

WHOLESALE MANUAL 2027-2028

1 April 2027 - 31 March 2028

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❖ 2027-2028 WHOLESALE & RETAIL PRICING SCHEDULE

	PRODUCTS	GROUP TYPE & SIZE	RETAIL:	WHOLESALE:
Tour of Wairarapa	Martinborough Winery Tour	Small Group Shared Tour Min 2 pax, Max. 11 pax	\$195pp	\$156pp
	Martinborough Winery PRIVATE Tour	Private Tour Min 4 pax, Max. 11 pax	\$245pp	\$196pp
	Martinborough Foodie Half Day Tour	Small Group Shared Tour Min 2 pax, Max. 11 pax	\$185pp	\$148pp
	Wine and Wild Coast Tour	Small Group Shared Tour Min 2 pax, Max. 11 pax	\$365 adult \$185 child^	\$292 adult \$148 child^
	Martinborough Winery and Foodie Day Tour	Small Group Shared Tour Min 2 pax, Max. 11 pax	\$320pp	\$256pp
	Greytown Discovery: Taste, Shop & Explore	Small Group Shared Tour Min 2 pax, Max. 11 pax	\$190pp	\$152pp
	Wine, Food and Wairarapa Coast Overnight Tour	Small Group Shared Tour Min 2 pax, Max. 11 pax	From \$850pp	From \$680pp
Tour of Wellington	From Cave to Coast Wellington Highlights Tour	Small Group Shared Tour Min 2 pax, Max. 11 pax	\$210 adult \$150 child^	\$168 adult \$120 child^
	From Cave to Coast Wellington Highlights PRIVATE Tour	Private Tour Min 4 pax, Max. 11 pax	\$265 adult \$170 child^	\$212 adult \$136 child^
	Wellington Movie Magic PRIVATE Tour	Private Tour Min 4 pax, Max. 11 pax	\$295 adult \$275 child^	\$236 adult \$220 child^
	Taste of Petone: Wellington's Half-Day Gourmet Tour^^	Small Group Shared Tour Min 2 pax, Max. 11 pax	\$235pp	\$188pp
	Wellington Craft Beer & Brewery Half-Day Tour	Small Group Shared Tour Min 2 pax, Max. 11 pax	\$175pp	\$140pp
Mandarin Tours	Mandarin Wellington Highlights Tour 惠灵顿特色景点中文导游半日游	Small Group Shared Tour Min 2 pax, Max. 11 pax	\$155pp	\$124pp
	Mandarin Wellington Eco Walking Tour 惠灵顿特色景点中文徒步半日游	Small Group Shared Tour Min 2 pax, Max. 11 pax	\$88pp	\$70pp

Mandarin Martinborough Winery Half-day Tour 怀拉拉帕葡萄酒品鉴中文半日游	Small Group Shared Tour Min 2 pax, Max. 11 pax	\$215pp	\$172pp
Mandarin Martinborough Foodie Half-day Tour 怀拉拉帕美食鉴赏和品酒中文半日游	Small Group Shared Tour Min 2 pax, Max. 11 pax	\$190pp	\$152pp
Mandarin Seal Coast Safari (Private) 惠灵顿秘境毛皮海豹海岸四驱探险之旅	Private Tour Min 4 pax, Max. 10 pax	\$235 adult \$118 child^	\$188 adult \$94.4 child^
^ Child rate applies to ages 12 and under			

Zozo Digital Assets

To support product listings or training, we've created a Google Drive folder containing individual product folders (with images, videos, and introductions) along with our company portfolio. The folder will be updated regularly. If you require any specific marketing materials, please don't hesitate to contact our marketing team:

bookings@zozotravel.co.nz

<https://drive.google.com/drive/folders/1-ykRNiltEOBLUMo6B9pR3MEOGW6F5s4O?usp=sharing>

BLOCKOUT DATES:

- ✓ **Friday, 14 April 2028 (Good Friday):** All tours closed **EXCEPT** From Cave to Coast Highlights Tour(s)
- ✓ **Monday, 17 April 2028 (Easter Monday):** All tours closed **EXCEPT** From Cave to Coast Highlights Tour(s)
- ✓ **Saturday, 25 April 2027 (Anzac Day):** All tours closed **EXCEPT** From Cave to Coast Highlights Tour(s)
- ✓ **Friday, 25 June 2027 (Matariki):** All tours closed **EXCEPT** Martinborough Winery Tour(s), Wine and Wild Coast Tour and From Cave to Coast Highlights Tour(s).
- ✓ **Saturday, December 25th, 2027 (Christmas Day):** All tours are closed
- ✓ **Sunday, December 26th, 2027 (Boxing Day):** All tours closed **EXCEPT** From Cave to Coast Highlights Tours
- ✓ **Friday, January 1st & Saturday, 2nd 2027 (New Years Day period):** All tours closed **EXCEPT** From Cave to Coast Highlights Tours
- ✓ **Saturday, 6 February 2027 (Waitangi Day):** Wellington Movie Magic PRIVATE Tour, Taste of Petone: Wellington's Half-Day Gourmet Tour and Craft Brewery Half Day Tour are closed

**Please note some tours may be subject to seasonal availability.*

❖ ZOZO TRAVEL TOUR PRODUCTS

➤ TO NOTE:

- Our small group tours are for 2-11 people. We accept bookings for minimum of 1 pax for small group tours. However, we require a minimum of **2 pax** to operate a small group tour. Zozo reserves the right to cancel the tour if the minimum number of participants is not met.
- At least **4 participants** are required for our **PRIVATE** tours.

➤ TOURS OF WELLINGTON

- **From Cave to Coast Wellington Highlights Tour (Private version available)**
 - Duration: 5 hours
 - Schedule: 1000 - 1500
 - Tour intro: Scenic tour of Wellington including Mt Victoria Lookout, Weta Cave visit, coastal drive, Brooklyn Wind Turbine, Botanical Gardens and Lady Norwood Rose Garden, Parliament Buildings and Old St Paul's Cathedral. **Lunch at a local seaside café included.**
- **Wellington Movie Magic Private Tour**
 - Duration: 5 hours
 - Schedule: 1000 - 1500
 - Go behind the scenes of Wellington's world-famous film industry with visits to Weta Workshop, Mount Victoria LOTR filming site and the historic Stansborough Weaving Mill - key contributors to The Lord of the Rings and other Hollywood blockbusters.
- **Taste of Petone: Wellington's Half-Day Gourmet Tour**
 - Duration: **4.5 hours**; Adults only (R18)
 - Schedule: **0945 - 1415**; Runs Tues to Fri
 - Tour intro: Guided small group foodie and tasting tour in Petone and the surrounding regions **including coffee, cheese and chocolate**. *Lunch and craft beer tasting are no longer included on this tour.*
- **Wellington Craft Beer & Brewery Half-Day Tour**
 - Duration: 4 hours
 - Schedule: 1130 - 1530 and 1600 - 2000
 - Availability: Morning Tour Wednesday - Saturday; Afternoon tour Wednesday - Sunday
 - Tour intro: Discover what makes Wellington the craft beer capital of New Zealand with visits to three of the finest breweries in the region with curated tastings at each location.
- **Mandarin Wellington Highlights Tour 惠灵顿特色景点中文导游半日游**
 - Duration: 3 hours
 - Schedule: 1000 - 1300 and 1400 - 1700
 - Tour intro: Tour highlights include spectacular views at the Mount Victoria Lookout, a scenic coastal drive from Oriental Parade around the Miramar Peninsula as well as a visit to the Weta Workshop Weta Cave, Brooklyn Wind Turbine before central city stops including the Cable Car, Parliamentary grounds, Lady Norwood Rose Garden.

