

A List Wholesalers

Company	Key Person	Company Size	SA product brochured	Comments
TOKYO				
JTB World Vacations I.K. Bldg. 2-24-9 Kami-Osaki, Shinagawa-ku Tokyo 141-0021	Mr Koichi Oi Ms Tomomi Nagayasu	VERY LARGE	Indian Pacific & Kangaroo Island 7 day tour	Largest of the 'big five' Japanese package tour wholesalers. 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	Mr Masahiro Mogi	VERY LARGE	Kangaroo Island, Adelaide, Sydney 7 day tour	One of the 'big five' Japanese package tour wholesalers. Has done SA specialist campaign targeting the senior market.
Kintetsu International Kinshicho Mark Building, 7F 3-4-2 Kotobashi, Sumida-ku Tokyo 130-0022	Mr Tomoya Miyai Mr Masanori Yato	VERY LARGE	Natures Paradise Kangaroo Island 7 / 8 day tour	One of the 'big five' Japanese package tour wholesalers. Currently KNT mainly handling student tours to Adelaide
Jalpak Co Ltd Tradepia Odaiba 2-3-1 Daiba, Minato-ku Tokyo 135-8660	Mr Kenta Akamine	VERY LARGE	Luxury Group Tour incl. The Ghan, Adelaide, Kangaroo Island, Ayers Rock, Sydney 9 day tour	One of the 'big five' Japanese package tour wholesalers. 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	Mr Yo Tanabe Mr Hiroyuki Furukawa	VERY LARGE	5 day Adelaide & Barossa 5 day Adelaide & Kangaroo Island	One of the 'big five' Japanese package /FIT wholesalers Produced Special 'rank up' brochure on Adelaide
JTB Tokyo Metropolitan Corp. Royal Road Ginza Div. 6-6-7 Ginza Chuo-ku, Tokyo 104-0061	Ms Mitsuko Tsuneishi Ms Miho Fujisaki	LARGE	The Australian Round Trip – The Ghan	JTB Group- upmarket tour wholesalers specialized in cruise tours, Luxury tours, custom order tours.
World Air Sea Service Asahi-Seimei Bldg 1-5-1 Yurakucho, Chiyodu-ku Tokyo 100-0006	Mr Hiroshi Matsuzaki Mr Hiroyuki Chika	MEDIUM	Mysterious Nature 15 day trip including Adelaide and The Ghan	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	Ms Cho	MEDIUM	New tour under planning	Produces mainly group tours for the senior market, including special interest tours.
Hankyu Express International Co Ltd 2F Lila Hijirizaka 4-10 Mita 3-Chome, Minato-ku, Tokyo 108-8355	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)
STA Travel 7F Nukariya Bldg 1-16-20 Minami-Ikebukuro, Toshima-ku Tokyo 171-0022	Mr Ryuichi Ura Mr Shinji Okumura	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	Mr Masaya Hanawa	LARGE	Land operator – no brochure	Sales office in Japan for JTB Australia Pty Ltd (inbounder) Strong in group (incentives) and student tours.
Ism 2F Futaba Kudan Building 3-4-5 Kudanminami, Chiyoda-ku Tokyo 102-0074	Mr Kazuya Noguchi Mr Yuji Tago	NICHE	Currently creating tours to Kangaroo Island and Gawler Ranges	A small operator with a lot of passion, discovered recently. Entire Australian tour line-up focussed on SA and Tasmania

OSAKA

JTB World Vacations Western Japan 8F JTB Bldg 2-1-25 Kyutaromachi, Chuo-ku Osaka 541-0056	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	Ms Naoko Matsumoto	VERY LARGE	Currently no tour to Adelaide but sells a lot of air only to students	Osaka office of the 'big five' Japanese package /FIT wholesalers
JTB Australia Pty Ltd (Oceania Travel Centre) OSAKA 6F JTB Bldg, 2-1-25 Kyutaro-machi, Chuo-ku, Osaka 541-0056	Mr Hideo Nukaga	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	Mr Masao Konda	MEDIUM	Producing three tours for SA in a new brochure (free time, fully inclusive and self drive).	Key wholesaler for Singapore Airlines in Osaka Strong agent for Singapore Airlines and wholesaler for many small retail agencies Japan GSA for Avis Rent-a Car

NAGOYA

JTB World (Nagoya) Nagoya Sakae Bldg 5-1 Buhei-cho, Higashi-ku Nagoya, 461-0008	Mr Takaaki Ito Ms Emi Kato Ms Saori Horibe	LARGE		One of big 2 key wholesalers for SATC Campaigns In Nagoya
HIS Co., Ltd. 2F Sumitomo Shoji Nagoya Bldg. 1-1-6 Higashi Sakura, Higashi-ku, Nagoya 461-00045	Ms Eri Hamamoto	VERY LARGE	Currently working on a new package tour but sells a lot of air only to students	Nagoya office of the 'big two' Japanese package /FIT wholesalers
Overseas Travel Agency(OTA) 8F No.3 Horiuchi Bldg., 4-6-23 Meieki, Nakamura-ku, Nagoya 450-0002	Mr Yoshiyasu Takagi	MEDIUM	Producing Australia tour brochures include five cities which SQ fly in for free plan and cassett plan to combine multiple cities.	Key wholesaler for Singapore Airlines in Osaka Strong agent for Singapore Airlines and wholesaler for many small retail agencies Japan GSA for Avis Rent-a Car

B List Wholesalers

Company	Key Person	Company Size	SA product brochured	Comments
Southern Cross Travel 702 Hoei Nishi Shinjuku Bldg. 5-3-2 Nishi Shinjuku, Shinjuku-ku, Tokyo 160-0023	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	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 Ltd. 4F Shibadaimon Takei Bldg 1-6-3 Shibadaimon, Minato-ku, Tokyo 105-0012	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	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	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	Mr Katsura Nakazato	MEDIUM	Web based and voucher sales –accommodation & tours	Hotel and optional tour coupon system