve a seminar room for 23 persons with overhead projector, flipchart, whyteboard, screen, writing materials, plain cold water and mints for 23 persons.

Appended below are the breakdown charges and the event order:

The breakdown:

Accomodation - RM XXXX.XX nett (RM XX SP. Rate x 12 ST x 2

nights)

Buffet Breakfast - RM XXX.XX nett (RM X per pax x 23 pax x 2

times)

Buffet Lunch - RM XXX.XX nett (RM XX x 23 pax x 2 times)

Buffet Dinner - RM XXX.XX nett (RM XX x 23 pax x 2 times)

Tea Break - RM XXX.XX nett (RM X x 23 x 4 times)

GRAND TOTAL - RM XXXX.XX nett.

Appendix 2E (II)

TM KL EVENT ORDER

Account	: XX Corporation	Event No	:	0015
Contact	: Ms. XX	Hotel	:	LHPD
Address	: Client's Address	Func. Type	:	Seminar

Event Time Attendees Post As

XX Corporation To be advised 23 pax SeminarManagement Retreat

Room

Seminar room - style to be advised by client.

Set-up

To be advised by client.

Backdrop

None.

Food And Beverage Department

All the meals are Buffet style. Please make sure the menu are not the same every day.

Revenue Billing

Strictly do not collect any payment from the organizer. All payments are to be collected by TM KL. Please bill us for the above total package charges RMXXXX.XX nett. Please collect other charges i.e. – Telephone calls/Beverages and etc. on pax account as soon as the function is over

Yours sincerely,

ASM's Name Assistant Sales Manager TM KL

Appendix 2F

8 Dec 1998

Cik XXX

Light Hotel, PD .

Dear Cik XXX

I spoke to you on the telephone this morning regarding our semianr package booking made by Puan ASM from Kuala Lumpur on our behalf.

I would like to confirm with you the following:

- Guests List is enclosed for your attention. Please confirm the availability of the family-& the charge. (List A)
- Please arrange for lunch for 11 Dec 1998 as in our time table as attached. (List B) We shall confirm the lunch on 13 Dec 1998. Please indicate the cost of the lunch
- 3. Please arrange for night cap on the 12 Dec 1998 night @ midnight.
- Please make available to us a seminar room from 2.00 pm, 11 Dec 1998 onwards and according to our time table given to you.
- 5. Please provide the items for seminar room as per (list C), which is hereby enclosed.

I would appreciate that someone reply and confirm whether all our requirements can be met or not, in writing, so that there can be no more miscommunications and mix-up in the arrangements.

Thank you.

XX Corporation (M) Sdn. Bhd.

c.c. S & M Manager Kusi Lumpur Sales Office. Fax: 03- XXXXXXXX ASM Kusia Lumpur Sales Office.

P.S. 6. Pl provide us a map to your hotal!

Appendix 2G

List A

Participants List for the Development Programme: 11-13 Dec 98

Name

Mr. XX & Mr. YY 1 Room Ms. XX & Ms. YY 1 Room Mr. XX & Mr. YY 1 Room Mr. XX & Mr. YY 1 Room Ms. XX & Ms. YY 1 Room Ms. XX & Ms. YY 1 Room Mr. XX & Mr. YY 1 Room Mr. & Mrs. Y 1 Room Ms. XX & Ms. YY 1 Room Ms. XX & Assistant 1 Room Mr. XX & Mr. YY 1 Room Mr. Y 1 Family Room HIME NO. 11



MANAGEMENT RETREAT SCHEDULE



	Day I	Day 2	Day 3
11ME			
		_	
7.30 am	:	MORNING EXERCISE	MORNING EXTREISE
8.00		BREAKFAST	BREAKFAST
8.30		BREAKFAST	BREAKFAST
9.00		RECAP	SEMINAR
9.30		SEMINAR	SEMINAR
10.00		SEMINAR	MORNING TEA BREAK
10.30		MORNING THA BREAK	· RECAP
11.00	CHECK IN	SEMINAR	RECAP
11.30	CHECK IN	SEMINAR	CLOSING
12.00 pm	LUNCH	SEMINAR	CHECK OUT
12.30	LUNCH	LUNCIT	LUNCH
1.00	LUNCH	LUNCH	LUNCB
1.30	TRAINING BEGINS	SEMINAR	SEE YOU AT FOLLOW UP!
2.00	SEMINAR	SEMINAR	
2.30	SEMINAR	SEMINAR	
3.00	SEMINAR	SEMINAR	
3.30	TEA BREAK	TEA BREAK	
4.00	SEMINAR	SEMINAR	
4.30	SEMINAR	SEMINAR	
5.00	SEMINAR	SEMINAR	
5.30	BREAK	FREE TIME	
6.00	BREAK	FRUE TIME	: 1
6.30	BREAK	FREE TIME	
7.00	DINNER	DINNER	
7.30	DINNER	DINNER	
8.00	DINNER	DINNER	
8.30	VIDEO TRAINING	FUN TIME	
9.00	VIDEO TRAINING	FUN TIME	
9.30	TEAMBUILDING	TEAM BUILDING	
10.00	TEAMBUILDING	TEAM BUILDING	
10.30	BEDTIME	TEAM BUILDING	
11.00	DUDTIME	TEAM BUILDING	
		TEAM BUILDING	t
11.30		MIDNITETEA	
12.00 am		MID ATTE TEA	
1.00			·
1.30			