➤ TOURS OF THE WAIRARAPA

- **Martinborough Winery Tour** (*Private version available*)
 - Duration: 5.5 hours; Adults only (R18)
 - Schedule: 1000 - 1530
 - Tour intro: Guided wine tasting tour of the Wairarapa region. Tastings fees included at three world class wineries.
- **Wine and Wild Coast Tour**
 - Duration: 10 hours
 - Schedule: 1000 - 2000
 - Tour intro: Guided wine tasting and sightseeing tour to the south Wairarapa coast including Cape Palliser. **Vineyard café lunch and hotel dinner (meals only).**
- **Martinborough Foodie Half-Day Tour**
 - Duration: 5 hours; Adults only (R18)
 - Schedule: 1000 - 1500
 - Tour intro: Guided winery and foodie tasting tour across Featherston, Greytown and Martinborough including **shared cheese platter, wine tasting and blind chocolate tasting.**
- **Martinborough Winery and Foodie Day Tour**
 - Duration: 8 hours, Adults only (R18)
 - Schedule: 0930 - 1730
 - Tour intro: A full day guided winery and foodie tasting tour in Martinborough and the surrounding regions including **cheese platter, chocolate, extra virgin olive oil tasting and grove tour, craft beer tasting tray and vineyard platter or tapas lunch.**
- **Greytown Discovery: Taste, Shop & Explore**
 - Duration: 5.5 hours
 - Schedule: 1000 - 1530
 - Tour intro: Discover Greytown on a sensory half-day escape: start with a curated honey tasting at Greytown Honey, enjoy ~1.5 hours of free time for optional gin/wine tastings, an olive grove or cidery visit, a lavender farm stroll, lunch, or boutique shopping (seasonal, advance booking may be needed), and finish with a playful blind chocolate-tasting at Schoc Chocolates before returning to Wellington.
- **Wine, Food and Wairarapa Coast Overnight Tour**
 - Duration: **2 Days**
 - Tour intro: Embark on a two-day round-trip tour from Wellington, exploring the spectacular **south and east Wairarapa coasts** and the region's charming townships. Highlights include visits to **Rivendell, the Putangirua Pinnacles, Cape Palliser Lighthouse, and Castlepoint**. Enjoy tastings at boutique artisan wine, cheese, and chocolate producers, along with two lunches and one dinner at classic NZ country hotels.

* For full details on the tours please check www.zozotravel.co.nz

❖ BOOKING CONTACT DETAILS

- **Mia Zou**
- Email: bookings@zozotravel.co.nz
- Phone/WhatsApp: +64 (0)220926241
- WeChat: AIMMIA_ZOU
- or
- **Philip Mildenhall**
- Accounts: phil.mildenhall@zozotravel.co.nz
- Phone/WhatsApp: +64 (0)221345152

❖ PAYMENT

Full payment is required before tour departure for all new sales partners.

For existing partners payment is due the **20th** of the month following the completion of the tour.

<u>Direct Banking to Zozo Travel Limited Bank Account</u>	
Bank Name	Westpac New Zealand Limited
Company Name	Zozo Travel Limited
Account Number	03 0531 0047588 000
SWIFT Code	WPACNZ2W
Bank Address	210 High Street, Lower Hutt, New Zealand
<i>*Please include the invoice number in the field provided when paying by bank transfer.</i>	

❖ CONDITIONS OF SALE

- Wholesale rates are available only to wholesalers/inbound tour operators if Zozo Travel has expressly agreed in writing
- Rates are quoted in New Zealand dollars and are inclusive of GST
- GST 'Goods and Services Tax' is currently 15%. Zozo Travels' GST number is 113993979
- The rates detailed in this wholesale manual are correct at the time of printing
- By placing reservations, Zozo Travel deem this as acceptance of these Conditions of Sale

❖ BOOKING INSTRUCTIONS

Reservations can be made by email or phone using the contact details provided in this manual OR automatically via FareHarbor. Please ensure the following information is provided when booking (if available):

- Lead guest name (surname, first initial, title)
- Lead guests' contact details
- Number and age of guests

- Special requirements (foreign language, dietary requirements)
- Product name
- Date of departure
- Full pick up and drop off details
- Agent voucher number/reference

❖ ACCESSIBILITY REQUIREMENT

- To ensure a safe and enjoyable experience for all guests, **participants must be able to enter and exit our vans unassisted, using steps and grab rails.**
- If this basic requirement cannot be met at the start of the tour, **our guides reserve the right to decline participation.** In such cases, a full refund may be provided.

