



CROATIAN NATIONAL TOURIST BOARD - HEAD OFFICE, Iblerov trg 10/IV, 10000 Zagreb, hereby invites

**TENDERS FOR
joint advertising of the Croatian National Tourist Board with the tourist boards
system and the companies in the year 2010
(Model I)**

Article 1

In 2010, the Croatian National Tourist Board shall carry out joint advertising on all the markets with all the Croatian subjects, that is, the tourist boards system and companies in Croatia.

Joint advertising includes advertising in printed media, advertising on TV, radio and web portals, as well as advertising through billboards.

Printing brochures and advertising on own web pages are not the subject of joint advertising.

Article 2

The Croatian National Tourist Board determines that the total gross amount for joint advertising shall be HRK 8,000,000.00 including VAT (eight million kuna) which will be distributed based on this tender.

Article 3

Media plan proposals, agreed beforehand between the companies and tourist boards systems, referring to the pre and postseason advertising shall have priority at assignment of funds and the tender committee shall decide on this. The coordinator of the activities of agreeing on media plans at the county level shall be the county tourist boards, and, in case of Zagreb, the City of Zagreb Tourist Board, hereinafter: the county tourist board.

Article 4

Specialized associations (Croatian Association of Hotel and Restaurant Owners (HUH), Croatian Camping Union (KUH), Association of Family and Small Hotels of Croatia (OMH), Association of Croatian Travel Agencies (UHPA), Union of Croatian Independent Travel Agents (UNPAH), etc.) shall be treated as member companies.

Article 5

Upon the proposal of the county tourist boards which consolidate the standpoints and the subjects of the region, the Head Office of the Croatian National Tourist Board gives the funds according to the 1 + 1 + 2 principle which means:

- 25% of the funds shall be given by the Croatian National Tourist Board
- 25% of the funds shall be given by the tourist boards system
- 50% of the funds shall be given by the companies.

Based on the funds given in such manner, the carrier of the advertising shall independently or through an advertising agency, and based on an approved media plan and mutually signed agreement, carry out the advertising. In case of intermediation of an advertising agency, the agency shall issue an invoice to each advertising party for its part of the advertising, along with the necessary bills and enclosures.

Article 6

The Croatian National Tourist Board shall pay the funds from the joint advertising agreement to the advertising carrier or the advertising agency based on an invoice issued by the advertising carrier or the advertising agency with the specification of realized joint advertising costs. The invoice shall include complete and accurate documentation.

Complete and accurate documentation implies:

- A signed agreement which mandatory part is an agreed media plan which contains the specification of advertisements according to media and time of broadcasting, and the financial specification of each particular advertisement and the total financial amount of advertising.
- Original copies of the advertisements posted in printed media according to the media plan,
- Photo-documentation for advertising through billboards according to the media plan,
- Computer prints and audio-video records on a CD or DVD for TV, radio and internet advertising according to the media plan,
- In the case when the advertising carrier is independently executing the agreement, they are obligated to attach copies of the invoices of the suppliers at which the advertising was undertaken according to the media plan.

All the forms of joint advertising obligatorily need to carry a prominent logo of the Croatian National Tourist Board, except on the radio and in news reports.

Article 7

The Croatian National Tourist Board shall not assume the obligation of paying issued invoices according to the joint advertising agreement which are not compliant with Article 6 of this tender.

Article 8

All the joint advertising invoices in 2010 shall obligatorily be delivered to the Croatian National Tourist Board Head Office conclusively by 15 December 2010 in order to be paid in the accounting period of 2010.

Invoices which shall be delivered after 15 December 2010 shall not be paid and shall be returned to the executor of the agreement.

Article 9

Bids for the joint advertising tender shall contain:

- 1) Agreed broadcasting schedule and financial media plan for joint advertising for year 2010,**
- 2) Written confirmation of all the parties of joint advertising nominated by the advertising carrier.**

The subjects whose bids shall not contain the complete above said documentation shall not be able to realize the right to the joint advertising funds.



CROATIAN NATIONAL TOURIST BOARD - HEAD OFFICE, Iblerov trg 10/IV, 10000 Zagreb, hereby invites

**TENDERS FOR
for joint advertising of the Croatian National Tourist Board with the tourist
boards system or professional association (HUH, KUH, OMH, UHPA, UNPAH,
etc.) in the year 2010
(Model II)**

Article 1

In 2010, the Croatian National Tourist Board shall undertake joint advertising on all the markets together with the tourist boards system or the professional associations (HUH, KUH, OMH, UHPA, UNPAH, etc.).

Joint advertising encompasses advertising in printed media, advertising on TV, radio and web portals, as well as advertising through billboards.

Printing brochures and advertising on own web pages are not the subject of joint advertising.

Article 2

The Croatian National Tourist Board determines that the total gross amount for joint advertising shall be HRK 4,000,000.00 including VAT (four million kuna) which will be distributed based on this tender.

Article 3

Media plan proposals, agreed beforehand within the tourist boards systems or professional associations and referring to the advertising pre and post-season are a priority at assignment of funds and the tender committee shall decide on this.

Article 4

When the joint advertising is carried out by the Croatian National Tourist Board and the tourist boards system or by the professional associations, the ratio of joint funds of the Croatian National Tourist Board Head Office and the tourist boards of counties, the City of Zagreb, cities, municipalities and towns, that is, professional associations, shall be carried out according to the 1.1 principle, which means:

- 50 % of the funds shall be given by the Croatian National Tourist Board
- 50 % of the funds shall be given by the tourist boards of counties, cities, municipalities and towns or the professional association.

Based on the funds given in such manner, the carrier of the advertising shall independently or through an advertising agency, and based on an approved media plan and mutually signed agreement, carry out the advertising. In case the work is done through an advertising agency, the agency shall issue an invoice to each advertising party for their part of the advertising, along with the necessary bills and enclosures.

Article 5

The Croatian National Tourist Board shall pay the funds from the joint advertising agreement to the advertising carrier or the advertising agency based on an invoice issued by the advertising carrier or the advertising agency with the specification of realized joint advertising costs. The invoice shall be accompanied by complete and accurate documentation.

Complete and accurate documentation implies:

- A signed agreement which mandatory part is an agreed media plan which contains the specification of advertisements according to media and time of broadcasting, and the financial specification of each particular advertisement and the total financial amount of advertising.
- Original copies of the advertisements posted in printed media according to the media plan,
- Photo-documentation for advertising through billboards according to the media plan,
- Computer prints and audio-video records on a CD or DVD for TV, radio and internet advertising according to the media plan,
- In case when the advertising carrier is independently executing the agreement, it is obligated to attach copies of the invoices of the suppliers at which the advertising was undertaken according to the media plan.

All the forms of joint advertising shall obligatorily carry a prominent logo of the Croatian National Tourist Board, except on the radio and in news reports.

Article 6

The Croatian National Tourist Board shall not assume the obligation of paying issued invoices according to the joint advertising agreement which are not compliant with Article 5 of this tender.

Article 7

All the invoices for joint advertising in 2010 shall obligatorily be delivered to the Croatian National Tourist Board Head Office conclusively by 15 December 2010 in order to be paid in the accounting period of 2010.

Invoices which shall be delivered after 15 December 2010 shall not be paid and shall be returned to the executor of the agreement.

Article 8

Bids for the joint advertising tender shall contain:

- 1) Agreed broadcasting schedule and financial media plan for joint advertising for the year 2010**

The subjects whose bids shall not contain the complete above said documentation shall not be able to realize the right to the joint advertising funds.



CROATIAN NATIONAL TOURIST BOARD - HEAD OFFICE, Iblerov trg 10/IV, 10000 Zagreb, hereby invites

**TENDERS FOR
joint advertising of the Croatian National Tourist Board with the travel agents
in 2010
(Model III)**

Article 1

In 2010, the Croatian National Tourist Board shall carry out joint advertising of tourist programmes for Croatia on all the markets together with tour operators, that is, domestic travel agencies on its own behalf or on behalf of the foreign tour operator, hereinafter: the tour operator.

Joint advertising encompasses advertising in printed media, advertising on TV, radio and web portals, as well as advertising through billboards.

Printing the tour operator's brochures and catalogues and the design and advertising on own web pages are not the subject of joint advertising.

Article 2

The foreign tour operator may realize the right to the joint advertising funds directly with the Croatian National Tourist Board or by intermediation of only one domestic travel agency.

Article 3

The Croatian National Tourist Board determines that the total gross amount for joint advertising shall be HRK 8,000,000.00 including VAT (eight million kuna) which will be distributed based on this tender.

Article 4

The basis for determining the amount of total funds for certain tour operators or domestic travel agencies on their own behalves or on behalf of the foreign tour operator is the number of passengers brought into Croatia in 2008 or 2009 and which is proven based on authentic business documentation and that being:

- 1) For domestic travel agencies that means the copy of the TU 14 form for several-day trips into Croatia for the years 2008 or 2009 sent to the National Bureau of Statistics of the Republic of Croatia.
- 2) For a foreign tour operator, this means the delivery of a statement whereby they state, under moral and material responsibility, the number of passengers that the foreign tour operator brought into Croatia in 2008 or 2009. In the above statement, the tour operator shall indicate that they allow the Croatian National Tourist Board to check the said data.

The maximum amount which may be allocated to one tour operator may amount to 15% of the total funds defined in Article 3 of this tender.

Article 5

Programmes of the tour operator which include the pre-season (1 January until 13 June 2010) and the post-season period (11 September to 30 November 2010) shall have priority when making the decision on the allocation of funds.

Article 6

The amount given by the Croatian National Tourist Board shall be **1 euro per transported passenger** for all foreign markets except the market of the Great Britain where that amount shall be **1 pound per transported passenger**, and for Croatia, **7 kuna per passenger**.

Article 7

The Croatian National Tourist Board joins the funds with the tour operators according to the 1+1 principle which means:

- **50% of the funds shall be given by the tour operator**, that is, the domestic travel agency on its own behalf or on behalf of the foreign tour operator,
- **50% of the funds shall be given by the Croatian National Tourist Board** and that not more than in the amount that may be realized by the tour operator according to Article 4 and Article 6 of this tender.

Article 8

Mutual relations between the Croatian National Tourist Board, the tour operator, that is, the domestic travel agency on their own behalves or on behalf of the foreign tour operator shall be regulated by an agreement. The agreement shall be signed by the parties of joint advertising - the Croatian National Tourist Board, the tour operator and the domestic travel agency. The advertising shall be carried out according to the agreed media plan which shall be an integral part of the agreement. The operative coordination activities shall be carried out by the Croatian National Tourist Board.

Article 9

The executor of the joint advertising agreement shall be the tour operator, that is, the domestic travel agency on its own behalf or on behalf of the foreign tour operator. The Croatian National Tourist Board shall monitor the execution of the contracted joint advertising.

Article 10

The Croatian National Tourist Board shall pay the funds according to the joint advertising agreement to the tour operator or the domestic travel agency on its own behalf or on behalf of the foreign tour operator based on an invoice issued by the tour operator or the domestic travel agency on its own behalf or on behalf of the foreign tour operator with the specification of realized costs of joint advertising. The invoice shall be accompanied by complete and accurate documentation.

Complete and accurate documentation implies:

- A signed agreement which mandatory part is an agreed media plan which contains the specification of advertisements according to media and time of broadcasting, and the financial specification of each particular advertisement and the total financial amount of advertising.

- Original copies of the advertisements posted in printed media according to the media plan,
- Photo-documentation for advertising through billboards according to the media plan,
- Computer prints and audio-video records on a CD or DVD for TV, radio and internet advertising according to the media plan,
- Copies of the invoices of the supplier at which the advertising was carried out according to the media plan.

All the forms of joint advertising shall obligatorily carry a prominent logo of the Croatian National Tourist Board, except on the radio.

Article 11

The payment may be carried out in two instalments upon the completion of the advertising. The Croatian National Tourist Board shall not assume the obligation of paying issued invoices according to the joint advertising agreement which are not compliant with Article 10 of this tender.

Article 12

(1) Domestic travel agencies may be granted payment of 50% of the funds given by the Croatian National Tourist Board and that immediately after signing the agreement and with the obligation of the travel agencies to deliver, for the purpose of insuring the payment of possible debts of the Croatian National Tourist Board and in accordance with the agreement, the following documentation to the Croatian National Tourist Board:

- two blank bills of exchange with the "no protest" clause,
- two blank debenture bonds with the indication of the maximum amounts to be determined by the Croatian National Tourist Board at the moment of signing the agreement,
- Certificate of Incorporation (not older than 1 month, original),
- Signatory sheet from the bank (copy).