Appendix 21

-90 12.53

1:

CORP. (M) S/B

ID=G03

P.04

Dec. 84 1990 01:56PH F1

PHONE NO. : 603

FACSIMILE COVER SHEET

TO ; Ms. XXX , Administration Dept ORGANISATION ; XX CORPORATION (M) SD

XX CORPORATION (M) SUN BHD 03 XXXXXXX

FAX NO. :

SEMINAR IN PD

RE : SEMINA DATE : 4/12/98

NO. OF PAGES : 2 (incl. this page)

immediately)

Dear Ms. XX

Sorry for the bit of delay in getting this to you!

Here are some of the things that we will need from the hotel :

(If this fax did not reach you in its entirety, please call us at 0.3-

- A large room (5 round table setting with 5 chairs per table), pencils, papers, sweets, warm
 water
- 2. Marker pens (at least 2 of each; green, red, black, blue), White board, 1 flip chart.
- TV and Video player (please ensure it's a multi-player) and clevated enough to be easily seen from different points of the room.
- 4. A head table for 2 consultants in the seminar room with 2 BAR STOOLS (high chairs)
- 5. CD and cassette player through the PA System.
- 6. A room for Ms YYY and Assistant
- Overhead Projector and Screen.

Following is the schedule for all 3 days. Hope the info suffices for now. If you need to clarify anything, you can discuss with us on Monday evening as we will be at your office to meet with

Thanks so much for your assistance.

Best regards

XXXXX & XXXXXX

ATTN From 08-98 15:42 CURP. (M) S/B

ID=603

8 Dec 1998

Cik XXX

Dear Cik XXX

After my telephone call to you @ 3.00 PM, this is the status of the following:

- As the bookings were made through Puan ASM of Kuala Lumpur Sales
 Office, the charges for extra meal, nightcap and family room will be finalised by
 her.
- 2. Lunch for 11 Dec 1998 will be at 11.30 AM as you have suggested.
- All items requested by the trainier will be available.
- Semiar Room will be available from 2.00 PM on 11 Dec 1998 onwards.
- 5. You will fax me a copy of the map straightaway.

Thank you for your prompt answers and assistance.

As for those matters which have to await Puan ASM's attention, I shall wait for her response tomorrow when she will be back from leave.

Thank you.

Ms. XX

XX Corporation (M) Sdn. Bhd.

c.c. S & M Manager Kual Lumpur Sales Office. Fax: 03- XXXXXXX ASM , Kuala Lumpur Sales Office.

Map Received & Thursday 157

P.01

Appendix 2K 9 December 98

Miss XX XXCorporation Company's Address

Dear Ms. XX.

REF: MANAGEMENT RETREAT - LIGHT HOTEL PORT DICKSON

Further to our letter to you dated 18 November 1998 and our discussion today, we are pleased to confirm your arrangements as per your faxes to us.

Tel

Fax.

XXXXXX

XXXXXX

Please take note of the additional items:

A. FAMILY ROOM PACKAGE

Room charge for Mr. Y (1 Family Room) @ 3 Days 2 Nights

Mr. Y's Package @ RM210.00 nett
Meals package for spouse @ RM132.00 nett
Children meals @ RM 62.00 nett
(6-12 years)

B Extra lunch on 13.12.98 @ RM 16.00 nett per pax

D. PAYMENT

As for the balance of total payment, we would require the balance of total payment be made to us by 10 December 1998.

Should there be any extra items required by you at SMPD other than those agreed upon earlier in our package, it can be settled directly at SMPD.

Please call me if you need any information.

