

JAPEX 2008

The Jamaica Product Exchange

Sponsored by:

Jamaica Hotel and Tourist Association

Jamaica Tourist Board

April 25 – 27, 2008

Hilton Kingston Hotel

Kingston, Jamaica

BUYER REGISTRATION FORM

Register on the Web at www.jhta.org/japex.htm

GENERAL INFORMATION - BUYERS

JAPEX - The Jamaica Product Exchange was created in 1990 to provide a professionally organized business exchange where wholesalers and tour operators can meet and conduct business with Jamaica's leading tourism suppliers.

JAPEX is a project of the Jamaica Hotel and Tourist Association (JHTA) and the Jamaica Tourist Board (JTB) and is supported by every Jamaican organization involved in the development, promotion and sale of the Island's tourism product.

JAPEX 2008 is April 25 (arrival day) through April 27 at Hilton Kingston Hotel, Kingston, Jamaica. For three days, tour operators and wholesalers meet with 150 different suppliers of Jamaican tourism products and services.

HOW JAPEX WORKS - A JAPEX Online Directory of Participants, including marketing and product information on all participating buyers and suppliers, will be made accessible to delegates upon registration. Upon receipt, buyer delegates review information on suppliers and request appointments with those suppliers they want to meet. Meetings are arranged in advance through computer appointment matching or at the event during scheduling sessions.

Buyers may now register for JAPEX 2008 on the Japex official website at www.jhta.org/japex.htm. It is quick, easy and cost effective. Buyers will also be able to access the electronic Delegate Directory, make and view appointments on the website.

JAPEX APPOINTMENTS ARE "BUYER FRIENDLY" - Appointments are pre-scheduled at JAPEX two different ways: The first way an appointment can be scheduled is a perfect match, when the buyer requests a supplier and the same supplier requests that buyer; the second way is through buyer requested appointments, which are based solely upon the buyers' requests.

JAPEX APPOINTMENT SCHEDULE BOOKS:

A few weeks before JAPEX, Buyers and Suppliers receive a copy of their pre-scheduled appointments books or view appointments on the website at www.jhta.org/japex.htm. Upon arrival at JAPEX, buyers receive an Appointment Schedule Book, as well as a Prospect Report of suppliers who requested to meet with their company. If appointments are not scheduled with any of the suppliers on the Prospect Report, buyers are encouraged to see these suppliers during carefully structured scheduling sessions held on the first business day.

CONFIRMATION OF PARTICIPATION:

Companies who submit a registration application along with fees will receive written confirmation of registration by Email or by fax.

CANCELLATION OF REGISTRATION:

Cancellations received 30 days prior to the event (March 28) will receive full reimbursement of registration fees, less a U.S.\$50 cancellation fee. Cancellations received after March 28 are not eligible for a refund.

JAMAICA PRODUCT BRIEFING:

Buyers are encouraged to contact their Jamaica Tourist Board representative at the JTB booth during JAPEX to arrange for a briefing of Jamaica's tourism products and services.

PRELIMINARY SCHEDULE OF EVENTS:

Dress is business casual during the day and elegantly casual during the evenings.

FRIDAY, April 25, 2008

Official Arrival Day for all JAPEX Delegates

- 10:00 am - 6:00 pm Registration & Credentials Claiming
- 10:00 am - 5:00 pm Supplier Booth Set-Up
- 3:30 pm - 5:00 pm JTB Presentation/Media Update
- 7:00 pm Opening Ceremony
- 7:30 pm Welcome Reception - Sponsored by Hilton Kingston Hotel

SATURDAY, April 26, 2008

- 7:30 am - 9:00 am Registration & Credentials Claiming for Late Arrivals
- 7:30 am - 8:30 am Breakfast for All Delegates
- 8:45 am - 9:45 am Supplier to Buyer Scheduling Session
Buyer to Supplier Scheduling Session
- 10:00 am - 5:00 pm Appointments are scheduled continuously throughout the day
- 12:30 pm - 2:30 pm Working lunch (each delegate is scheduled 60 minutes for lunch)
- 7:30 pm 'Many Moods of Kingston' - Sponsored by the JHTA Kingston Chapter

SUNDAY, April 27, 2008

- 9:00am - 10:00am Travel Agents visit with Suppliers on the Selling Floor
 - 10:00 am - 2:00 pm Appointments are scheduled throughout the day
 - 1:00 pm - 2:15 pm Working Lunch
 - 2:30 pm Supplier Booth tear down
- Free Evening for Delegates to Enjoy Kingston

Application to Register ■ JAPEX 2008 BUYERS

April 25 – 27, 2008 ■ Hilton Kingston Hotel ■ Kingston, Jamaica

HOW TO REGISTER:

Participation in JAPEX is by invitation only. Applicants should complete the registration form and send it with the appropriate fee to the official JAPEX management firm, the Caribbean Hotel Association, located at 2655 Le Jeune Road, Suite 910, Coral Gables, Florida 33134, Telephone: 305-443-3040, Fax: 305-443-3005. You may also register online at www.jhta.org/japex.htm.

FEES:

The fee to register for JAPEX 2008 is US\$395.00 per buyer delegate. The fee includes name badge credentials; one official Directory of Participants per company; pre-scheduled appointments during JAPEX; access to the Electronic Delegate Directory and Appointment schedules; and attendance at officially scheduled JAPEX functions.

Buyer fees are \$395.00 per delegate and include three nights hotel accommodation for the period of April 25 – April 27 in single occupancy. Should the delegate require hotel accommodations for nights prior or post these dates, the delegate must contact the hotel directly to request the additional dates. Please select from the hotels listed below; hotel requests will not be processed unless three different hotels are selected. Please mark your first hotel choice with a "1", your second choice with a "2", and your third choice with a "3". JAPEX management cannot guarantee the availability of either a specific hotel or category.

____ Hilton Kingston Jamaica

____ Jamaica Pegasus Hotel

____ The Courtleigh Hotel & Suites

Please complete the following hotel information:

Hotel Arrival Date: _____ Hotel Departure Date: _____

The address in Address Block 1 will be used on all printed materials including indexes in the Official Directory of Participants, and name badge credentials. Unless otherwise specified, the Official Directory of Participants will be sent to Address Block 1 as completed below.

ADDRESS BLOCK 1:

Company Name _____

Address _____

(No P.O. Box within the USA)

City _____ State _____ Zip/Postal Code _____ Country _____

Phone _____ Fax _____

(Please include country and city codes where applicable)

Email _____ Web Site URL _____

ADDRESS BLOCK 2:

Please send my Directory of Participants to the address indicated below:

Company Name _____

Address _____

(No P.O. Box within the USA)

City _____ State _____ Zip/Postal Code _____ Country _____

Phone _____ Fax _____

(Please include country and city codes where applicable)

Email _____ Web Site URL _____

PRIMARY DELEGATE:

All information is sent to the attention of the Primary Delegate at the address indicated above. Appointments are pre-scheduled for the Primary Delegate. All other registered Delegates have the option of having their own set of appointments or sharing appointments with another Delegate. If Delegates choose the "sharing" option, they will be given a personalized appointment schedule book with no appointments pre-scheduled.

Please complete the information below as you would like it to appear on your name badge.
IF YOU WISH TO REGISTER MORE THAN TWO DELEGATES, PLEASE ATTACH A LIST ON A SEPARATE SHEET OF PAPER.

PRIMARY DELEGATE:

DELEGATE NUMBER TWO:

First Name: _____
 Last Name: _____
 Title: _____
 Email: _____

First Name: _____
 Last Name: _____
 Title: _____
 Email: _____

___ I will schedule my own set of appointments.
 ___ I will attend appointments with another Delegate.

___ I will schedule my own set of appointments.
 ___ I will attend appointments with another Delegate.

PAYMENT INFORMATION:

___ Buyer Registration @ \$395.00 each Total US\$ _____

Payment MUST accompany Registration form. Please make all checks payable in U.S. funds and drawn on a U.S. bank to: Caribbean Hotel Association (CHA), 2655 Le Jeune Road, Suite 910, Coral Gables, Florida 33134. Telephone: 305-443-3040, Fax: 305-443-3005.

