



AKINA ALOHA TOURS

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www.akinatours.com

2012 Group Sales

Effective January 1, 2012
(Subject to Change at anytime without notice)

Our experienced and knowledgeable Sales Team makes planning your ***Ground Transportation, Tours and Activities easy!*** Our expertise and performance in Hawaiian Hospitality enables us to customize our services to fit your needs and budget.

Understandably, some of the information may prove confusing when preparing your costs. Please feel free to contact us at anytime via phone 808 879-2828 or email info@akinatours.com, we will be happy to assist you with any questions you may have.

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All rates are subject to change at anytime without prior notice.
Please call our Sales Department for accurate rates prior to costing your program.

Vehicle Fleet & Hourly Rates

Our modern fleet consists of luxury Town Cars, Lincoln Navigators, Vans, Minibuses, top-of-the-line Van Hool Motorcoaches and Executive Van Hool Limousine Buses. Our late model vehicles are maintained well above the industry standard by two fully licensed mechanics at our company's modern vehicle maintenance facility.

Vehicle Type	# In Fleet	Make	# of Seats No Bags	# Of Seats w/ Bags	Hourly Rate	Miscellaneous
Lincoln Town Car	2	Lincoln	3	2	\$89.07	1. Each vehicle requires a 2.0 Hour minimum per movement. With exception of Limo Bus 2.50 Hour minimum and Limo Coach 4.0 Hour minimum. 2. Charges start and end at our barn or baseyard in Kihei. 3. There are minimum block times for different areas of the island. Please refer to Minimum Block Time Sheet. 4. Vehicle rates listed are subject to PUC Tax .0025, State Tax 4.166% and Airport Tax 3% for Airport Arrivals only. 5. Gratuities are not included. 6. Rates are subject to change without prior notification.
Lincoln Navigator	2	Lincoln	4-6	4	\$112.51	
Vans	3	Ford	12-14	6	\$112.51	
Minibuses	4	Champion	25	14	\$154.69	
Minibus w/ Wheelchair	1	Champion	22	N/A	\$154.69	
Limo Coach	1	Van Hool	16-18	10	\$207.42	
Limo Bus	1	Van Hool	14-16	8	\$207.42	
Motorcoach	7	Van Hool	45/57/65	30	\$176.60	
School Bus	22	Blue Bird/Thomas	48/52/56	N/A	\$84.25	
Luggage Vehicles	# In Fleet	Make	No. of Bags	\$3.82 per person, Or the minimum whichever is greater		
Luggage Van	1	Ford	200	\$201.89 - \$242.10		
Luggage Truck	1	Ford	400	\$322.84 - \$403.52		

Barn Times & Minimum Block Times

BARN TIMES (ONE-WAY TRAVEL TIMES ONLY)

MINIMUM TIME

South Kihei/ Wailea	0.25
North Kihei/ Makena	0.50
Maalaea / Waikapu/ Iao Valley	0.50
Wailuku/ Kahului/ Kahului Airport (OGG)	0.50
Mendes Ranch/ Camp Maluhia	0.75
Paia/ Haliimaile/ Makawao	0.75
Olowalu/ Lahaina/ Kaanapali	1.00
Honokowai / Napili/ Kapalua/ Kapalua Airport (JHM)	1.25
Kula/ Crater Road (ATV / Zipline / Horseback)	1.25
Ulupalakua / Tedeschi Winery	1.75
Hosmers Grove	2.00
Haleakala National Park	2.25
Keanae	2.25
Hana Town	3.00

KAHULUI AIRPORT (OGG)

MINIMUM TIME

OGG-Kahului/ Wailuku/ Kihei/ Wailea or Reverse	2.00
OGG-Makena or Reverse	2.50
OGG-Lahaina/ Kaanapali or Reverse	2.50
OGG-Honokowai/ Napili/ Kapalua or Reverse	3.00
OGG-Haleakala or Reverse	4.50

On arrivals only, add 3% Airport Ground Transportation Tax based on first 2.0 hours

KAPALUA AIRPORT (JHM)

MINIMUM TIME

JHM-Kahului/ Wailuku/ Kihei/ Wailea or Reverse	3.00
JHM-Makena or Reverse	3.50
JHM-Lahaina/ Kaanapali or Reverse	3.00
JHM-Honokowai/ Napili/ Kapalua or Reverse	3.00

On arrivals only, add 3% Airport Ground Transportation Tax based on first 2.0 hours

MA'ALAEA/ WAIKAPU/ IAO/ WAILUKU

MINIMUM TIME

Kihei/ Wailea to Ma'alaea/ Waikapu/ Iao/ Wailuku or Reverse	2.00
Makena to Ma'alaea/ Waikapu/ Iao/ Wailuku or Reverse	2.50
Lahaina/ Kaanapali to Ma'alaea/ Waikapu/ Iao/ Wailuku or Reverse	2.50
Honokowai/ Napili/ Kapalua to Ma'alaea/ Waikapu/ Iao/ Wailuku or Reverse	3.00

OLOWALU/ LAHAINA/ KAA NAPALI

MINIMUM TIME

Kihei/ Wailea to Olowalu/ Lahaina/ Kaanapali or Reverse	2.50
Makena to Olowalu/ Lahaina/ Kaanapali or Reverse	3.00
Lahaina/ Kaanapali to Olowalu/ Lahaina/ Kaanapali or Reverse	2.50
Honokowai/ Napili/ Kapalua to Olowalu/ Lahaina/ Kaanapali or Reverse	3.00

PAIA/ HALIIMAILE/ MAKAWAO

MINIMUM TIME

Kihei/ Wailea to Paia/ Haliimaile/ Makawao or Reverse	2.50
Makena to Paia/ Haliimaile/ Makawao or Reverse	2.50
Lahaina/ Kaanapali to Paia/ Haliimaile/ Makawao or Reverse	3.00
Honokowai/ Napili/ Kapalua to Paia/ Haliimaile/ Makawao or Reverse	3.50

MENDES RANCH/ CAMP MALUHIA

MINIMUM TIME

Kihei/ Wailea to Mendes Ranch/ Camp Maluhia or Reverse	2.50
Makena to Mendes Ranch/ Camp Maluhia or Reverse	2.50
Lahaina/ Kaanapali to Mendes Ranch/ Camp Maluhia or Reverse	3.00
Honokowai/ Napili/ Kapalua to Mendes Ranch/ Camp Maluhia or Reverse	3.50

Notes:

- Barn Times to be used for travel time calculations only. All charges will be assessed in 30-minute increments.
- Minimum charge per movement is 2.0 charter hours, except the 18-passenger Limousine Coach minimum is 4.0 charter hours.

Private Airport Transfer Vehicle Rates

Taxes and Fees are included in the rates listed below. Gratuities are not included.

	Maximum passengers per vehicle		Arrival Transportation	Departure Transportation
	# Seats	# Seats w/ Luggage	Rate	Rate
Zone 1: Kahului Airport to Kahului / Kihei / Wailea or reverse (2.0 Hours)				
Lincoln Town Car	3	2	\$191.34	\$186.00
Lincoln Navigator	6	4	\$241.71	\$234.96
Van	14	6	\$241.71	\$234.96
*Limousine Bus	14-16	8	\$553.90	\$541.45
Minibus	25	14	\$332.34	\$323.06
Motorcoach	45-57	30	\$379.40	\$368.80
*Super Coach	65	30	\$379.40	\$368.80
*Executive Limousine Coach	16-18	8	\$878.77	\$866.32
Zone 2: Kahului Airport to Lahaina / Kaanapali / Makena or reverse (2.50 Hours)				
Lincoln Town Car	3	2	\$237.84	\$232.50
Lincoln Navigator	6	4	\$300.45	\$293.70
Van	14	6	\$300.45	\$293.70
*Limousine Bus	14-16	8	\$662.19	\$649.74
Minibus	25	14	\$413.11	\$403.83
Motorcoach	45-57	30	\$471.60	\$461.00
*Super Coach	65	30	\$471.60	\$461.00
*Executive Limousine Coach	16-18	8	\$878.77	\$866.32
Zone 3: Kahului Airport to Honokowai/ Napili/ Kapalua or reverse (3.0 Hours)				
Lincoln Town Car	3	2	\$284.34	\$279.00
Lincoln Navigator	6	4	\$359.19	\$352.44
Van	14	6	\$359.19	\$352.44
*Limousine Bus	14-16	8	\$770.48	\$758.03
Minibus	25	14	\$493.87	\$484.59
Motorcoach	45-57	30	\$563.80	\$553.20
*Super Coach	65	30	\$563.80	\$553.20
*Executive Limousine Coach	16-18	8	\$878.77	\$866.32

*Notes:

- Limousine Bus has a 2.50 Hour min. for Zone 1, 3.0 Hour min. for Zone 2 and a 3.50 Hour min. for Zone 3.
- Limousine Coach has a 4.0 Hour minimum for all Zones.
- Supercoach is non-commissionable.

In addition to the above vehicle cost, please add the following per movement:

Arrivals:

- “Ekahi” Meet & Greet Services, per person charge
- Baggage handling, per person charge
- Additional Baggage Charges, per piece charge

Departures:

- Baggage handling, per person charge
- Additional Baggage Charges, per piece charge

Airport Greeting & Additional Services

STANDARD AIRPORT ARRIVAL SERVICES (minimum 10 passengers):

“Ekahi” Meet & Greet Services

\$9.00, net per person

- Airport Representative to coordinate all arrivals in an organized fashion
- Meet & Greet with group sign upon arrival at bottom of escalator by an Akina Representative
- Assistance in baggage claim
- Airport Arrival Porterage
- Assistance to scheduled transportation

OPTIONAL AIRPORT SERVICES (minimum 10 passengers):

Arrivals:

<p style="text-align: center;"><u>“Elua” Meet & Greet Services</u> \$16.00 net p/p</p> <ul style="list-style-type: none"> • Meet & Greet w/ Sign at bottom of escalator and direct to Rent-a-car or other Transportation. <p>Does Not Include:</p> <ul style="list-style-type: none"> • Assistance in baggage claim • Porterage assistance • Assistance to transportation 	<p style="text-align: center;"><u>“Ekolu” Meet & Greet Services</u> \$19.00 net p/p</p> <p>Same as “Ekahi” Meet & Greet</p> <p>Also includes:</p> <ul style="list-style-type: none"> • A Fresh Flower or Shell Lei Greeting 	<p style="text-align: center;"><u>Bottled Water</u> \$2.75 net p/p</p>
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Departures:

<p style="text-align: center;"><u>“Eha” Meet & Greet Services</u> \$9.00 net p/p</p> <ul style="list-style-type: none"> • Meet & Greet Passengers • Porterage Assistance to Agriculture Inspection Station Only • Direct to Airline Counter from their pax must check in on their own 	<p style="text-align: center;"><u>Bottled Water</u> \$2.75 net p/p</p>
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*Porterage Assistance - Airport skycaps are hired to transfer baggage one way from the airport baggage claim area to the vehicle upon arrival or from the vehicle to the Agriculture inspection station upon departure. Each person is allotted up to two bags.

Akina’s Sales Department determines the number of airport greeters, based on the number of passengers in the group and the type of service requesting. Any additional greeters (additional staff) required by your organization will be assessed additional fees.

Pls. note that above services are based on availability of Akina staff.

ADDITIONAL STAFF FEES (AIRPORT, HOSPITALITY DESK, ACTIVITY):

\$300.00 net	Per staff, up to 8 hours
\$34.95 net	Each additional hour, after 8 hours

BAGGAGE HANDLING:

F.I.T. and Group baggage will be assessed a per person charge, per movement. Each person is allotted up to two bags. All movements of 31 passengers per vehicle or more requires a baggage van or truck, based on availability. The cost of the baggage vehicle will be a flat rate or the per person charge, whichever is greater. A baggage helper is required if more than 50 passengers with a 2.0-hour minimum, barn to barn. For security purposes, all baggage on departure transfers must travel on the same vehicle as the passengers.