We trust all the above are in order and kindly contact us by phone of fax if you need any clarification.

With best regards, LIGHT HOTEL (Sales Office)

ASM's Name Asst. Sales Manager

Appendix 2L

ATTN: En. XX

Light Hotel PD

FROM: ASM's name

Assistant Sales Manager TM KL

REF : CONFIRMED BOOKING FOR XX CORPORATION

MANAGEMENT RETREAT FOR 23 PAX.

C/IN 11/12/98 C/OUT 13/12/98

Dear En. XX,

Warmest greetings from TM KL !!!!!!!

Appended below are the ammended breakdown charges:

The breakdown:

Accomodation - RM XXXX.XX nett (RM XX SP. Rate x 1 1 ST x 2 nights)
RM XXX.XX nett (RM XX SP. Rate x 1 FR x 2 nights)

Buffet Breakfast - RM XXX.XX nett (RM X per pax x 24 pax x 2 times) RM XX.XX nett (RM X per pax x 1 child x 2 times)

Buffet Lunch - RM XXX.XX nett (RM XX x 24 pax x 3 times)

RM XX.XX (RM X per pax x 1 child x 3 times

Buffet Dinner - RM XXX.XX nett (RM XX x 23 pax x 2 times)

Tea Break - RM XXX.XX nett (RM X x 22 x 4 times)

Supper - RM XXX.XX nett (RM X x 22 x 1 time)

GRAND TOTAL- RM XXXX.XX nett.

Yours sincerely,

ASM's Name

Assistant Sales Manager TM KL

Appendix 2M

ATTN: En. XX

Light Hotel PD

FROM: ASM's name

Assistant Sales Manager TM KL

REF : CONFIRMED BOOKING FOR XX CORPORATION

MANAGEMENT RETREAT FOR 23 PAX.

C/IN 11/12/98 C/OUT 13/12/98

Dear En. XX,

Warmest greetings from TM KL !!!!!!!

Appended below are the ammended breakdown charges:

The breakdown:

Accomodation - RM XXXX.XX nett (RM XX SP. Rate x 10 ST x 2 nights)

RM XXX.XX nett (RM XX SP. Rate x 2 FR x 2 nights)
RM XX.XX nett (RM XX SP. Rate x 1 ST x 1 night)

Buffet Breakfast - RM XXX.XX nett (RM X per pax x 24 pax x 2 times) RM XX.XX nett (RM X per pax x 1 child x 2 times)

Buffet Lunch - RM XXX.XX nett (RM XX x 24 pax x 3 times)

- RM XXX.XX nett (RM XX x 23 pax x 1 time)

RM XX.XX (RM X per pax x 1 child x 3 times

BBO Dinner - RM XXX.XX nett (RM XX x 21 pax x 1 time)

Tea Break - RM XXX.XX nett (RM X x 22 x 4 times)

Supper - RM XXX.XX nett (RM X x 22 x 1 time)

GRAND TOTAL - RM XXXX.XX nett.

Yours sincerely,

Buffet Dinner

ASM's Name

Assistant Sales Manager TM KL

Appendix 2N

15 Dec 1998

Kuala lumpur Sales Office

Fax: XXXXXXXX

Attn: Puan ASM

Dear Puan ASM

We have gone and returned from PD

Thank you for making all the arrangements for us.

There was a great deal of food to eat. The rooms were clean.

The seminar room was a little small for us. Check in was delayed because some guests did not check out on time.

This is to let you know that we arranged for BBQ on 12 Dec night for which we had to pay additional RM10-00 per head and P. D. said that we have to pay through you instead directly to the hotel there.

Number of persons who were at the BBQ dinner were 21pax.

We also took a triple sharing room instead of twin sharing for the first night, as one of the particpants had to return to K.L. the second night.

All in all, we enjoyed the time there.

Thank you.

Ms. XX

XX Corporation (M) Sdn. Bhd.

Cik. XXX, Light Hotel, PD 0X-XXXXXX

Appendix 3A

Tuan Pengurus, Light Hotels TM's Address (U/p: GM's Name)

Tarikh: 2/12/98

Tuan

PER: KAD POTONGAN HARGA XX DISCOUNT CARD

Merujuk kepada perkara tersebut diatas melalui surat tuan yang bertarikh 2 hb. Januari, 1998 dirujuk semula.

Dengan sukacitanya kami memohon kepada pihak tuan agar dilanjutkan lagi tarikh penggunaan Kad Potongan Harga (XX Discount Card) bagi tahun 1999. Kami juga memohon jasa baik pihak tuan agar dapat menyatakan tarikh akhir kad ini boleh digunakan di tempat tuan.