(2) Immediately after the delivery of bills of the domestic travel agency on the executed advertising for the amount already paid by the Croatian National Tourist Board according to Article 10 and Article 12 paragraph 1 of this Tender, the Croatian National Tourist Board may approve the payment of the other half of the contracted amount to the domestic travel agency.

Article 13

All the invoices for joint advertising in 2010 shall obligatorily be delivered to the Croatian National Tourist Board Head Office conclusively by 15 December 2010 in order to be paid in the accounting period of 2010.

Invoices which shall be delivered after 15 December 2010 shall not be paid and shall be returned to the executor of the agreement.

Article 14

Bids for the joint advertising tender shall contain:

1) Authentic business documentation on the number of transported passengers in

2008 or 2009 into Croatia,

- 2) Broadcasting schedule and financial media plan for joint advertising for the year 2010,**
- 3) Travel brochure-catalogue for Croatia for the year 2010.**

The tour operator whose bid shall not contain the complete above said documentation shall not be able to realize the right to the joint advertising funds.



CROATIAN NATIONAL TOURIST BOARD - HEAD OFFICE, Iblerov trg 10/IV, 10000 Zagreb, hereby invites

**TENDERS FOR
joint advertising of the Croatian National Tourist Board with the tour operators
in pre and postseason of the year 2010
(Model IV)**

Article 1

In 2010, the Croatian National Tourist Board shall carry out joint advertising on all the markets with the tour operators, that is, domestic travel agencies on its own behalf or on behalf of the foreign tour operator (hereinafter: the tour operator) for several-day trips with organized air and bus transport in pre and postseason in Croatia.

Joint advertising encompasses advertising in printed media, advertising on TV, radio and web portals, as well as advertising on billboards.

Printing the tour operator's brochures and catalogues and the design and advertising on own web pages are not the subject of joint advertising.

Article 2

The foreign tour operator may realize the right to the joint advertising funds directly from the Croatian National Tourist Board or by intermediation of only one domestic travel agency.

Article 3

The Croatian National Tourist Board determines that the total gross amount for joint advertising shall be HRK 8,000,000.00 including VAT (eight million kuna) which will be distributed based on this tender.

Article 4

The starting point for determining the amount of total funds for particular tour operators is the actually planned number of passengers in pre and postseason in Croatia in the year 2010.

The basis for determining the final amount of the total funds for particular tour operators is the number of passengers in the pre-season (1 January to 13 June) and post-season (11 September to 30 November) in the year 2010 which is specified in the final account, based on authentic business documentation and that being:

- flight list certified by the airport in Croatia
- daily report on the flight carried out into the destination airport in Croatia
- bus passenger list certified by the accommodation facility (hotel, etc.) in which the passengers stayed and regarding the organized bus transport. A certified passenger list by email shall be accepted.

The maximum amount which may be allocated to one tour operator may be 15% of the total funds defined in Article 3 of this Tender.

Article 5

Priority at deciding on the allocation of funds shall be given to:

- 1) Tour operators' programmes with air transport of at least 22 sequential roundtrips at a particular airport or at least 5 sequential roundtrips at a particular airport in pre and postseason.
- 2) Programmes with organized bus transport of at least 5 sequential roundtrips in pre and post season in one tourist area (cluster).

Article 6

The amount given by the Croatian National Tourist Board for advertising shall be:

- 1) **20 € per transported passenger** in pre and postseason in air transport for all the markets except for the market of Great Britain where that amount shall be **20 pounds per transported passenger in pre and postseason.**
- 2) **5 € per transported passenger** for all the markets for organized bus transport in pre and postseason.
- 3) **30 kuna per transported passenger** for the domestic market for organized bus or railway transport in pre and postseason.

Article 7

The Croatian National Tourist Board joins the funds with the tour operators according to the 1+1 principle which means:

- **50% of the funds shall be given by the tour operator,**
- **50% of the funds shall be given by the Croatian National Tourist Board** and that not more than in the amount that may be realized by the tour operator according to Article 4 and Article 6 of this Tender.

After the executed advertising, along with the delivery of complete and accurate documentation, the tour operator shall deliver to the Croatian National Tourist Board the calculation of amounts for joint advertising in accordance with the conditions set out in Article 4 and Article 6 of this Tender. After the Croatian National Tourist Board consents to the executed calculation, the tour operator shall deliver the invoice to the Croatian National Tourist Board.

Article 8

Mutual relations of the Croatian National Tourist Board, the tour operator and the domestic travel agency shall be regulated by an agreement. The agreement shall be signed by the parties of the joint advertising - the Croatian National Tourist Board, the tour operator and the domestic travel agency on their own behalves or on behalf of the foreign tour operator. The advertising shall be carried out according to the agreed media plan which shall be an integral part of the agreement. The operative coordination activities shall be carried out by the Croatian National Tourist Board.

Article 9

The executor of the joint advertising agreement shall be the tour operator, that is, the domestic travel agency on its own behalf or on behalf of the foreign tour operator. The Croatian National Tourist Board shall monitor the execution of the contracted joint advertising.

Article 10

The Croatian National Tourist Board shall pay the funds according to the joint advertising agreement to the tour operator or the domestic travel agency on its own behalf or on behalf of the foreign tour operator based on an invoice issued by the tour operator or the domestic tourist agency on their own behalves or on behalf of the foreign tour operator with the specification of realized costs of joint advertising. The invoice shall include complete and accurate documentation.

Complete and accurate documentation implies:

- A signed agreement which mandatory part is an agreed media plan with the specification of advertisements according to media and time of broadcasting, and the financial specification of each particular advertisement and the total financial amount of advertising.
- Original copies of the advertisements posted in printed media according to the media plan,
- Photo-documentation for advertising through billboards according to the media plan,
- Computer prints and audio-video records on a CD or DVD for TV, radio and internet advertising according to the media plan,
- Copies of the invoices of the supplier at which the advertising was carried out according to the media plan.

All the forms of joint advertising shall obligatorily carry a prominent logo of the Croatian National Tourist Board, except on the radio.

Article 11

The payment may be carried out in two instalments upon the completion of the advertising. The Croatian National Tourist Board shall not assume the obligation of paying issued invoices according to the joint advertising agreement which are not compliant with Article 10 of this Tender.

