

**Seller Registration Form**

September 18-20, 2019

Korme Exhibition Centre, Astana, Kazakhstan

Please fill in the form in print and return this signed agreement. By EMAIL: [ptm@pata.org](mailto:ptm@pata.org). By FAX: +66(0) 2 658-2010

PATA reserves the right not to process incomplete applications.

**Note:** Seller Registration Form must be submitted by **June 30, 2019** in order to qualify for pre-scheduled appointments and list on the **Advance Seller List**. Registrants after this date will only be listed in **Pre-Addendum** and will have to conduct their own appointments.

**STEP 1 SELLER INFORMATION (For E-Directory Listing)**

The following details will be used as your organisation's listing in the e-Directory and available for all delegates.

- Is this your first time attending the PATA Travel Mart?  Yes  No
- If your answer is NO, please identify the years you have previously attended.

.....

Company Name \_\_\_\_\_

PATA Membership No \_\_\_\_\_ PATA Chapter Membership No. \_\_\_\_\_

Address \_\_\_\_\_

Country \_\_\_\_\_ Postcode \_\_\_\_\_ Tel \_\_\_\_\_

Email \_\_\_\_\_ Website \_\_\_\_\_

**1A. REGION YOU ARE OPERATING IN (include those of branches / sister companies)**

- North East Asia       South East Asia       South Asia       Pacific Islands
- Australia and New Zealand       Europe       North America       Others \_\_\_\_\_

**1B. SELLER INVOICE INFORMATION**

**Billing Person\*\*** \_\_\_\_\_

Position \_\_\_\_\_ Email \_\_\_\_\_

**Company Name and Address Same As Above**

Company Name \_\_\_\_\_

Address \_\_\_\_\_

Country \_\_\_\_\_ Postcode \_\_\_\_\_ Tel \_\_\_\_\_

Email \_\_\_\_\_ Website \_\_\_\_\_

## STEP 2. EXHIBITION BOOTH

### 2A MAIN PACKAGE BOOTH

Booths will be assigned on a **first come, first served** basis and the **geographic region** served by applicant. Please fill in the quantity of the booth you would like to register.

Package	Description	PATA Member	Chapter Member	Non- Member
<input type="checkbox"/> <b>SHELL SCHEME</b> 9 Sq.M. (3x3 metres)	1 Set of Appointments (30 appts) 1 Delegate 1 Round Table / 4 Chairs Lightings 1 Power Socket / 1 Paper Bin Wall Partition, Fascia Board, Carpet	<input type="checkbox"/> US\$2,310	<input type="checkbox"/> US\$3,150	<input type="checkbox"/> US\$3,360
<input type="checkbox"/> <b>RAW SPACE</b> 18 Sq.M. (3x6 metres)	2 Sets of Appointments (60 appts) 2 Delegates	<input type="checkbox"/> US\$3,990	<input type="checkbox"/> US\$5,670	<input type="checkbox"/> US\$6,195
<input type="checkbox"/> <b>MICRO ENTERPRISE</b> 4 Sq.M. (2x2 metres)	Counter display booth (15 appts) 1 Delegate ( <b>this booth type is not applicable for any discount</b> )	<input type="checkbox"/> US\$1,155	<input type="checkbox"/> US\$1,575	<input type="checkbox"/> US\$1,680
<input type="checkbox"/> <b>OTHER OPTION</b>	No Appointment			

Space Reserved	Set(s) of Appointments	Delegate(s)	Total
..... Sq. M.	..... Set(s)	.....	US\$ .....

### 2B. EXTRAS

Additional space has to be consistent with the Main Packages above (Shell/Shell, Raw/Raw) and can only be purchased in units of **9 Sq. M.** However if you choose to select a raw space option without an appointment, the minimum space requirement is **18 Sq. M.**