Schubungan dengan itu pihak tuan dipinta menyatakan potongan harga (peratus) bagi memudahkan pemegang-pemegang kad ini berurusan di tempat tuan.

Sekian dimaklumkan, kerjasama dan kelulusan dari pihak tuan di dalam hal ini amat dialu-alukan.

Terima kasih.

(CHE YY) PENGARAH PEMASARAN MALAYSIA XX DISCOUNT CARD

Appendix 3B (I)

RE : XXXXXX

Date: 09.12.1998

En. XX

Director of Sales Company's Name Company's Address Tel : 12345678

Dear En. XX.

RE : DISCOUNTED RATES FOR XX DISCOUNT CARD

Greetings from Light Hotels.

With reference to your letter dated 2 December 1998 on the above matter, we are pleased to offer our special discounted rate for XX Discount Card members. The rates offered are for all the Light Hotels as stated in the Discounted Rate Form.

The rates quoted are nett inclusive of 10% service charge and 5 % government tax.

Please be informed that some of our hotels offer a promotional rate from time to time and this promotion rate will be applicable whenever it is lower.

The rates will be valid from 1 January 1999 until 31 December 1999 and will be reviewed annually depending on the volume of business generated by your organization to our hotels.

Please be advised that the rates will not be applicable to bookings channeled through travel agents or our appointed hotel representatives.

For reservations, please call us at:

Light Hotels Central Reservation Office Company's Address Tel: 03-XXXXXX (Direct line) Tel: 03-XXXXXX

Appendix 3B (II)

For mutual convenience, the presentation of the XX Discount Card is required when checking in at our Light Hotels.

We would appreciate if you could provide us with 17 samples discount card for onward distribution to our Light Hotels.

For your information, we also eater for conventions, seminar and workshop. Please call our Sales Department for more information.

We thank you again and look forward to the privilege of your support and patronage.

...... Light Hotels - Amazingly affordable

Yours faithfully, Light Hotels Central Reservation Office

GM's Name GENERAL MANAGER

c.c. Light Hotels

HOTEL DISCOUNTED RATE

This contract is drawn up between Total Management Sdn. Bhd. Lot XX, X Floor, XX Plaza, Jalan XXX, 12345 Kuala Lumpur, Malaysia Tel: 03-XXXXXXX, Fax 03-XXXXXXXX

AND					
COMPANY:	XXXXX	C DISCOUNT CARD			
ADDRESS:	XX, Jak	an XX, 12345 Kuala Li	ampur		
TEL: 03-XX	XXXXX	FAX:	03-XXXXXXX	TELEX:	
CONTACT PERS	ON:	Mr. XX - Director	of Sales		
VALIDITY:		1 January 1999 unt	il 31 December 1999		

	Star	ndard	Family
Light Hotel	Single	Double	
KT	XX	XX	XXX
KUA	XX	XX	XXX
AS	XX	XX	XXX
SER	XX	XX	XXX
PD	XX	XX	XXX
PP	XX	XX	XXX
IP	XX	XX	XXX
JB	XX	XX	XXX
MAR	XX	XX	XXX
KR	XX	XX	XXX
TML	XX	XX	XXX
SP	XX	XX	XXX
BL	XX	XX	XXX
TP	XX	XX	XXX
GH	XX	XX	XXX

Company Stamp:

Note: Each member is entitled to a maximum of 2 rooms per booking.

MEAL RATES	
Breakfast (Local)	X
Breakfast (Continental)	X
Breakfast (American)	XX
Lunch (Local)	XX
Lunch (Western)	XX
Dinner (Local)	XX
Dinner (Western)	XX

Period:	Subject to RMXX.XX surcharge on Fridays, Saturdays, Eve & on	Public Holidays for Light Hotel and GH.
Remark:	Room rates quoted are inclusive of local breakfast for 2 persons pe	er room only.
* No ch ** Room	narge for child below 12 years old sharing room with parents a and meal rates above are nett, inclusive of 10% service charge and	5% government tax and non-commissionable.
Kindly ac	knowledge acceptance of our rates, terms and conditions by signing rates and allotment will not be extended by the Hotel unless a signed	and returning the duplicate of this contract.
Accepted	by:	Total Management Sdn. Bhd.
Title:		Confirmed by: XXX XXXX
Date:		Title:
Signature	:	Date:

Signature: