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Quarterly Travel Newsletter

by Sri Sutra Travel Sdn Bhd









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Holiday
in Malaysia

HAPPY NEW YEAR 2013



inside

Domestic Highlight

Discover Malaysia with Sutra. This issue we covers on the pearl of orient, Penang Island famous for food hunter with inline of variety malaysian taste. We also review the best of Malaysia country that consist of Selangor, Kuala Lumpur and Langkawi to meet with our thematic design holiday that creatively design to our special clients.



Great Course

Certificate in Reservation & Ticketing is to helps our fresh graduates and practioners to enhance their skills in service industry. Computer Reservation System (CRS) is used for the reservations of a particular airline and interface with a Global Distribution System (GDS) which supports travel agencies and other distribution channels in making reservation for most major airlines in sinale system.



Beautiful Beijing

Inconjuction of upcoming Chinese New Year celebration, our travel designer had created a special package to our client...Beijing, The Forbidden City. We offer range of hotel from 3 to 5 star with full of exciting attraction to visit. We guaranteed that you will sastified the arrangement based on our previous feedback.



People in Sutra

We are proudly to introduce our new associates a profit maker to Sutra servicing our clients such a Petronas and GLC. Sutra is moving forward to give extra miles service to our client by hiring a highly experience staff.



FRESHLY BORN



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A NEW YEAR OF

So again, the time has come for the New Year 2013 countdown to start. Here with our SUTRA dedicated team player, I am sending you all the choicest blessing which would make your coming year full of happiness.

A new year is a time which helps us in SUTRA to make fresh start forgetting all the sad moments to make a flying start, as the New Year welcomes you, may new $\,$ hopes, new aspirations, new resolutions, new spirits gets imbibed in you. God bless you and all your near and dear ones. The 26 years establishment of SUTRA in the Tourism Industry with trusted brand and establish identity in the market has bring us to the next level for us to move forward to be the Ultimate Travel Service Provider in Travel Industry. The changing in needs and patents of travelling had brought us the best business practices which include value propositions to clients, better customer service, latest business technology tools and solutions.

Our development to-date has been discernible by gradually pursuing our group strategy in providing travel solutions to a new dimension with SUTRA Travel Portals online booking engine. I believe 2013 is a year to be daring and upbeat in bringing SUTRA to a new level. We are required to grow and adapt in response to the Global and Malaysian economy disruption that are creating new opportunities and threat while we innovate our business sculpt by grind our strengths to features the constantly extreme changing world economy. It has been a pleasure for us to start the new year by revalidate our vision statement and mission goal and determined to bring a new perspective of Travel Industry to the country.

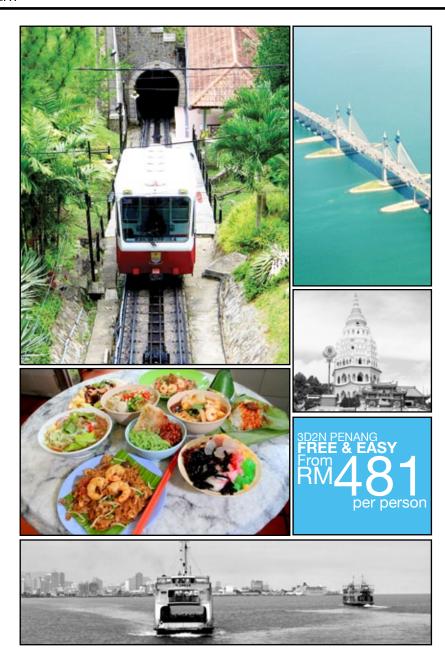
Delight our customer's by hiring the best people with right attitude, most Delight our customer's by himing the best people with right attitude, most motivated and the most reliable to accept the harsh challenge. I am honored to share my 30 years experiences in the industry with whom has passion to explore the new journey in Travel as saying goes 'With Every Choice You Make, You Create Your Life"

Last but not least, thank you for your business in 2012, it has been a pleasure serving you and may 2013 bring all more happiness and joy and showering with blessings in the coming year.

Dato' Syed Mohd Razif Bin Syed Yasin Group Managing Director / Group Chief Executive Officer





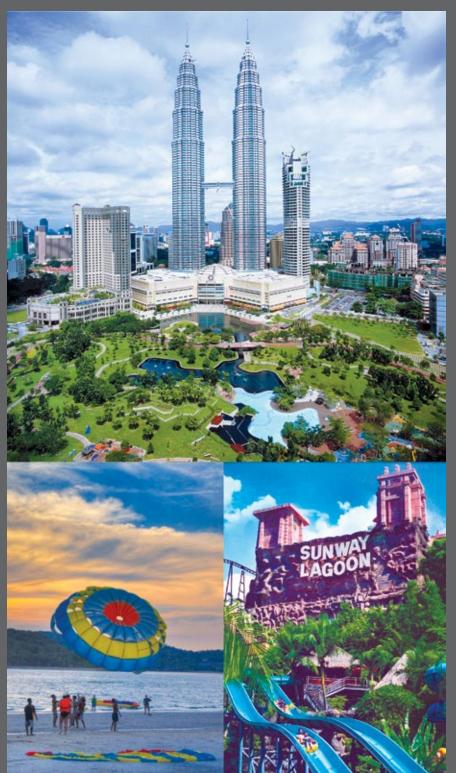


THE PEARL OF THE ORIENT, PENANG ISLAND.

Batu Ferringhi, situated along the coastal road north-west of Georgetown and lined with a string of international- standard resorts, is the most popular beach in Penang. Soak in the sun or unwind on the beach while you enjoy a host of aquatic thrills from wind-surfing to canoeing. For a spine-tingling adventure, try parasailing to enjoy the view of the beach from the sky. As the sun sets, Batu Ferringhi comes alive with a carnival-like atmosphere with an open-air bazaar selling anything from ornate curios to enticing souvenir items. Watch local artisans demonstrate the intricate art of craft-making and batik-painting. Dubbed the Feringghi Walk, the bazaar offers shoppers a host of attractions.

If Penang is the food capital of Malaysia, Gurney Drive is arguably the best of Penang on a plate. The popular seafront promenade exemplifies the colours and atmosphere of Penang – fun, lively and vibrant. Also known by its Malay name, "Persiaran Gurney", Gurney Drive offers delightful street and high-end cuisine. Food courts and open-air hawker stalls pepper the seaside stretch, offering gastronomic delights well into the night. Local favourites such as Penang Laksa, Bak Kuk Teh (a herbal stew of pork ribs and meat), Oh Chien (fried oyster omelette), grilled squid, and nasi lemak make for mouth-watering meals. The New Gurney Drive Food Court has both a halal and non-halal section, and is open from 6pm. If you're craving for something other than hawker food, try the piping hot dim sum at the Corner Club Restaurant. For weight watchers, the 24-hour Mr. Pot offers a selection of sandwiches and toast, all-day breakfast sets, healthy meals and oil-free dishes.

Nearby, along Lorong Burma, is the island's first Burmese temple. Built in 1803, the Dharmikarama Burmese Temple has striking golden rooftops, pagodas, a huge Boddhi tree and a wishing well. Nearby, the Wat Chaiya Mangkalaram Temple greets worshippers and visitors alike with its unique architecture: sharp-eaves, extravagant ceilings and images of Asian dragons. The temple was built in 1845, with a huge 108-foot long reclining Buddha within its walls, said to be the third largest Buddha statue in the world. For more info do call our Travel Designer for us to guide you on your dream vacation.



To know Malaysia is to love Malaysia - a bubbling, bustling melting-pot of races and religions where Malays, Indians, Chinese and many other ethnic groups live together in peace and harmony. Our multiculturalism has made Malaysia a gastronomical paradise and home to hundreds of colourful festivals. It's no wonder that we love celebrating and socialising. As a people, Malaysians are very relaxed, warm and friendly.

Geographically, Malaysia is almost as diverse as its culture. 11 states and 2 federal territories (Kuala Lumpur and Putrajaya) form Peninsular Malaysia which is separated by the South China Sea from East Malaysia which includes the 2 states (Sabah and Sarawak on the island of Borneo) and a third federal territory, the island

One of Malaysia's key attractions is its extreme contrasts which further add to this theme of 'diversity'. Towering skyscrapers look down upon wooden houses built on stilts while five-star hotels sit just metres away from ancient reefs.

while their rainforest-clad slopes sweep down to floodplains teeming with forest life. Cool highland hideaways roll down to warm, sandy beaches and rich, humid mangroves.

For the perfect holiday full of surprises, the time is now, the place is Malaysia. Do call our travel designer to meet your dreams vacation comes true!!!!!!

6 Days 5 Nights

Shopping City & Fun Momento

from RM twin share/pp

- · 02 nights accommodation in Sunway City & 3 nights
- accommodation in Kuala Lumpur

 Daily hotel breakfast
- Private transfers from KLIA Sunway City Kuala Lumpur City KLIA

8 Days 7 Nights

City & Island Escapades

from **RM** twin share/pp

- 02 nights accommodation in Langkawi
 02 nights accommodation in Penang
 03 nights accommodation in Kuala Lumpu
 Daily hotel breakfast
- Return private airport/jetty transfer in LGK & PEN
- Return private airport transfer in KUL
 1 way ferry ticket from LGK to PEN

*GROUND ARRANGEMENT ONLY



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Venture into the exciting Travel & Tourism industry with SUTRA Franchise's business opportunity

A Proven & Well Tested Business System

SRI SUTRA TRAVEL SDN BHD established since 1988 has an impressive track record of excellent service and industry knowledge in Travel and Tourism. We want to share our business philosophy and success with dynamic individuals who are interested in owning their own travel agency.

- Well established brand and image Financies application assistance
- Comprehensive traning programs SUTRA is a registered trademark
- Competitive product & service

 Management services
- Periodic A&P activities

- Travel agency application assistance

SUTRA is seeking suitable candidates to become Franchisees at 32 strategic locations through-out Malaysia:



Please contact SUTRA FRANCHISE SDN BHD. • Mr.Gulam Mohd 603-4026 6637, 019-412 9050 email gulam@sutra.my • Mr. Khairuddin 603-4026 6670, 012-202 6639 email khairuddin@sutra.my for further information



MALACCA KAIZEN TRAVEL & TOURS

SUTRA has move forward to unlock our success with newly opening our new branch in Malacca. We proudly to introduce Kaizen Travel & Tours strategically located at No 45-1, 9 Boulevard, Jalan 49A Taman Tasik Utama, Hang Tuah Jaya, 75450 Ayer Keroh, Melaka.

Kaizen Travel & Tours will carry Sutra's vision to become a leader in Travel & Tourism in Malaysia by providing services that includes worldwide hotel reservation, worldwide airlines reservation, worldwide coach & car rental reservation, worldwide airport meet & greet transfer, travel guide& translator and worldwide visa application.

In terms of products Kaizen will sell Travel products, Tour Products and Travel related services. This is to caters our clienteles especially in Malacca. We hope with this new branch opening SUTRA can meet with our vision to give good services beyond the expectations. Sutra hopes that our trusted brand can be established in the market continuously.

Do call our Travel designer in Malacca or visit our website www.sutra.my/melaka



HIGHLIGHT

- TRAVEL PRODUCT WITH VALUE ADDS
- FIRST 20 CUSTOMER RECEIVE A MYSTERY GIFT WHO DO THE BOOKING
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- Pengajian berdasarkan "industri best practice"
- Pendedahan dan peluang menjadi usahawan
- Tenaga pengajar terdiri dari pakar industri
- Jangkamasa program 3 bulan dengan yuran berpatutan
- Layak membuat tuntutan PSMB

"CATALYST OF CHANGE"

Untuk maklumat lanjut : Pusat Pendidikan Berterusan

Pusat Pendidikan Berterusan Kolej Poly - Tech MARA Jalan 6/91, Tmn Shamelin Perkasa 56100, Kuala Lumpur Tel: 03 9282 6512 Fax: 03 9282 7917











Certificate in Reservation & Ticketing

Prospects of the Industry

Airline industry is vast and filled with competition within the country, as well as from international companies. The lifestyle standards of Malaysian have raised manifolds and also Malaysia being the land of heritage and culture; attracts a lot of foreigners around the year. Therefore airline industry requires the services of well educated and skilled employees. After successful completion of the ticketing course an aspirant can apply for jobs with various national and international airlines or can also work with various travel and ticketing companies.

Computer Reservation System (CRS) is used for the reservations of a particular airline and interfaces with a Global Distribution System (GDS) which supports travel agencies and other distribution channels in making reservation for most major airlines in a single system.

Functions of GDS:

- Inventory Management where it contains all flights with their available seats.
- Availability Display and Reservation (PNR) where it contains all offered flights for a particular city-pair with their available seats in the different booking classes.
- Fare Quote and Ticketing

- The Air ticketing course gives training in the areas of booking and reserving tickets for schedule airline flights. The aspirant learns the tactics of guiding and helping the customers in planning the route and other necessary arrangements for the itinerary.
- With the unprecedented growth in the service industry, interest in the professional courses has increased among students. Air ticketing course are no exception. Airline ticketing professionals cater to the needs of the increasingly mobile population of the globe.
- Applicants for reservations and transportation ticketing agent jobs are likely to encounter considerable competition, because the supply of qualified applicants will exceed the expected number of job openings.
- The jobs provide excellent travel benefits, and many people view airlines and other travel related jobs as glamorous.

- Outcome Of The Course:

 Analyse GDS displays relevant to mileage system pricing
- Identify and price different journey types
- Read, interpret and apply fare rules
- Check minimum fare rules in pricing itineraries
- Use GDS to issue tickets for manually-priced reservations

Partner

Amadeus

Method of Payment:

- Initial payment upon registration: RM200
- Second payment: Upon start of class of
- Last payment: Balanced 2nd week of training of RM200

Intake Session:

- September

Entry requirements:

Fresh graduates; or SPM; or 1 year working experience in related industry.

Course Outline:

- Basic Fares and Ticketing (34 topics)
- SUTRA's Ticketing/Selling Platform (38 topics)
- Customer Service and Communication (4 topics)

Tuition Fees:

RM800 per person inclusive of notes, computer reservation training, trainers and certificates.

Duration

3 weeks

Participants should be attending:

- Airline fares desk agents
- Travel agents
- Airline ticket agents
- Call center agents
- Students or Graduates

Interested To Join Us

kindly fill up the form and send it to the address

Certificate In Reservation & Ticketing

Name :	
I/C No. :	
Address :	
Tel (H):	
(H/P):	
E-mail :	
Experience in Travel industry :	Yes No (✓)
(If Yes how many years experience ?):	Years

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> Tel: 03 - 4026 6665 / 6511 / 6655 Fax: 03 - 4026 6689 / 6622 Email: education@sutra.my

> > Our Website www.sutra.my

I HOLIDAY











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JOHOR BAHRU BANDUNG

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SINGAPORE	144	BRISBANE	1400
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MEDAN	207	FUDODE	
JAKARTA	230	EUROPE	
PHNOM PENH	277	LONDON/FRANKFURT	846
BALI	404	PARIS	952
HONG KONG	480	MADRID	1172
YANGON	483	ROME/ZURICH/VIENNA	1172
MADRAS	485	ISTANBUL	1184
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HATYAI	899	USA	
SEOUL	962	LOS ANGELES	2270
ISLAMABAD/LAHORE	1250	SAN FRANCISCO	2605

^{*}Price includes return airfare but exclude airport taxes fuel surcharges, insurance and other fees.

^{*}Terms and conditions apply



Being capital of the People's Republic of China, it is the nation's political, economic,

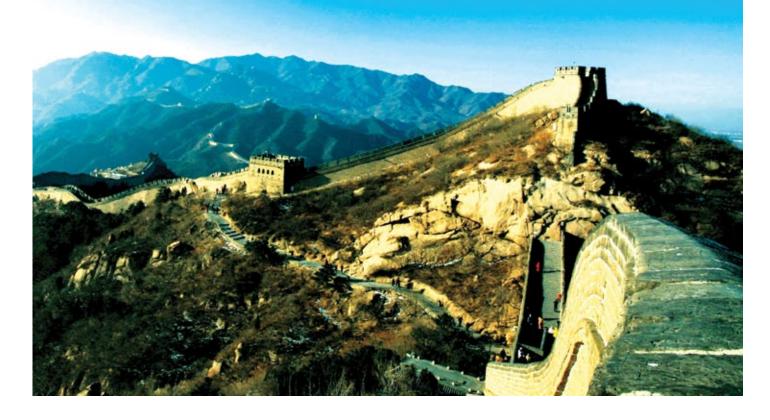
BEIJING

cultural, educational and international trade and communication center. Located in northern China, close to the port city of Tianjin and partially surrounded by Hebei Province, it also serves as the most important transportation hub and port of entry. As one of the six ancient cities in China, it has been the heart and soul of politics and society throughout its long history and consequently there is an unparalleled wealth of discovery to delight and intrigue travelers as they explore the city's ancient past and exciting modern development. Now it has become one of the most popular tourist destinations in the world, with about 140 million Chinese tourists and 4.4 million international visitors in a year. Beijing, Jing for short, is a metropolis in northern China and the capital of China. Lying 102km (70miles) west of Bo Hai Sea, it borders Hebei Province to the north, west, south, and for a small section in the east Sea, it borders Hebei Province to the north, west, south, and for a small section in the east and Tianjin to the southeast. Beijing is a major transportation hub, with dozens of railways, roads and motorways passing through the city. It is also the destination of many international flights arriving in China. Beijing is regarded as the political, educational, and cultural center of China. With a history of more than 3,000 years, Beijing has been an integral part of China's history. There is scarcely a major building that doesn't have at least some national historical significance. Being the capital of China for about 850 years, it is one of the Four Great Ancient Capitals of China, offering China's most wonderful array of attractions.

No other city in the nation attracts more travelers. As the saying goes, one who fails to reach the Great Wall is not a true hero. Without visiting the Great Wall, no trip to Beijing or the country is complete. The Great Wall of China is a series of stone and earthen fortifications in northern China built rebuilt and maintained between the 5th century RC and the 16th

country is complete. The Great Wall of China is a series of stone and earthen fortifications in northern China, built, rebuilt and maintained between the 5th century BC and the 16th century to protect the northern borders from Xiongnu attacks during various successive dynasties. At the heart of Beijing is the Forbidden City, home to the emperors of the Ming and Qing dynasties, the largest palace complex of the nation and the world. The Forbidden City also hosts the Palace Museum with imperial collections of Chinese art. The Forbidden City is, by any measure, a must-see site in Beijing. Siheyuan (Courtyard houses) and hutong (alleys) only grow in charm as they decrease in size. Courtyard houses are typical of houses of northern China, a full embodiment of the Chinese philosophy of "the unity of man and nature." Courtyards visitors can see today were mainly built from the Qing Dynasty to 1930s. Hutong is the most typical type of old lanes. More than 7,000 alleys are scattered throughout the city, each has a story to tell. Those narrow lanes twist through older sections and form an open-air museum where you can happily wander aimlessly for hours.

To experience the old Beijing, a Hutong tour is a must. So pack your bag guys and let's





INBOX

First letter

Dear Mr.Adzim,

A few weeks ago, I took my family to Legoland and USS by Sutra's package. It was a wonderful package because I can't believe you had to make a very cheapest price for us. My sons and daughters, obviously very excited to be at Legoland and USS. As we knows, Legoland is a family theme park designed for families with contains more than 40 attraction rides, shows and attractions, then most possible Legoland is suitable for my children. The moment I and my family enter Universal Studios Singapore we were find ourselves drawn into the fantastic world of movie magic. Experience excitement and suspense and soak in the glamour of Hollywood as we jump into the silver screen and Ride, the Movie on roller coasters and other movie-themed attractions. At Universal Studios Singapore, were inspired by the innovative attractions and awed by the uniquely designed environment. Singapore's only movie theme park features 24 rides and attractions and with 18 attractions created or redesigned exclusively for Singapore, Universal Studios Singapore promises an experience that we were not forget.

Thank a lot for cheapest package from Sutra.

Regards, Tengku Anis

Second letter

Dear Mr Khairuddin,

Congrats for Sutra because develop product for corporate website or as known B2C portal. The online Travel Agent Portal has been developed to help agents book and pre-register their clients' right from their computers. Agents can also, with just few mouse clicks, order collateral, get a cobranded Sandals and / or Beaches site which are sure to drive up business. For me this portal is one of the major important for travel agent to support your business. This portal is backed and supported by a powerful and robust travel engine which enables client or customer to perform the own booking and reservations for the following flights, hotels and transfer. Besides, the portal always updated and always improving interface, for example the Sutra Portal has always focused on improvising and enhancing the existing offerings and services on all forefronts. Sutra Portal also strives very hard to innovate and improved experience to their customers.

So, all travel agents should grow up to improve their strategic marketing like Sutra. Sutra takes Technology as one of way to improve their business and I'm so proud of Sutra.

Regards, Zara

Third letter

Hi Ms Winnie,

Thank you so much Ms Winnie for the lovely package winter in Londan. I'm very excited when you offer the right package for me and i can bring my family there. Winter in London is a wonderful time to ice-skating festive activities in the UK capital and if the weather turns bad, London's indoor best way to beat the winter blues is to get outside and get the blood pumping. It's also a great way to burn up any surplus energy.

Thanks again for Sutra group because offer me a good package to London and lovely enjoy it.

Regards, Zamriey