Package	Description	Quantity	PATA Member	Chapter Member	Non- Member
<input type="checkbox"/> <b>SHELL SCHEME</b> 9 Sq. M. (3x3 metres)	1 Round Table / 4 Chairs Lightings 1 Power Socket / 1 Paper Bin Wall Partition, Fascia Board, Carpet No Appointment, No Delegate	_____	US\$1,680	US\$2,310	US\$2,415
<input type="checkbox"/> <b>RAW SPACE</b> 9 Sq. M. (3x3 metres)	Space Only No Appointment, No Delegate	_____	US\$1,470	US\$1,680	US\$1,890
<input type="checkbox"/> <b>RAW SPACE (with Appointments)</b> 9 Sq. M. (3x3 metres)	1 Set of Appointments (30 appts) 1 Delegate	_____	US\$1,995	US\$2,835	US\$3,100
<input type="checkbox"/> <b>CO-DELEGATE</b>	Price Per One Delegate Max. 3 delegates per 9 Sq. M. ( <b>not applicable for any discount</b> )	_____	US\$500	US\$550	US\$600

Space Reserved	Set(s) of Appointments	Delegate(s)	Total
..... Sq. M.	..... Set(s)	.....	US\$ .....

### 2C. DISCOUNT

Items	Description	PATA Member	Chapter Member	Non-Member
<input type="checkbox"/> <b>DISCOUNT</b>	..... %	US\$ .....	US\$ .....	US\$ .....

### 2D. ADMINISTRATION FEE

Items	Description	Items	Description
<input type="checkbox"/> <b>Wire Transfer</b>	US\$35	<input type="checkbox"/> <b>LATE FEE</b>	PATA Member US\$300 Chapter Member US\$325 Non-Member US\$350

### STEP 3. PAYMENT INFORMATION

#### 3A. GRAND TOTAL

\$ \_\_\_\_\_ Main Package  
 \$ \_\_\_\_\_ Extras  
 \$ \_\_\_\_\_ **Discount**  
 \$ \_\_\_\_\_ Administration Fee

**Grand Total** .....

#### 3B. PAYMENT INFORMATION

Wire transfer must be made in **US Dollars ONLY**.

**An invoice with bank account will be sent to you after your submission.**

All payments must be made within two (2) weeks after the submission of the registration application forms.

### STEP 4. DELEGATE BADGES

A processing fee of **US\$50** (PATA Member and Chapter Member) and **US\$100** (Non-Member) will be applicable for delegate change made after **August 15, 2019**

Only delegates with appointments are entitled to appointment sessions with buyers, listing in the **Advance Seller List** and participation in the appointment-scheduling program. All sellers are entitled to a listing in the **e-Directory**.

1. PRIMARY DELEGATE:		(Mr. /Ms. /Mrs. /Miss)	
FIRST NAME:		LAST NAME:	
JOB TITLE:		ADDRESS:	
COMPANY:			
EMAIL:			
TEL.:			
		COUNTRY:	

2. SECONDARY DELEGATE:		(Mr. /Ms. /Mrs. /Miss)	
FIRST NAME:		LAST NAME:	
JOB TITLE:		ADDRESS:	
COMPANY:			
EMAIL:			
TEL.:			
		COUNTRY:	

3. SECONDARY DELEGATE:		(Mr. /Ms. /Mrs. /Miss)	
FIRST NAME:		LAST NAME:	
JOB TITLE:		ADDRESS:	
COMPANY:			
EMAIL:			
TEL.:			
		COUNTRY:	

## STEP 5. BUYER NOMINATION (optional)

Please nominate FIVE (5) Buyers whom you would like PATA to invite to register for PATA Travel Mart 2019.

1. BUYER CANDIDATE:			(Mr. /Ms. /Mrs. /Miss)
FIRST NAME:		LAST NAME:	
JOB TITLE:		COMPANY:	
EMAIL:		COUNTRY:	
WEBSITE:			

2. BUYER CANDIDATE:			(Mr. /Ms. /Mrs. /Miss)
FIRST NAME:		LAST NAME:	
JOB TITLE:		COMPANY:	
EMAIL:		COUNTRY:	
WEBSITE:			

3. BUYER CANDIDATE:			(Mr. /Ms. /Mrs. /Miss)
FIRST NAME:		LAST NAME:	
JOB TITLE:		COMPANY:	
EMAIL:		COUNTRY:	
WEBSITE:			

4. BUYER CANDIDATE:			(Mr. /Ms. /Mrs. /Miss)
FIRST NAME:		LAST NAME:	
JOB TITLE:		COMPANY:	
EMAIL:		COUNTRY:	
WEBSITE:			

5. BUYER CANDIDATE:			(Mr. /Ms. /Mrs. /Miss)
FIRST NAME:		LAST NAME:	
JOB TITLE:		COMPANY:	
EMAIL:		COUNTRY:	
WEBSITE:			

## PATA Travel Mart 2019 SELLER QUESTIONNAIRE

**“This information will be reflected accordingly in all guides but it is not a criteria for matching process”.**

Please  (double click and checked on the box) which best describe your company's operations:

### A. COMPANY'S BUSINESS PROFILE (you can select more than one)

- |  |   |   |
|--|---|---|
| <input type="checkbox"/> 1 Accommodation – Hotel Chains              | <input type="checkbox"/> 10 Day Cruise Operators                      | <input type="checkbox"/> 19 Restaurants                 |
| <input type="checkbox"/> 2 Accommodation – Independent Hotels        | <input type="checkbox"/> 11 Regional / International Cruise Operators | <input type="checkbox"/> 20 Travel Media                |
| <input type="checkbox"/> 3 Accommodation – Resorts                   | <input type="checkbox"/> 12 Car Rental                                | <input type="checkbox"/> 21 Travel Technology Companies |
| <input type="checkbox"/> 4 Accommodation – Serviced Apartments       | <input type="checkbox"/> 13 Adventure Tour Operators                  | <input type="checkbox"/> 22 Travel Web Portal           |
| <input type="checkbox"/> 5 Airlines                                  | <input type="checkbox"/> 14 Dive Operators                            | <input type="checkbox"/> 23 Meeting / Convention Venue  |
| <input type="checkbox"/> 6 National / Regional Tourism Organisations | <input type="checkbox"/> 15 Attractions / Museums / Galleries         | <input type="checkbox"/> 24 Spas                        |
| <input type="checkbox"/> 7 Inbound Tour Operators                    | <input type="checkbox"/> 16 Rail Travel                               | <input type="checkbox"/> 25 Golf Courses                |
| <input type="checkbox"/> 8 Professional Conference Organisers        | <input type="checkbox"/> 17 Theme Parks                               | <input type="checkbox"/> 26 Sports / Special Events     |
| <input type="checkbox"/> 9 Destination Management Companies          | <input type="checkbox"/> 18 Nature / National Parks                   | <input type="checkbox"/> 27 Others (Please specify)     |

### B. YOU WISH TO SEEK NEW BUYERS FROM (you can select more than one)

- |  |   |  |   |  |
|--|---|--|---|--|
| <p><b>Europe</b></p> <input type="checkbox"/> Austria <input type="checkbox"/> United Kingdom<br><input type="checkbox"/> Belgium <input type="checkbox"/> Others<br><input type="checkbox"/> France<br><input type="checkbox"/> Germany <input type="checkbox"/> All<br><input type="checkbox"/> Italy<br><input type="checkbox"/> Netherlands, The<br><input type="checkbox"/> Portugal<br><input type="checkbox"/> Russia<br><input type="checkbox"/> Spain<br><input type="checkbox"/> Switzerland | <p><b>Asia</b></p> <input type="checkbox"/> Brunei<br><input type="checkbox"/> Cambodia<br><input type="checkbox"/> China<br><input type="checkbox"/> Chinese Taipei<br><input type="checkbox"/> Hong Kong SAR<br><input type="checkbox"/> India<br><input type="checkbox"/> Indonesia<br><input type="checkbox"/> Japan<br><input type="checkbox"/> Korea (ROK)<br><input type="checkbox"/> Malaysia<br><input type="checkbox"/> Myanmar | <p><input type="checkbox"/> Pakistan<br/> <input type="checkbox"/> Philippines<br/> <input type="checkbox"/> Singapore<br/> <input type="checkbox"/> Thailand<br/> <input type="checkbox"/> Others<br/> <input type="checkbox"/> All</p> | <p><b>Americas</b></p> <input type="checkbox"/> Argentina<br><input type="checkbox"/> Brazil<br><input type="checkbox"/> Canada<br><input type="checkbox"/> Mexico<br><input type="checkbox"/> USA<br><input type="checkbox"/> Others<br><input type="checkbox"/> All <p><b>Pacific</b></p> <input type="checkbox"/> Australia<br><input type="checkbox"/> New Zealand<br><input type="checkbox"/> Others | <p><b>Middle East / Africa</b></p> <input type="checkbox"/> Egypt<br><input type="checkbox"/> Iran<br><input type="checkbox"/> Israel<br><input type="checkbox"/> Jordan<br><input type="checkbox"/> Kuwait<br><input type="checkbox"/> Saudi Arabia<br><input type="checkbox"/> South Africa<br><input type="checkbox"/> Turkey<br><input type="checkbox"/> United Arab Emirates<br><input type="checkbox"/> Others<br><input type="checkbox"/> All |
|--|---|--|---|--|

### C. COMPANY DESCRIPTION (Describe your organisation in not more than 50 words) BLOCK or TYPE please

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## TERMS AND CONDITIONS OF SELLER ORGANIZATION

### PRE-SCHEDULED APPOINTMENTS

For inclusion into the pre-scheduled appointment programme, all Seller agreement(s) together with full payment must be received after the submission of the Seller Organisation Registration Application Form (or Seller Online Registration Submission) **within 2 weeks**. Those registrations received after the deadline of **June 30, 2019** will be listed in *Pre-Addendum* and will be required to conduct their own appointments.

### CANCELLATIONS

The Pacific Asia Travel Association (PATA) must be notified in writing of any cancellation. A cancellation fee of 50% of the total amount payable will be applicable for **written** cancellations received by PATA on or before **June 30, 2019**. No refunds will be made for cancellations received on or after **July 01, 2019**. Refunds do not include any assessed bank fees, and will be made after **September 30, 2019**.

### BOOTH ALLOCATION

PATA shall allocate the booth under the consideration of order of application and payment received, country listing, booth size, frequency of participation.

PATA reserve absolute right for the final booth allocation and reserves the right to amend the floor plan or alter the exact location of the booths allocated to exhibitors without incurring any liability to exhibitor thereby.

### LIMITATION OF LIABILITY

It is agreed that neither the Pacific Asia Travel Association (PATA) nor any of its officers, directors, members or employees shall have any liability or responsibility for any personal injury, property damage or loss suffered by a delegate or any of his / her family members or other persons attending the PATA Travel Mart with the delegate resulting from the action or inaction of any person other than an employee of PATA. In the event of, or likelihood of, any circumstance which may create an extraordinary risk of injury or damage, PATA shall have the right in its sole discretion, to determine the course of action to be followed in respect to the PATA Travel Mart 2019. In the event that PATA cancels or limits the Mart for reasons of safety, neither PATA nor any of its officers, directors, members or employees shall have any liability or responsibility in connection with such cancellation or limitation and their failure to perform any further obligations shall not constitute a breach of contract on the part of PATA to hold such Mart. This Application for registration, when signed by authorised personnel of the seller organisation, shall serve as an agreement between PATA and the seller organisation, and shall indicate that the above terms and conditions of this Seller Organisation Registration Agreement have been read and understood by the organisation. PATA reserves the right to consider as incomplete any Application for Registration submitted without company stamp and signature.

Delegates are responsible for their personal belongings and are therefore reminded to safeguard these at all times during and after the exhibition. PATA assumes no responsibility for any personal belongings in the event of loss or damage.

### ACCEPTED AND AUTHORISED

The registration form must be signed by an authorised person with a company stamp.

**I HAVE READ AND UNDERSTAND TO THE TERMS AND CONDITIONS OF THIS APPLICATION, AND I ACCEPT AND AGREE TO ALL OF IT VOLUNTARILY WITH FULL KNOWLEDGE OF ITS EFFECT.**

Company Name _____	Company Stamp _____
Contact Name _____	Job Title _____
Signature _____	Date _____

As of September 25, 2018

**• THANK YOU FOR YOUR SUPPORT •**

**Pacific Asia Travel Association**

Unit B1, 28th Floor, Siam Piwat Tower, 989 Rama 1 Road. Pathumwan, Bangkok 10330, Thailand  
Tel: (66-2) 658-2000 Fax: (66-2) 658-2010 E-mail: membership@PATA.org Website: www.PATA.org