

**'A List' Wholesalers**

<b>Company</b>	<b>Key Person</b>	<b>Company Size</b>	<b>SA product brochured</b>	<b>Comments</b>
<b>TOKYO</b>				
JTB World Vacations I.K. Bldg. 2-24-9 Kami-Osaki, Shinagawa-ku Tokyo 141-0021 JAPAN	Mr Koichi Oi Mr Jun Otsubaki	VERY LARGE	6/7 D Eyre Peninsula Eco tent tour (7D + KI)	<i>Largest of the 'big five' Japanese package tour wholesalers.</i> The first company to package Coober Pedy and Eyre Peninsula.
Nippon Travel Agency Riverside Sumida Central Tower 6F 1-19-9, Tsutsumi-dori, Sumida-ku Tokyo 131-8565 JAPAN	Mr Atsuo Nakayama Mr Masahiro Mogi	VERY LARGE	Currently online only	<i>One of the 'big five' Japanese package tour wholesalers.</i> Has done SA specialist campaign targeting the senior market.
Kintetsu International Kinshicho Mark Building, 7F 3-4-2 Kotobashi, Sumida-ku Tokyo 130-0022 JAPAN	Mr Tomoya Miyai Mr Masanori Yato	VERY LARGE	Currently none	<i>One of the 'big five' Japanese package tour wholesalers.</i> Currently KNT mainly handling student tours to Adelaide
Jalpak Co Ltd Tradepia Odaiba 2-3-1 Daiba, Minato-ku Tokyo 135-8660 JAPAN	Mr Kenta Akamine Ms Yuki Wakabayashi	VERY LARGE	Very high end luxury 8 day Adelaide, Barossa (overnight), Kangaroo Island	<i>One of the 'big five' Japanese package tour wholesalers.</i> Package tour division for Japan Airlines, attractive for more upmarket tours (eg honeymoon)
H.I.S. Co Ltd 28F Sumitomo Fudosan Shinjuku Oak Tower Bldg., 6-8-1 Nishi-Shinjuku, Shinjuku-ku Tokyo 163-6028 JAPAN	Mr Kazuyuki Noguchi Mr Hiroyuki Furukawa	VERY LARGE	6 day Adelaide & Barossa 6day Adelaide & Kangaroo Island 6 Day Adelaide & Sydney Celebrity tour	<i>One of the 'big five' Japanese package /FIT wholesalers</i> Produced Special 'rank up' brochure on Adelaide

JTB Tokyo Metropolitan Corp. Royal Road Ginza Div. 6-6-7 Ginza Chuo-ku, Tokyo 104-0061 JAPAN	Ms Mitsuko Tsuneishi Ms Miho Fujisaki	LARGE	The Australian Round Trip – The Ghan	<i>JTB Group- upmarket tour wholesalers specialized in cruise tours, Luxury tours, custom order tours.</i>
World Air Sea Service Asahi-Seimei Bldg 1-5-1 Yurakucho, Chiyodu-ku Tokyo 100-0006 JAPAN	Mr Hiroyuki Chika	MEDIUM	Currently none	Major supporter of SA in the senior market segment.  Mr Chika has been to Adelaide
Club Tourism Shinjuku I-land Wing 6-3-1 Nishi Shinjuku, Shinjuku-ku Tokyo 160-8308 JAPAN	Mr Yasuyoshi Shimada Ms Yoko Ageishi (Marunouchi Club)	MEDIUM	Under planning new tour	<i>One of the key wholesalers in the Motto Australia campaign</i> Produces mainly group tours for the senior market, including special interest tours. Upmarket section Marunouchi Club successfully sold tour including Odyssey houseboat at 980,000yen (over \$10Kp.p.)
Hankyu Express International Co Ltd 2F Lila Hikjirizaka 4-10 Mita 3-Chome, Minato-ku, Tokyo 108-8355 JAPAN	Mr Norio Sasagawa Mr Takeshi Sakai	MEDIUM	Tours intermittently created by season usually focused on Kangaroo Island	Cheaper group tours for mature travelers and sold through advertising and direct mail (DM)
QH International Co Ltd (Qantas Hols) 4F Urban Toranomom Bldg, 1-16-4 Toranomom, Minato-ku Tokyo 105-0001 JAPAN	Ms Junko Kamoshita Mr Masatoshi Endo	MEDIUM	Adelaide with options to Barossa, Kangaroo Island, Adelaide Hills & The Ghan	Package wholesaler of Qantas, more FIT oriented. Major seller of the Qantas Aussie Airpass