Form of Payment: CHECK# _____ AMEX Visa MasterCard Diners Discover

Cardholder's Name: _____ Card Number: _____

Expiration Date: _____ Signature: _____

GUIDELINES

1. The Applicant understands that all arrangements and/or changes must be submitted in writing.
2. The Applicant shall release the host hotels, JAPEX, the JHTA, and its agents, consultants, and employees from all claims, expenses or liabilities arising from any injury or damage to the Applicant, his employee or agent or to the property of the Applicant occurring on the host property or approaches thereto.
3. If JAPEX should be cancelled for any cause such as act of God, war, government action or order, building problem, weather, labor dispute, etc., JAPEX's liability shall be limited to the refund of participation fees.
4. The Applicant shall be liable for any damage he causes to the building, floors, glass, walls, columns or furniture.
5. JAPEX shall not be responsible for loss of, or damage to the Applicant's property due to explosions, acts of God, thefts, fires or any other legitimate condition beyond its control.
6. The Applicant understands that his presence is required at all official functions.
7. The Applicant understands that hospitality suites shall not be open during officially scheduled sessions or functions. Organizations must register hospitality suites and functions with JAPEX management.
8. The Applicant understands that the information contained in the conference material constitutes part of the registration contract, and agrees to conform to all guidelines.
9. JAPEX shall have full power to interpret and amend these guidelines which in its discretion shall be in the best interest of the conference.
10. The Applicant shall not take part in non -JAPEX functions which would preclude attendance at all scheduled activities.
11. The Applicant shall not participate in familiarization trips sponsored and supported by companies and organizations not registered for JAPEX.
12. By completing and submitting this Application for Registration, the Applicant understands that participation must be confirmed in writing by JAPEX before registration is granted. The Application for Registration is not an offer and participation in the conference may be restricted or cancelled by JAPEX for any reason.

As a participant of JAPEX 2008, you and your organization agree to comply with the Guidelines published in this Application. No arrangements other than those contained herein shall be binding upon the parties, unless requests are made in writing and approved by JAPEX management.

Authorized Signature: _____ Date: _____

Print name in above signature: _____

JAPEX 2008 is a project of the Jamaica Hotel and Tourist Association (JHTA) and the Jamaica Tourist Board (JTB) and is managed by the Caribbean Hotel Association (CHA), 2655 Le Jeune Road, Suite 910, Coral Gables, Florida 33134
 Telephone: 305-443-3040 • Fax: 305-443-3005

FOR CHA USE ONLY

	BY:	DATE:		BY:	DATE:
Form Received:	_____	_____	Hotel Assigned::	_____	_____
Full Payment Received:	_____	_____	Confirmation:	_____	_____
Data Entry:	_____	_____			

BUYER MARKETING INFORMATION FOR THE OFFICIAL DIRECTORY OF PARTICIPANTS

Complete The Following Information Describing Your Company/Organization:

A. DESCRIBE YOUR COMPANY/ORGANIZATION:

- | | | | |
|-----------------------------------|--------------------------|----------------------------|--------------------------|
| 1. Association | <input type="checkbox"/> | 7. Tour Operator | <input type="checkbox"/> |
| 2. Charter Operator | <input type="checkbox"/> | 8. Travel Agent Consortium | <input type="checkbox"/> |
| 3. Incentive Company | <input type="checkbox"/> | 9. Travel Club | <input type="checkbox"/> |
| 4. Meeting Planner | <input type="checkbox"/> | 10. Wholesaler | <input type="checkbox"/> |
| 5. Retail Agent Organizing Groups | <input type="checkbox"/> | 11. Wholesaler with own | |
| 6. Receptive Operator | <input type="checkbox"/> | Retail Outlets | <input type="checkbox"/> |

B. WHAT ARE YOUR PRIMARY MARKETS?

- | | | | |
|-------------------------|--------------------------|------------------------------------|--------------------------|
| 1. Bird Watching Groups | <input type="checkbox"/> | 8. Meetings, Seminars, Conventions | <input type="checkbox"/> |
| 2. Dive Groups | <input type="checkbox"/> | 9. Nature Travel | <input type="checkbox"/> |
| 3. Ecotourism | <input type="checkbox"/> | 10. Seniors Groups | <input type="checkbox"/> |
| 4. Groups | <input type="checkbox"/> | 11. Special Interest Travel | <input type="checkbox"/> |
| 5. Honeymoons | <input type="checkbox"/> | 12. Sports Programs | <input type="checkbox"/> |
| 6. Incentives | <input type="checkbox"/> | 13. Student Groups | <input type="checkbox"/> |
| 7. Individual Travelers | <input type="checkbox"/> | 14. Technical Tours | <input type="checkbox"/> |

C. TYPES OF ACCOMMODATIONS REQUIRED? Did you know there are over 360 small properties including Bed & Breakfasts, Guest Houses, Cottages, and Villas in Jamaica?