❖ CANCELLATION POLICY

- For Half Day and Full Day Tours: Reservations can be transferred to another date for the same product if amended at least 24hrs prior to trip departure. This is subject to space availability and will incur no transfer fee provided that the amendment is made outside the cancellation period.
- If a tour is cancelled due to not meeting the minimum number of participants, a full refund is issued to the (1 pax) guest who booked our tour.
- Cancellation 24 hours or less from date of departure or 'no show' will receive a 100% charge or no refund of prepayment.
- For Overnight and Multi-Day Tours: Reservations can be transferred to another date for the same product if amended at least 7 days prior to trip departure. This is subject to space availability and will incur no transfer fee provided that the amendment is made outside the cancellation period. Cancellation 7 days or less from date of departure or 'no show' will receive a 100% charge or no refund of prepayment.
- For Bespoke Tours: Please refer to specific tours' cancellation dates and terms.

❖ PICKUP AND DROP-OFF SERVICE

Starting 30 minutes prior to tour departure we offer a pick-up service from the following hotels, station and port. Private tours offer flexible pick up and drop off options. We

➤ Default Meeting Point:

- ✓ Pick-up and Drop-off lane on the Wakefield Street side of Takina Convention and Exhibition Centre (217 Wakefield Street)

➤ Ports/Stations:

- ✓ Wellington Cruise Terminal, Aotea Quay
- ✓ Wellington Railway Station, Bunny Street (waiting area to the left as you leaving the main entrance)

➤ Selected centrally located hotels in Wellington:

- | | |
|---|---|
| ✓ Astelia Apartment Hotel | ✓ Naumi Studio Hotel Wellington |
| ✓ Atura Wellington/ WQ Hotel | ✓ Novotel Wellington |
| ✓ Adina CityLife Wellington (Gilmer Terrace Entrance) | ✓ OAKS Wellington |
| ✓ Bolton Hotel | ✓ Park Hotel (The Terrace Entrance) |
| ✓ Boulcott Suites | ✓ QT Museum Wellington |
| ✓ Adina CityLife (Gilmer Terrace Entrance) | ✓ Quest 256 Lambton |
| ✓ Copthorne Hotel Wellington | ✓ Quest by Lambton |
| ✓ 70 Tory Apartment Hotel | ✓ Ramada by Wyndham Wellington |
| ✓ DoubleTree by Hilton Wellington | ✓ Rydges Wellington |
| ✓ ibis Wellington | ✓ Sofitel Wellington |
| ✓ InterContinental Hotel | ✓ The Cambridge Hotel |
| ✓ James Cook Hotel Grand Chancellor | ✓ Travelodge Hotel Wellington (Gilmer Terrace entrance) |
| ✓ Mercure Wellington Abel Tasman | ✓ Trinity Hotel, Wellington |
| ✓ Microtel by Wyndham | ✓ TRYP by Wyndham Wellington |
| ✓ Movenpick Hotel Wellington | ✓ Willis Wellington Hotel |

❖ PARTNER SIGNATURE

COMPANY NAME	
Trading as:	
Company Address:	
Contact person:	
Email:	
Phone:	

CONTACTS:

Please provide the contact's name, email and number for Bookings and Accounts (if different from the above).

	BOOKINGS	ACCOUNTS
Contact person:		
Email:		
Phone:		

I/We hereby acknowledge acceptance and agree to be bound by the terms outlined above.

Signature: _____

Date: _____