Per Person Charge	Luggage Van (up to 200 bags)		Luggage Truck (up to 400 bags)		Baggage Helper
	Kihei-Wailea-Makena-Lahaina-Kaanapali	Honokowai-Kahana-Napili-Kapalua	Kihei-Wailea-Makena-Lahaina-Kaanapali	Honokowai-Kahana-Napili-Kapalua	
\$3.82	\$201.89 or the per person charge, whichever is greater	\$242.10 or the per person charge, whichever is greater	\$322.84 or the per person charge, whichever is greater	\$403.42 or the per person charge, whichever is greater	\$41.93 per helper, per hour (required for groups of 50 or more)
	\$32.49 an hour O/T	\$32.49 an hour O/T	\$80.68 an hour O/T	\$80.68 an hour O/T	

ADDITIONAL BAGGAGE CHARGES:

In addition to the normal charges listed, each oversize baggage will be assessed the following additional charge. Such oversize baggage may not be substituted with, or take the place of the allowable two bags per person.

Additional Bag	\$2.29 net each	Trunk (2’x2’x3’)	\$14.62 net each
Golf Bags	\$4.77 net each	Surf Boards*	\$14.92 net each
Bicycles	\$20.97 net each	Windsurfing Equipment*	\$34.31 net each
Box (over 50lbs)	\$8.90 net each	Wheel Chairs	No charge

*Surfboards/ Equipment must be packed with padding and in protective covering.

ADMISSION FEES BY VEHICLE:

	Town Car	Navigator/ Van	Minibus	Motor Coach	Super Coach	Limo Bus/ Coach
Haleakala National Park Admission Fee	\$40.00	\$60.00	\$60.00	\$125.00	\$125.00	\$60.00
Kahului Harbor Fee	\$15.00	\$18.75	\$26.25	\$60.00	\$60.00	\$26.25
Iao Valley State Park	\$10.00	\$20.00	\$20.00	\$40.00	\$40.00	\$20.00

OPTIONAL SERVICES:

- Tour Narrator/ Step on Guide \$34.95 net per hour (8 Hour minimum)
- Chilled Bottled Water \$2.75 net each bottle (Includes cooler & ice)
- Cooler Rental \$25.00 net per day (48 quarts) / \$45.00 net per day (96 quarts)
- Bag(s) of Ice \$7.00 net per Bag (7lbs.)/ \$11.00 net per Bag (50 lbs.)
- Fresh Flower Lei \$7.00 net per person (does not include greeting service)
- Departure Notices \$3.00 net per person (Hotel delivery fee not included)
- Signage \$3.00 net per color sign printed on 8½ “ x 11” paper
- Laminated Signage \$8.00 net per color sign printed on 8½ “ x 11” paper
- Infant or Child Car Seat \$7.00 net each (based on availability)

Unique Maui Tours & Experiences

Akina has created some unique tours for your enjoyment.

We invite you to experience the “Aloha” Spirit as we take you around our island we call home.

Tour	Price		Tour Duration/ Minimums	Description/ Inclusions
Maui from Above & Below <i>(Hawaiian Ecological Tour)</i>	AD	\$99	8 Hours Min. 15 pax	Tour Haleakala National Park, Iao Valley, Hawaii Nature Center and the Maui Ocean Center all in one day! <ul style="list-style-type: none"> Haleakala National Park Fee, Hawaii Nature Center and Maui Ocean Center Admissions are Included Lunch on own
	SNR	\$93.50		
	CH	\$88		
Haleakala & Upcountry Winery Experience	AD	\$99	8 Hours Min. 15 pax	Tour Haleakala National Park and drive through picturesque Upcountry Maui for some spectacular panoramic views of the island. Then visit Maui’s only commercial Winery to taste some exquisite award winning wines and champagnes. <ul style="list-style-type: none"> Haleakala National Park Fee Included Lunch on own
	SNR	\$93.50		
	CH	\$71.50		
Maui Historical and Cultural Expedition	AD	\$99	8 Hours Min. 15 pax	Let us take you on an expedition to visit Maui’s most popular sights. Travel to the Bailey House Museum with over 1000 Hawaiian Artifacts, Iao Valley, Maui Tropical Plantation and Historical Lahaina Town with free time for shopping. <ul style="list-style-type: none"> Admission to Bailey House Museum Included 45-min Tram Ride through 60 acres of Tropical Plantation Fields Included Lunch on own
	SNR	\$93.50		
	CH	\$71.50		
Grown on Maui Tour <i>(One-of-a-kind Farm to Table Tour)</i>	AD	\$130	6.50 Hours Min. 10 pax Does not include hotel transportation.	Experience this one-of-a-kind tour that connects people to their food. Enjoy good food and great scenery as you visit some of Maui’s local farms for a behind the scenes tour. This tour is highly recommended and endorsed by the Hawaii Agritourism Association. <ul style="list-style-type: none"> University of Hawaii Maui Campus Culinary Academy “Behind the scenes Tour” & Continental Breakfast Hali’imaile Pineapple Company Tour & Pineapple Tasting O’o Farm Tour & Island Gourmet Lunch Ali’i Kula Lavender Farm Walking Tour & Dessert
	No Child Rate. Children under the age of 11 years not recommended			

1. The above prices are inclusive of all applicable taxes and fees.
2. Prices are subject to change at anytime without notice.
3. Gratuities are not included.
4. Pick up times vary depending on location. Please call Sales Department for schedule.

RESERVATION PROCEDURES:

Attn: Cassie Akina, General Manager
P.O. Box 933
Kihei, Maui, Hawai'i 96753
Phone: (808) 879-2828
Fax: (808) 879-0524
Toll-Free Nationwide: (800) 800-3989
Toll-Free Hawaii only: (800) 845-4890
Web Address: www.akinatours.com
E-mail: cakina@akinatours.com

All reservations must be via service orders or in writing and faxed or emailed to our office and should reflect the following information:

- Date of Service
- Vehicle Type
- Passengers / Group Name
- Passenger Count
- Pick-up location / time
- Drop-off location / time
- Hotel (Front Lobby / Group Lobby)
- On-site contact person(s) name, location and phone number
- Company name, address, phone and fax numbers
- Billing contact person, address, phone and fax numbers
- Arrival and Departure flight manifests must be submitted in an Excel Spreadsheet and sorted by date, flight ETD, and passenger names

All reservations for our services are required at least 72 hours prior to date of service. Services requested are based on availability at time of booking.

PAYMENT:

Services can only be reserved with a written order and a 50% non-refundable deposit. Services must be fully prepaid 60 days prior to date of service. Services are guaranteed when full payment is received.

Acceptable form of payment is cash, major credit card, company check, cashier's check, Money Order and EFT (Electronic Funds Transfer). A 3% convenience fee will be added to all credit card transactions.

Any additional charges incurred by the group while on site may be invoiced as long as we have a credit card on file for a guarantee; the payment terms are net 15 or you may elect that we charge it to your credit card. A statement of account will be mailed to you. A finance charge of 1.5% per month will be assessed if payment is late. If any refunds are due, Akina will issue along with final invoice. If you have any disputes on the invoice you must call 7 within days from the date of invoice.

GROUP & PRIVATE CHARTER CANCELLATION POLICY:

Once confirmation provided and deposits received the following cancellations charges will apply.

0-59 Days	Full charge with no refund
60 Days or more	Fifty (50%) Charge

Cancellation of services due to weather conditions is at the discretion of the activity company contracted and/or cruise ship. If cancellation is due to weather Akina must receive notice at least 2 hours prior to start time. If cancellation is due to weather and Akina does not receive notice prior to start time full charge will apply based on the first 2 hours.

NO FOOD/ DRINK POLICY:

Akina prohibits any type of food and/or beverage onboard its vehicles with the exception of its Limousine Coach and Limousine Bus where simple beverages are allowed.

FINAL NOTES:

- All rates are subject to change at anytime without prior notice.
- Please call or email our Sales Department for accurate rates prior to costing your program.
- Rates and Reservations will be guaranteed when payment is received.
- If payment has not been received and the rates increase, you will be charged on the current increased rates.

*We look forward to assisting you with your program needs...
Come experience the true spirit of Aloha!*