- | | | | | | |
|------------------|--------------------------|-----------------------------|--------------------------|-----------------------------|--------------------------|
| 1. 5 Star | <input type="checkbox"/> | 6. Beachfront | <input type="checkbox"/> | 11. Hotels (51-100 rooms) | <input type="checkbox"/> |
| 2. 4 Star | <input type="checkbox"/> | 7. Bed & Breakfast | <input type="checkbox"/> | 12. Hotels (101-300 rooms) | <input type="checkbox"/> |
| 3. 3 Star | <input type="checkbox"/> | 8. Cottages/Villas | <input type="checkbox"/> | 13. Hotels (over 300 rooms) | <input type="checkbox"/> |
| 4. 2 Star | <input type="checkbox"/> | 9. Guest House | <input type="checkbox"/> | 14. Resorts | <input type="checkbox"/> |
| 5. All Inclusive | <input type="checkbox"/> | 10. Hotels (up to 50 rooms) | <input type="checkbox"/> | 15. Room Only | <input type="checkbox"/> |

D. WHAT SERVICES DO YOU REQUIRE?

- | | | | | | | | |
|-----------------------|--------------------------|----------------------------|--------------------------|-----------------------------|--------------------------|----------------------------------|--------------------------|
| 1. Air Conditioning | <input type="checkbox"/> | 6. Children's Programs | <input type="checkbox"/> | 11. In Room Internet Access | <input type="checkbox"/> | 15. Sightseeing/
Guided Tours | <input type="checkbox"/> |
| 2. Airport Transfers | <input type="checkbox"/> | 7. Meeting Facilities | <input type="checkbox"/> | 12. Laundry/Dry Cleaning | <input type="checkbox"/> | 16. Tennis | <input type="checkbox"/> |
| 3. Banquet Facilities | <input type="checkbox"/> | 8. Food & Beverage | <input type="checkbox"/> | 13. Meal Plan Options | <input type="checkbox"/> | 17. Watersports | <input type="checkbox"/> |
| 4. Business Center | <input type="checkbox"/> | 9. Golf | <input type="checkbox"/> | 14. Room Service | <input type="checkbox"/> | | |
| 5. Car Rental | <input type="checkbox"/> | 10. Handicapped Facilities | <input type="checkbox"/> | | | | |

E. DOES YOUR COMPANY SELL JAMAICA IN COMBINATION WITH EITHER OF THE FOLLOWING?

1. Florida
2. Other Caribbean Destinations (Please specify: _____)

F. HOW MANY TOTAL CLIENTS DID YOUR COMPANY HANDLE LAST YEAR?

- | | | | | | |
|------------------|--------------------------|-----------------|--------------------------|-------------------|--------------------------|
| 1. 1,000 or Less | <input type="checkbox"/> | 3. 3,001-5,000 | <input type="checkbox"/> | 5. 10,001 or More | <input type="checkbox"/> |
| 2. 1,001-3,000 | <input type="checkbox"/> | 4. 5,001-10,000 | <input type="checkbox"/> | | |

G. HOW MANY CLIENTS DID YOUR COMPANY SEND TO JAMAICA LAST YEAR?

- | | | | | | |
|----------------|--------------------------|----------------|--------------------------|------------------|--------------------------|
| 1. 500 or Less | <input type="checkbox"/> | 3. 1,001-3,000 | <input type="checkbox"/> | 5. 5,001 or More | <input type="checkbox"/> |
| 2. 501-1,000 | <input type="checkbox"/> | 4. 3,001-5,000 | <input type="checkbox"/> | | |

H. Please give specific details about your company that will be of interest to JAPEX suppliers:
