

Agreement between David Emery Marsh Travel Marketing (DETM) and S Viet Travel (& Bavi Eco Tour)

Sales and Marketing Support:

- ❖ DETM provide S Viet Travel services (& Bavi Eco Tour) with its' services within Canada as an exclusive basis (not working with any other tour operators in Vietnam or Cambodia during the term of this contract)
- ❖ Independent sales calls to top producing travel agencies in Canada
- ❖ Inclusion in monthly DETM newsletter to travel agent data base.

When appropriate we can include in our services:

- ❖ Wholesaler/tour operator training
- ❖ Joint travel agent sales calls with wholesaler sales reps
- ❖ 30 minute webinars to travel agents
- ❖ Sales calls to travel agencies in U.S. cities
- ❖ Attend travel industry events across Western Canada and USA where needed for product launches, tradeshow, trainings, and consumer shows.

Business Services Included:

- ❖ Representative for S Viet Travel services will initially be David Emery (Vancouver) and Sandy Ruel (Calgary) of DETM.
- ❖ Home Office includes laptop, internet, email, fax, cell phone, and brochure storage.
- ❖ Monthly Reports
- ❖ Assistance with design of any flyers/brochures for the North American markets (in English)
- ❖ Cell Phone is included in the fees.

Contract Validity:

- ❖ This contract is valid for a term of 6 months; September 01, 2019 – February 29, 2020.
- ❖ After February 29, 2020, the contract will renew automatically on a month to month basis until cancelled (with 60 days notice) by either party

Fees:

- ❖ The fees for the services as outlined above are \$300 USD per day with 5 days per month:
- ❖ DETM will provide our services for **5 days per month** in Canada dedicated exclusively for S Viet Travel services
- ❖ Additional days can be contracted upon agreement of both parties

Expenses (in addition to monthly fees the following are charged separately):

- ❖ Mileage at USD 0.50/km which includes the use of car, fuel, insurance and maintenance when doing local sales calls (primarily Vancouver and Calgary areas). Occasionally parking would be expensed also for sales calls.
- ❖ Travel expenses/budgets for travel outside Vancouver or Calgary to the rest of Canada and/or USA would be pre-approved and agreed upon by S Viet

Travel. (These travel expenses would include hotels, flights, car rentals, meals, parking, other transportation, etc.)

Payment Procedures:

- ❖ Billing to S Viet Travel services by DETM for Sales Representation to be collected for each month in advance.
- ❖ Payment of fees to DETM will be done in a timely manner via wire transfer or PayPal to US account.
- ❖ S Viet Travel services agrees to pay the wire transfer/PayPal fees.

Agreed:
S Viet Travel

Date: _____ Signature: _____

Agreed:
David A Emery – David Emery Travel Marketing

Date: August 12, 2019

Signature: _____