STA Travel 7F Nukariya Bldg 1-16-20 Minami-Ikebukuro, Toshima-ku Tokyo 171-0022 JAPAN	Mr Ryuichi Ura Mr Shinji Okumura Mr Toshiyuki Eguchi	MEDIUM	Study tours, wine tours	Key player for students and FIT's. Periodically run wine and other SIT tours.
JTB Australia Pty Ltd (Oceania Travel Centre) Hakusan NT Building 4F 1-33-18 Hakusan, Bunkyo-ku Tokyo 113-0001 JAPAN	Mr Masaaki Shimizu	LARGE	Land operator – no brochure	Sales office in Japan for JTB Australia Pty Ltd (inbounder) Strong in group (incentives) and student tours.
<b>OSAKA</b>				
JTB World Vacations Western Japan 8F JTB Bldg 2-1-25 Kyutaromachi, Chuo-ku Osaka 541-0056 JAPAN	Mr Hideyuki Ishimura Mr Kenji Takeuchi	VERY LARGE	Currently no tour	Osaka office of JTB World (one of the oldest and largest wholesalers in Japan)
HIS Co., Ltd. 16F Mainichi Intecio 3-4-5 Umeda, Kita-ku Osaka 530-8215 JAPAN	Mr Jumpei Yoshida	VERY LARGE	Currently no tour to Adelaide but sells a lot of air only to students	<i>Osaka office of the 'big five' Japanese package /FIT wholesalers</i>
JTB Australia Pty Ltd (Oceania Travel Centre) OSAKA 6F JTB Bldg, 2-1-25 Kyutaro-machi, Chuo-ku, Osaka 541-0056 JAPAN	Mr Hideo Nukaga Mr Masaya Hanawa	LARGE	Land operator – no brochure	Osaka sales office of JTB Australia Pty Ltd (inbounder) Strong in group tours (incentive) and student tours

Overseas Travel Agency (OTA) 5F Hommachi Hua Tong Bldg 4-5-16 Hommachi, Chuo-ku, Osaka 541-0053 JAPAN	Mr Masao Konda	MEDIUM	Producing three tours for SA in a new brochure (free time, fully inclusive and self drive).	<i>Key wholesaler for Singapore Airlines in Osaka</i> Strong agent for Singapore Airlines and wholesaler for many small retail agencies Japan GSA for Avis Rent-a Car
<b>NAGOYA</b>				
JTB World (Nagoya) Nagoya Sakae Bldg 5-1 Buhei-cho, Higashi-ku Nagoya, 461-0008 JAPAN	Mr Takaaki Ito	LARGE	Adelaide and Singapore Iki tabi ADL 5/6/7/8	<i>Key wholesaler for SATC Campaigns In Nagoya</i>
HIS Co., Ltd. 2F Sumitomo Shoji Nagoya Bldg. 1-1-6 Higashi Sakura, Higashi-ku, Nagoya 461-00045 JAPAN	Ms Eri Hamamoto	VERY LARGE	Currently no tour to Adelaide but sells a lot of air only to students	<i>Nagoya office of the 'big two' Japanese package /FIT wholesalers</i>
Overseas Travel Agency(OTA) 8F No.3 Horiuchi Bldg., 4-6-23 Meieki, Nakamura-ku, Nagoya 450-0002 JAPAN	Mr Yoshiyasu Takagi	MEDIUM	Producing Australia tour brochures include five cities which SQ fly in for free plan and casset plan to combine multiple cities.	<i>Key wholesaler for Singapore Airlines in Osaka</i> Strong agent for Singapore Airlines and wholesaler for many small retail agencies Japan GSA for Avis Rent-a Car
JTB Australia Pty Ltd (Oceania Travel Centre) NAGOYA 3F Meieki TK Bldg., 5-2 Ushijima-cho, Nishi-ku, Nagoya 451-0046 JAPAN	Mr Sumio Nozaki	LARGE	Land operator – no brochure	Osaka sales office of JTB Australia Pty Ltd (inbounder) Strong in group tours (incentive) and student tours

**'B List' Wholesalers**

<b>Company</b>	<b>Key Person</b>	<b>Company Size</b>	<b>SA product brochured</b>	<b>Comments</b>
Southern Cross Travel 702 Hoei Nishi Shinjuku Bldg. 5-3-2 Nishi Shinjuku, Shinjuku-ku, Tokyo 160-0023 JAPAN	Mr Hatsunobu Kubota Mr Hajime Suzuki	SMALL	Land operator – no brochure	Small retailer strong in FIT and student and rail travel
UTI Japan (Tokyo) 2F Shinichi Bldg. 2-8 Yotsuya, Shinjuku-ku, Tokyo 160-0004 JAPAN	Mr Teruo Inoue	MEDIUM	Land operator – no brochure	Sales office for inbound operator Handles a number of clients that send tours to SA
Southern Travelnet Lmtd. 4F Shibadaimon Takei Bldg 1-6-3 Shibadaimon, Minato-ku, Tokyo 105-0012 JAPAN	Mr Takashi Ishizaka	MEDIUM	Land operator – no brochure	Sales office for inbound operator Handles a number of clients that send tours to SA
I.D Tours South Pacific Room 803 MF Shinbashi 4-24-3 Shinbashi, Minato-ku Tokyo 105-0004 JAPAN	Mr Masahiro Tatsumi Mr Tadashi Watanabe	MEDIUM	Land operator – no brochure	Sales office for inbound operator
Apple World Metropolitan Plaza 1-11-1 Nishi-Ikebukuro Toshima-ku Tokyo 171-0021 JAPAN	Mr Shinichi Karatsu Mr Toshio Matsumura	MEDIUM	Web-based sales – mainly accommodation	Hotel and optional tour sales through website.
JHC Worldwide Lila Nogizaka 5F 15-18, Minami-Aoyama 1-Chome Minato-ku Tokyo 107-0062 JAPAN	Mr Katsura Nakazato	MEDIUM	Web based and voucher sales –accommodation & tours	Hotel and optional tour coupon system