Article 12

(1) Domestic travel agencies may be granted payment of 50% of the funds given by the Croatian National Tourist Board and that immediately after signing the agreement and with the obligation of the travel agencies to deliver, for the purpose of insuring the payment of possible debts of the Croatian National Tourist Board and in accordance with the agreement, the following documentation to the Croatian National Tourist Board:

- two blank bills with the "no protest" clause,
- two blank debenture bonds with the indication of the maximum amounts to be determined by the Croatian National Tourist Board at the moment of signing the agreement,
- Certificate of Incorporation (nor older than 1 month, original),
- Signatory sheet from the bank (copy).

(2) Immediately after the delivery of bills of the domestic travel agency on the executed advertising for the amount already paid by the Croatian National Tourist Board according to Article 10 and Article 12 paragraph 1 of this Tender, the Croatian National Tourist Board may approve the payment of the other half of the contracted amount to the domestic travel agency.

Article 13

All the joint advertising invoices in 2010 shall obligatorily be delivered to the Croatian National Tourist Board Head Office conclusively by 15 December 2010 in order to be paid in the accounting period of 2010.

Invoices which shall be delivered after 15 December 2010 shall not be paid and shall be returned to the executor of the agreement.

Article 14

Bids for the joint advertising tender shall contain:

- 1) The planned number of passengers in pre and postseason in Croatia for the year 2010,**
- 2) Broadcasting schedule and financial media plan for joint advertising for the year 2010,**
- 3) Travel brochure-catalogue for Croatia for the year 2010 in pre and postseason.**

The tour operator whose bid shall not contain the complete above said documentation shall not be able to realize the right to the joint advertising funds.



CROATIAN NATIONAL TOURIST BOARD - HEAD OFFICE, Iblerov trg 10/IV, 10000 Zagreb, hereby invites

TENDERS FOR
joint advertising of the Croatian National Tourist Board with the tourist boards system and the companies for promotion of regional flight programmes for Croatia in the year 2010
(Model V)

Article 1

In 2010, the Croatian National Tourist Board shall carry out joint advertising for the promotion of regional flight programmes for Croatia on all the markets together with all Croatian subjects, that is, the tourist boards system, companies from the region, the county, the City of Zagreb and/or the cities in Croatia.

Joint advertising encompasses advertising in printed media, advertising on TV, radio and web portals, as well as advertising through billboards.

Printing brochures and advertising on the web pages of the signatories of the agreement is not the subject of joint advertising.

Article 2

The Croatian National Tourist Board determines that the total gross amount for joint advertising shall be HRK 3,400,000.00 including VAT (three million four hundred thousand kuna) which shall be distributed based on this tender.

Article 3

Media plan proposals, agreed beforehand between the companies, the tourist boards systems, the county, the City of Zagreb and/or the cities of the region, and referring to the advertising pre and postseason shall have priority at assignment of funds and the tender committee shall decide on this. The coordinator of the media plans alignment activities at the county-level shall be the county tourist boards, and the Zagreb Tourist Board shall be the coordinator for the City of Zagreb.

Article 4

Upon the proposal of the county tourist boards which consolidate the standpoints and the subjects from the region, the Head Office of the Croatian National Tourist Board shall join the funds according to the principle 1 + 1 which means:

- 50% of the funds shall be given by the Croatian National Tourist Board
- 50% of the funds shall be given by the tourist boards system, the county, the City of Zagreb, the cities and/or companies

Based on the funds given in such manner, the carrier of the advertising shall independently or through an advertising agency, and based on an approved media plan and mutually signed agreement, carry out the advertising. In case the work shall be done

through an advertising agency, the agency shall issue an invoice to each advertising party for their part of the advertising, along with the necessary bills and enclosures.

Article 5

The Croatian National Tourist Board shall pay the funds from the joint advertising agreement to the advertising carrier or the advertising agency based on an invoice issued by the advertising carrier or the advertising agency with the specification of realized joint advertising costs. The invoice shall be accompanied by complete and accurate documentation.

Complete and accurate documentation implies:

- A signed agreement which mandatory part is an agreed media plan with the specification of advertisements according to media and time of broadcasting, and the financial specification of each particular advertisement and the total financial amount of advertising.
- Original copies of the advertisements posted in printed media according to the media plan,
- Photo-documentation for advertising through billboards according to the media plan,
- Computer prints and audio-video records on a CD or DVD for TV, radio and internet advertising according to the media plan,
- In the case when the advertising carrier is independently executing the agreement, it is obligated to attach copies of the invoices of the suppliers at which the advertising was undertaken according to the media plan.

All the forms of joint advertising shall obligatorily carry a prominent logo of the Croatian National Tourist Board, except on the radio.

Article 6

The Croatian National Tourist Board shall not assume the obligation of paying issued invoices according to the joint advertising agreement which are not compliant with Article 5 of this tender.

Article 7

All the joint advertising invoices in 2010 shall obligatorily be delivered to the Croatian National Tourist Board Head Office conclusively by 15 December 2010 in order to be paid in the accounting period of 2010.

Invoices which shall be delivered after 15 December 2010 shall not be paid and shall be returned to the executor of the agreement.

Article 8

Bids for the joint advertising tender shall contain:

- 1) Planned number of passengers of the air carrier in Croatia for the year 2010,**
- 2) Agreed broadcasting schedule and financial media plan for joint advertising for year 2010,**
- 3) Written confirmations of all the parties of joint advertising nominated by the advertising carrier.**

The subjects whose bids shall not contain the complete above said documentation shall not be able to realize the right to the joint advertising funds.



CROATIAN NATIONAL TOURIST BOARD - HEAD OFFICE, Iblerov trg 10/IV, 10000 Zagreb, hereby invites

TENDERS FOR
for the affiliated incentive of the Croatian National Tourist Board for organized
tourist arrivals in air transport in pre and postseason in the year 2010
(Model VI)

Article 1

In 2010, the Croatian National Tourist Board shall carry out the affiliated incentive for organised tourist arrivals in pre and postseason in Croatia on all the markets together with all Croatian subjects, that is, the county tourist boards or the Zagreb Tourist Board as the carrier of the incentive on behalf of all the stakeholders of the county (the tourist boards system, the City of Zagreb, the cities, municipalities and/or the companies from the county), hereinafter: the county tourist board.

Article 2

Based on the agreement in the county, the county tourist board shall submit the bid for the incentive to the Head Office of the Croatian National Tourist Board based on invited tenders.

Article 3

The users of the affiliated incentive are tour operators or the domestic travel agency on their own behalves or on behalf and to the benefit of the tour operators with which the Croatian National Tourist Board and the county tourist board conclude a trilateral agreement, hereinafter: the tour operator.

Article 4

The foreign tour operator may realize the right to the affiliated incentive funds directly with the Croatian National Tourist Board or by intermediation of only one domestic travel agency.

Article 5

The Croatian National Tourist Board determines that the total gross amount for the affiliated incentive shall be HRK 10,000,000.00 including VAT (ten million kuna) which shall be distributed based on this tender.

Article 6

The starting point for determining the amount of total funds for particular tour operators is the actually planned number of passengers in pre and postseason in Croatia in the year 2010.

The basis for determining the final amount of the total funds for particular tour operators is the number of passengers in pre season (1 January to 13 June) and postseason (11

September to 30 November) in the year 2010 which is specified in the final account, based on authentic business documentation and that being:

- agreement between the tour operator and the air carriers,
- certificate on carried out roundtrips of the air carrier,
- certificate on the guests' stays and paid accommodation bills,
- certificate on the participation of the companies in the incentives project.

The maximum amount which may be allocated to one tour operator may amount to 15% of the total funds defined in Article 5 of this tender.

Article 7

The right to the allocation of funds shall be granted to:

- 1) Programmes of the tour operators with air transport in the period from 1 January to 13 June and 11 September to 30 November 2010 in case when the tour operator realized at least 22 sequential roundtrips throughout the year in 7-day spans and guests' stays of at least 7 days in registered accommodation facilities.
- 2) Programmes of the tour operators with air transport in the period from 1 January to 13 June and 11 September to 30 November 2010 in case when the tour operator did not realize a continued programme of 22 roundtrips but did realize a total of at least 12 roundtrips throughout the year.

Article 8

The amount of incentive granted to the tour operator shall be:

- 1) **20 € per transported passenger** in the period from 1 January to 13 June and 11 September to 30 November 2010 in case when the tour operator realized at least 22 sequential roundtrips throughout the year in 7-day spans and guests' stays of at least 7 days in registered accommodation facilities.
- 2) **10 € per transported passenger** in the period from 1 January to 13 June and 11 September to 30 November 2010 in case when the tour operator did not realize a continued programme of 22 roundtrips but did realize a total of at least 12 roundtrips throughout the year.

Article 9

Upon the proposal of the county tourist boards as the carriers of the incentive on behalf of the stakeholders in the county, the Head Office of the Croatian National Tourist Board shall join the funds for the incentive according to the 1 + 1 principle, which means:

- **50% of the funds** shall be given by the Croatian National Tourist Board,
- **50 % of the funds** shall be given by the county tourist board as the carrier on behalf of

the stakeholders in the county or the City of Zagreb.

Parties' mutual relations regarding the manner and amount of joined funds in the county or the City of Zagreb shall be determined by agreement of the stakeholders.

After the realized travel programme, along with the delivery of complete and accurate documentation, the tour operator shall deliver to the Croatian National Tourist Board the calculation of the amounts of the affiliated incentive funds in accordance with the conditions set out in Article 6, 8 and 9 of this Tender. After receiving consent from the Croatian National Tourist Board for the carried out calculation, the tour operator shall gain the right to the payment of incentives based on the attached complete and accurate

documentation and invoices delivered to the signatories of the trilateral agreement (Croatian National Tourist Board and county tourist boards).

Article 10

The mutual relations of the Croatian National Tourist Board and the tour operator shall be regulated by the trilateral agreement. The agreement shall be signed by the parties of the affiliated incentive - the Croatian National Tourist Board, the county tourist board and the tour operator.

Mandatory enclosures to the trilateral agreement shall be:

- 1) The agreement concluded by the county tourist board within the county with the stakeholders, that is, the county, cities, municipalities, the tourist board system and the companies,
- 2) The plan of the tour operator regarding the expected number of passengers in the applied programme for the periods in which the incentives are realized.

Article 11

The executor of the affiliated incentive agreement shall be the tour operator. The Croatian National Tourist Board shall control the execution of the contracted affiliated incentives.

Article 12

The Croatian National Tourist Board shall pay the funds under the affiliated incentive agreement to the tour operator based on the invoice issued by the tour operator along with complete and accurate documentation attached thereto.

Complete and accurate documentation implies:

- agreement between the tour operator and the air carriers,
- certificate on executed roundtrips of the air carrier,
- certificate on the guests' stays and paid accommodation bills,
- confirmation on the participation of the companies in the incentives project.

Article 13

The payment may be carried out in two instalments upon the completed programme for which the incentive was realized. The Croatian National Tourist Board shall not assume the obligation of paying issued invoices according to the affiliated incentive agreement which are not compliant with Article 12 of this tender.

Article 14

All the invoices for the affiliated incentive in 2010 shall obligatorily be delivered to the Croatian National Tourist Board Head Office conclusively by 15 December 2010 in order to be paid in the accounting period of 2010.

Invoices which shall be delivered after 15 December 2010 shall not be paid and shall be returned to the executor of the agreement.

Article 15

Bids for the affiliated incentive tender shall contain:

- 1) **the planned number of passengers in pre and postseason in Croatia for the year 2010,**

2) written confirmation of the carrier of the incentive on the participation of all the stakeholders in the incentives project with defined mutual relations.

The tour operator whose bid shall not contain the complete above said documentation shall not be able to realize the right to the affiliated incentive funds.



CROATIAN NATIONAL TOURIST BOARD - HEAD OFFICE, Iblerov trg 10/IV, 10000 Zagreb, hereby invites

TENDERS FOR
the affiliated incentive of the Croatian National Tourist Board for organized
tourist arrivals in bus or railway transport in pre and postseason in the year
2010
(Model VII)

Article 1

In 2010, the Croatian National Tourist Board shall carry out the affiliated incentive for organized tourist arrivals in bus or railway transport in pre and postseason in Croatia on all the markets together with all Croatian subjects, that is, the county tourist board or the Zagreb Tourist Board as the carrier of the incentive on behalf of all the stakeholders in the county (tourist boards system, counties, the City of Zagreb, cities, municipalities and/or companies from the county), hereinafter: the county tourist board.

Article 2

Based on the agreement in the county, the county tourist board shall submit the bid for the incentive to the Head Office of the Croatian National Tourist Board based on invited tenders.

Article 3

The users of the affiliated incentive shall be the tour operators or the domestic travel agency on their own behalves or on behalf and to the benefit of the tour operators with which the Croatian National Tourist Board and the county tourist board enter into a trilateral agreement, hereinafter: the tour operator.

Article 4

The foreign tour operator may realize the right to the affiliated incentive funds directly with the Croatian National Tourist Board or by intermediation of only one domestic travel agency.

Article 5

The Croatian National Tourist Board determines that the total gross amount for the affiliated incentive shall be HRK 3,000,000.00 including VAT (three million kuna) which shall be distributed based on this tender.

Article 6

The starting point for determining the amount of total funds for particular tour operators is the actually planned number of passengers in pre and post-season in Croatia in the year 2010.

The basis for determining the final amount of the total funds for particular tour operators is the number of passengers in the preseason (1 January to 13 June) and postseason (11

September to 30 November) in the year 2010 which is specified in the final account, based on authentic business documentation and that being:

- agreement between the tour operator and the company,
- certificate on the guests' stays and paid accommodation bills,
- certificate on the participation of the companies in the incentives project.

The maximum amount which may be allocated to one tour operator may amount to 15% of the total funds defined in Article 5 of this tender.

Article 7

The right to the allocation of funds shall be granted to:

- 1) The programmes of the tour operator in the period between 1 January and 13 June and 11 September to 30 November 2010 for all the foreign markets for stays of at least 4 nights per passenger and the total of at least 10 realized groups in the above periods,
- 2) The programmes of the tour operator in the period between 1 January to 13 June and 11 September to 30 November 2010 for the domestic market for stays of at least 4 nights per passenger and the total of at least 10 realized groups in the above periods,

Article 8

The amount of incentive granted to the tour operator shall be:

- 1) **5 euro per transported passenger** for all the foreign markets in the period between 1 January and 13 June and 11 September to 30 November 2010 for stays of at least 4 nights per passenger and the total of at least 10 realized groups in the above periods,
- 2) **30 kuna per transported passenger** for the domestic market in the period between 1 January and 13 June and 11 September to 30 November 2010 for stays of at least 4 nights per passenger and the total of at least 10 realized groups in the above periods,

Article 9

Upon the proposal of the county tourist boards as the carriers of the incentive on behalf of the interested operators in the county, the Head Office of the Croatian National Tourist Board shall join the funds for incentive according to the 1 + 1 principle, which means:

- **50% of the funds** shall be given by the Croatian National Tourist Board,
- **50% of the funds** shall be given by the county tourist board as the carrier on behalf of the stakeholders in the county or the City of Zagreb.

Parties' mutual relations regarding the manner and amount of joined funds in the county or the City of Zagreb shall be determined by agreement of the interested operators.

After the realized travel programme, along with the delivery of complete and accurate documentation, the tour operator shall deliver to the Croatian National Tourist Board the calculation of the amounts of the affiliated incentive funds in accordance with the conditions set out in Article 6, 8 and 9 of this Tender. After receiving consent from the Croatian National Tourist Board for the executed calculation, the tour operator gains the right to the payment of incentives based on the attached complete and accurate documentation and invoices delivered to the signatories of the trilateral agreement (Croatian National Tourist Board and county tourist boards).

Article 10

The mutual relations of the Croatian National Tourist Board and the tour operator shall be regulated by the trilateral agreement. The agreement shall be signed by the parties of the affiliated incentives - the Croatian National Tourist Board, the county tourist board and the tour operator.

Mandatory enclosures to the trilateral agreement shall be:

- 1) the agreement concluded by the county tourist board within the county with the stakeholders, that is, the county, the City of Zagreb, cities, municipalities, tourist board system and companies,
- 2) the plan of the tour operator regarding the expected number of passengers in the candidate programme for the periods in which the incentives are realized.

Article 11

The executor of the affiliated incentive agreements shall be the tour operator. The Croatian National Tourist Board shall control the execution of the contracted affiliated incentives.

Article 12

The Croatian National Tourist Board shall pay the funds according to the affiliated incentive agreement to the tour operator based on the invoice issued by the tour operator or the domestic travel agency on their own behalves or on behalf of the foreign tour operator with the attached complete and accurate documentation.

Complete and accurate documentation implies:

- agreement between the tour operator and the company,
- certificate on the guests' stays and paid accommodation bills,
- certificate on the participation of the companies in the incentives project.

Article 13

The payment may be carried out in two instalments upon the completed programme for which the incentive was realized. The Croatian National Tourist Board shall not assume the obligation of paying issued invoices according to the affiliated incentive agreement which are not compliant with Article 12 of this tender.

Article 14

All the invoices for the affiliated incentive in 2010 shall obligatorily be delivered to the Croatian National Tourist Board Head Office conclusively by 15 December 2010 in order to be paid in the accounting period of 2010.

Invoices which shall be delivered after 15 December 2010 shall not be paid and shall be returned to the executor of the agreement.

Article 15

Bids for the affiliated incentive tender shall contain:

- 1) **the planned number of passengers in pre and postseason in Croatia for the year 2010,**
- 2) **written confirmation of the carrier of the incentive on the participation of all the stakeholders in the incentives project with defined mutual relations.**

The tour operator whose bid shall not contain the complete above said documentation shall not be able to realize the right to the affiliated incentive funds.



CROATIAN NATIONAL TOURIST BOARD - HEAD OFFICE, Iblerov trg 10/IV, 10000 Zagreb, hereby invites

TENDERS FOR
the affiliated incentive of the Croatian National Tourist Board for organized
tourist arrivals - bus tours- in pre and postseason in Croatia in the year 2010
(Model VIII)

Article 1

In 2010, the Croatian National Tourist Board shall carry out the affiliated incentive for organized tourist arrivals - bus tours - in pre and postseason in Croatia on all the markets together with all the Croatian subjects, that is, the domestic travel agency on behalf of all the stakeholders from the area which encompasses the bus tour programme (tourist boards system, counties, the City of Zagreb, cities, municipalities and/or companies), hereinafter: the domestic travel agency.

Article 2

The domestic travel agency shall submit the bid for the incentive to the Head Office of the Croatian National Tourist Board based on the invited tenders.

Article 3

The users of the incentives are tour operators with which the Croatian National Tourist Board and the domestic travel agency conclude a trilateral agreement. In case when the domestic travel agency signs the trilateral agreement on behalf and to the benefit of the foreign tour operator, the obligations towards the foreign tour operator regarding the 50%-amount of the incentive shall be evident from the attached agreement or annex to the agreement between the foreign tour operator and the domestic travel agency, hereinafter: the tour operator.

Article 4

The foreign tour operator may realize the right to the affiliated incentive funds directly with the Croatian National Tourist Board or by intermediation of only one domestic travel agency.

Article 5

The Croatian National Tourist Board determines that the total gross amount for the affiliated incentive shall be HRK 2,000,000.00 including VAT (two million kuna) which shall be distributed based on this tender.

Article 6

The starting point for determining the amount of total funds for particular tour operators is the actually planned number of passengers in pre and postseason in Croatia in the year 2010.

The basis for determining the final amount of the total funds for particular tour operators is the number of passengers in pre-season (1 January to 13 June) and post-season (11 September to 30 November) in the year 2010 which is specified in the final account, based on authentic business documentation and that being:

- the agreement of the tour operator and the domestic travel agency on the bus tour programme,
- certificate on the guests' stays and paid accommodation bills,
- certificate on paid or approved funds of the incentive to the tour operator by the domestic travel agency.

The maximum amount which may be allocated to one tour operator may amount to 15% of the total funds defined in Article 5 of this tender.

Article 7

The right to the allocation of funds shall be granted to:

- the programmes of the tour operator in the period between 1 January to 13 June and 11 September to 30 November 2010 for stays of at least 4 nights per passenger and the total of at least 10 realized groups, that is, bus tours in the above periods,

Article 8

The amount of the incentive granted to the tour operator shall be:

- 1) **5 euro per transported passenger** in the period between 1 January to 13 June and 11 September to 30 November 2010 for stays of at least 4 nights per passenger and the total of at least 10 realized groups, that is, bus tours in the above periods,

Article 9

The Head Office of the Croatian National Tourist Board joins the funds for the incentive according to the 1 + 1 principle, which means:

- **50% of the funds** shall be given by the Croatian National Tourist Board,
- **50% of the funds** shall be given by the domestic travel agency as the carrier on behalf of the stakeholders.

Mutual relations of the advertising parties regarding the manner and amount of joint funds shall be determined by agreement of the stakeholders.

After the realized travel programme, along with the delivery of complete and accurate documentation, the tour operator or the domestic travel agency shall deliver to the Croatian National Tourist Board, on their own behalfs or on behalf of the foreign tour operator, the calculation of the amounts of the affiliated incentive funds in accordance with the conditions set out in Article 6, 8 and 9 of this Tender. After receiving consent from the Croatian National Tourist Board for the executed calculation, the tour operator gains the right to the payment of incentives based on the attached complete and accurate documentation and invoices delivered to the signatories of the trilateral agreement (Croatian National Tourist Board and county tourist boards).

Article 10

The mutual relations of the Croatian National Tourist Board and the tour operator shall be regulated by the trilateral agreement. The agreement shall be signed by the parties of the affiliated incentive - the Croatian National Tourist Board, the county tourist board and the tour operator or the domestic travel agency.

Mandatory enclosures to the trilateral agreement shall be:

- 1) Agreement between the travel agency and the tour operator and, when necessary, an annex to the agreement,
- 2) The plan of the tour operator regarding the expected number of passengers in the candidate programme for the periods in which the incentives are to be realized.

Article 11

The executors of the agreements on the affiliated incentives shall be the tour operator or the domestic travel agency as the carrier on behalf of the stakeholders. The Croatian National Tourist Board shall control the execution of the contracted affiliated incentives.

Article 12

The Croatian National Tourist Board shall pay the funds under the affiliated incentive agreement to the tour operator based on the invoice issued by the tour operator along with complete and accurate documentation attached thereto.

Complete and accurate documentation implies:

- the agreement of the tour operator and the domestic travel agency on the bus tour programme,
- certificate on the guests' stays and paid accommodation bills,
- certificate on paid or approved funds of the incentive to the tour operator by the domestic travel agency.

Article 13

The payment may be carried out in two instalments upon the completed programme for which the incentive was realized. The Croatian National Tourist Board shall not assume the obligation of paying issued invoices according to the affiliated incentive agreement which are not compliant with Article 12 of this tender.

Article 14

All the invoices for the affiliated incentive in 2010 shall obligatorily be delivered to the Croatian National Tourist Board Head Office conclusively by 15 December 2010 in order to be paid in the accounting period of 2010.

Invoices which shall be delivered after 15 December 2010 shall not be paid and shall be returned to the executor of the agreement.

Article 15

Bids for the affiliated incentive tender shall contain:

- 1) **the planned number of passengers in pre and postseason in Croatia for the year 2010,**
- 2) **written confirmation of the carrier of the incentive on the participation of all the stakeholders in the incentives project with defined mutual relations.**

The tour operator whose bid shall not contain the complete above said documentation shall not be able to realize the right to the affiliated incentive funds.



CROATIAN NATIONAL TOURIST BOARD - HEAD OFFICE, Iblerov trg 10/IV, 10000 Zagreb, hereby invites

TENDERS FOR
the affiliated incentive of the Croatian National Tourist Board for organized
tourist arrivals of Croatian school children in bus or railway transport in pre and
postseason in the year 2010
(Model IX)

Article 1

In 2010, the Croatian National Tourist Board shall carry out the affiliated incentive for organized tourist arrivals of Croatian school children in bus or railway transport in pre and postseason in Croatia together with all Croatian subjects, that is, the county tourist board or the Zagreb Tourist Board on behalf of all the stakeholders in the county or the City of Zagreb (tourist boards system, counties, the City of Zagreb, cities, municipalities and/or companies from the county), hereinafter: the county tourist board.

Article 2

Based on the agreement in the county or the City of Zagreb, the county tourist board shall submit the bid for the incentive to the Head Office of the Croatian National Tourist Board based on invited tenders.

Article 3

The users of the incentives shall be domestic travel agencies with which the Croatian National Tourist Board and the county tourist board shall enter into a trilateral agreement, hereinafter: the tour operator.

Article 4

The tour operator may realize the right to the affiliated incentive funds directly with the Croatian National Tourist Board or by intermediation of only one domestic travel agency.

Article 5

The Croatian National Tourist Board determines that the total gross amount for the affiliated incentive shall be HRK 3,000,000.00 including VAT (three million kuna) which shall be distributed based on this tender.

Article 6

The starting point for determining the amount of total funds for particular tour operators is the actually planned number of passengers in pre and postseason in Croatia in the year 2010.

The basis for determining the final amount of the total funds for particular tour operators is the number of passengers in the pre-season (1 January to 30 June) and post-season (1 September to 30 November) in the year 2010 which is specified in the final account, based on authentic business documentation and that being:

- agreement between the tour operator and the company,
- certificate on the guests' stays and paid accommodation bills,
- certificate on the participation of the company in the incentives project.

The maximum amount which may be allocated to one tour operator may amount to 15% of the total funds defined in Article 5 of this tender.

Article 7

The right to the allocation of funds shall be granted to:

- Tour operators' programmes in the period from 1 January to 30 June and from 1 September to 30 November 2010 for stays of at least 4 nights per passenger.

Article 8

The amount of incentive granted to the tour operator shall be:

- **180 kuna per transported passenger** in the period from 1 January to 30 June and from 1 September to 30 November 2010 for stays of at least 4 nights per passenger.

Article 9

The Croatian National Tourist Board joins the funds for the incentive according to the 1+1 principle which means:

- **50% of the funds** shall be given by the Croatian National Tourist Board,
- **50% of the funds** shall be given by the county tourist board or the Zagreb Tourist Board as the carrier on behalf of the stakeholders in the county or the City of Zagreb.

Mutual relations of the parties regarding the manner and amount of joint funds in the county shall be determined by agreement of the stakeholders.

After the realized travel programme, along with the delivery of complete and accurate documentation, the tour operator shall deliver to the Croatian National Tourist Board the calculation of the amounts of the affiliated incentive funds in accordance with the conditions set out in Article 6, 8 and 9 of this Tender. After receiving consent from the Croatian National Tourist Board for the executed calculation, the tour operator gains the right to the payment of incentives based on the attached complete and accurate documentation and invoices delivered to the signatories of the trilateral agreement (Croatian National Tourist Board and county tourist boards or the Zagreb Tourist Board).

Article 10

The mutual relations of the Croatian National Tourist Board and the tour operator shall be regulated by the trilateral agreement. The agreement shall be signed by the parties of the affiliated incentives - the Croatian National Tourist Board, the county tourist board and the tour operator.

Mandatory enclosures to the trilateral agreement shall be:

- 1) the agreement concluded between the tour operator and the stakeholders for the realization of the programme in Croatia.
- 2) the plan of the tour operator regarding the expected number of passengers in the applied programme for the periods in which the incentives are to be realized.

Article 11

The executors of the affiliated incentive agreements shall be the tour operator, that is, the domestic travel agency. The Croatian National Tourist Board shall control the execution of the contracted affiliated incentives.

Article 12

The Croatian National Tourist Board shall pay the funds under the affiliated incentive agreement to the tour operator based on the invoice issued by the tour operator along with complete and accurate documentation attached thereto.

Complete and accurate documentation implies:

- agreement between the tour operator and the company,
- certificate on the guests' stays and paid accommodation bills,
- certificate on the participation of the company in the incentives project.

Article 13

The payment may be carried out in two instalments upon the completed programme for which the incentive was realized. The Croatian National Tourist Board shall not assume the obligation of paying issued invoices according to the affiliated incentive agreement which are not compliant with Article 12 of this tender.

Article 14

All the invoices for the affiliated incentive in 2010 shall obligatorily be delivered to the Croatian National Tourist Board Head Office conclusively by 15 December 2010 in order to be paid in the accounting period of 2010.

Invoices which shall be delivered after 15 December 2010 shall not be paid and shall be returned to the executor of the agreement.

Article 15

Bids for the affiliated incentive tender shall contain:

- 1) the planned number of passengers in pre and postseason in Croatia for the year 2010,**
- 2) written confirmation of the carrier of the incentive on the participation of all the stakeholders in the incentives project with defined mutual relations.**

The tour operator whose bid shall not contain the complete above said documentation shall not be able to realize the right to the affiliated incentive funds.

IMPORTANT NOTES

- I. The tourist boards system may bid for Model II up to the amount of the total applied own funds for Model I.**
- II. The bids which shall include the joining of funds of the county tourist boards together with the local tourist boards and companies (Model I) or only with the local tourist boards (Model II), shall be given priority against the bids in which the funds are joined by local tourist boards (and economic subjects) without the county tourist boards.**
- III. Companies owing tourist tax and tourist memberships may not participate in the tender for allocation of joint advertising funds in the year 2010.**
- IV. The right for receiving incentives for organized passenger arrivals in air, bus or railway transport and bus tour programmes shall not exclude the right to the joint advertising funds according to the models III and IV.**
- V. The Croatian National Tourist Board Head Office shall invite Tenders for joint advertising and affiliated incentives for organized tourist arrivals in the daily press in Croatia, on the web pages of the Croatian National Tourist Board www.croatia.hr and it shall notify in writing the county tourist boards, the representatives offices of the Croatian National Tourist Board abroad and the professional associations (HUH, KUH, OMH, UHPA and UNPAH) on the invited Tenders.**
- VI. The Tourism Committee of the Croatian National Tourist Board shall appoint a five-member board (from the Head Office and the Ministry of Tourism) for the execution of the Tender and adopting decisions on the allocation of funds in accordance with the stated models and criteria.**
- VII. The Tender shall be invited after the decision of the Tourism Committee of the Croatian National Tourist Board.
The deadline for submitting the bids to the Tender shall begin on the day of the announcement and it shall end on 21 December 2009 conclusively for Models I - VIII.
For Model IX, the deadline for submitting bids to the Tender shall be 30 April 2010.
Should the available funds not be used in full by 21 December 2009 based on the submitted bids, the Tender shall be extended for 30 days, that is, until 21 January 2010.**

The bid shall be submitted in writing to the address:

**The Croatian National Tourist Board - Head Office
Iblerov trg 10/IV
10000 Zagreb**

with the indication "Bid for allocation of joint advertising and affiliated incentives funds for organized tourist traffic in the year 2010".

- VIII** Since the business year of the Croatian National Tourist Board and the time of undertaking contracted joint activities starts on 1 January 2010, those obligations and media plans which plan the advertising in the period from 1 January 2010 and up to the moment of conclusion of agreement shall also be accepted.
- IX** The bids shall be considered in the order in which they were submitted and may be approved up to the total available funds with the possibility of redistribution among the proposed models and within the framework of the total available funds.
- X** The final deadline for approval of funds in accordance with the decisions of the Tender Committee for Models I - VIII shall be 15 January 2010 in the first instance, that is, 15 February in the second instance. For Model IX, the final deadline for approval of the funds shall be 15 May 2010.