

Date: 12<sup>th</sup> July, 2025

To  
Mr. Atanu Kumar Panda  
Squadron Leader (Retd)  
Secretary AFA Odisha Branch  
Plot No. 2612 Leelakunj,  
Patrapada, Bhubneswar,  
Mobile: +918249801758  
Email: [airforceassociation.orissa@gmail.com](mailto:airforceassociation.orissa@gmail.com)

**Subject: Special rate contract with MAYFAIR Hotels & Resort (Valid till 31<sup>st</sup> March 2026).**

Dear Mr. Panda,

Greetings from MAYFAIR Hotels & Resorts.

It is indeed my pleasure writing to you and thank you very much for your patronage over the years. With reference to the above subject, we are pleased to offer the following special rates applicable at our various properties for the guests travelling from your esteemed organization.

**MAYFAIR Lagoon, Bhubaneswar:**

Located in the heart of Bhubaneswar in Odisha, MAYFAIR Lagoon is a short walk from the best of the shopping and entertainment centers. Its unparalleled style, elegance, water bodies and proximity to nature make the stay truly memorable.

Room Category	Rack Rate/night	Special Rate/night	Plan (CP)
Club Room	₹ 15000	Sgl Occ: ₹ 8000 Dbl Occ: ₹ 9500	Bed & Breakfast
Executive Cottage - Garden View	₹ 16000	Sgl Occ: ₹ 8500 Dbl Occ: ₹ 10000	Bed & Breakfast
Executive Cottage - Lagoon View	₹ 18000	Sgl Occ: ₹ 9000 Dbl Occ: ₹ 10500	Bed & Breakfast
Executive Suite	₹ 25000	Sgl/Dbl Occ: ₹ 16000	Bed & Breakfast
Deluxe Cottage	₹ 30000	Sgl/Dbl Occ: ₹ 24000	Bed & Breakfast
Royal Villa / Regent Villa	₹ 75000	₹ 60000	Bed & Breakfast
Extra Occupancy	₹ 3500	₹ 2500	Bed & Breakfast

**MAYFAIR Convention, Bhubaneswar:**

Situated just opposite MAYFAIR Lagoon with wide range of conference facilities. The Hotel with the state of the art digitally controlled audio visual and lighting facility create the perfect ambience matching every mood of the delegates. It has 20 well-appointed rooms to support such event.

Room Category	Rack Rate/night	Special Rate/night	Plan (CP)
Deluxe Room	₹ 7450	Sgl Occ: ₹ 5500 Dbl Occ: ₹ 6500	Bed & Breakfast
Extra Occupancy	₹ 2500	₹ 2000	Bed & Breakfast

**MAYFAIR Hotels & Resorts Limited**

CIN NO.U55101OR1995PLC004224



#### **MAYFAIR Heritage, Puri:**

The resort located on the sea beach (Bay of Bengal) is an ideal beach /resort offering all modern amenities and comforts to make your stay full of fun and pleasure.

Room Category	Rack Rate/night	Special Rate/night	Plan (MAP)
Deluxe Room	₹ 14000	Sgl/DbI Occupancy: ₹ 11500	Bed, Breakfast & Dinner
Deluxe Cottage	₹ 16000	Sgl/DbI Occupancy: ₹ 13000	Bed, Breakfast & Dinner
Sea View Cottage	₹ 18000	Sgl/DbI Occupancy: ₹ 15500	Bed, Breakfast & Dinner
Deluxe Suite	₹ 25000	Sgl/DbI Occupancy: ₹ 18000	Bed, Breakfast & Dinner
Family Suite	₹ 30000	Quadruple Occupancy: ₹ 24000	Bed, Breakfast & Dinner
Extra Occupancy	₹ 4500	₹ 3500	Bed, Breakfast & Dinner

#### **MAYFAIR Waves, Puri:**

The resort located on the sea beach (Bay of Bengal) is an ideal beach resort offering all modern amenities and comforts to make your stay full of fun and pleasure.

Room Category	Rack Rate/night	Special Rate/night	Plan (MAP)
Premium Room	₹ 16000	Sgl/DbI Occupancy: ₹ 13000	Bed, Breakfast & Dinner
Premium Sea View	₹ 18000	Sgl/DbI Occupancy: ₹ 15500	Bed, Breakfast & Dinner
Premium Suite	₹ 35000	Quadruple Occupancy: ₹ 26000	Bed, Breakfast & Dinner
Extra Occupancy	₹ 4500	₹ 3500	Bed, Breakfast & Dinner

#### **MAYFAIR Palm Beach Resort, Gopalpur:**

The prestigious Heritage property was built way back in 1914. It is now completely reconstructed with more rooms, amenities and world-class facilities. It is located right on the Bay of Bengal, ideal for a great family vacation, wedding, conference or incentives.

Room Category	Rack Rate/night	Special Rate/night	Plan (MAP)
Executive Room	₹ 14000	Sgl/DbI Occ: ₹ 8500	Bed, Breakfast & Dinner
Ocean View Room	₹ 15000	Sgl/DbI Occ: ₹ 10000	Bed, Breakfast & Dinner
Deluxe Sea View	₹ 17000	Sgl/DbI Occ: ₹ 12000	Bed, Breakfast & Dinner
Family Room	₹ 25000	Quadruple Occupancy: ₹ 18000	Bed, Breakfast & Dinner
Premium Room	₹ 25000	Sgl/DbI Occ: ₹ 18000	Bed, Breakfast & Dinner
Executive Suite	₹ 30000	Sgl/DbI Occ: ₹ 20000	Bed, Breakfast & Dinner
Family Suite	₹ 35000	Quadruple Occupancy: ₹ 25000	Bed, Breakfast & Dinner
Extra Occupancy	₹ 4500	₹ 3500	Bed, Breakfast & Dinner

#### **MAYFAIR Hotels & Resorts Limited**

CIN NO.U55101OR1995PLC004224



**Above special rates are not applicable on BLACK OUT period, which are mention below:**

- **MAYFAIR Lagoon:** Medicon and Doctors Conferences
- **MAYFAIR Puri:** Cart Festival, Durga Puja, Diwali, Christmas & New Year
- **MAYFAIR Gopalpur:** Durga Puja, Diwali, Christmas & New Year

**Hotel Terms & Conditions:**

1. Above rates are exclusive of all applicable taxes.
2. Above rates will be applicable for the reservations received through your office.
3. Bhubaneswar, Gopalpur: - Check in time 14:00 hrs. & check out time: 12:00 noon., Puri Hotels: - Check in time 10:00 hrs. & check out time: 08:00 hrs.
4. The hotel check-in time and check-out time will be as per hotel policy.
5. For arrivals at the hotel prior to 0900 hours, the reservation needs to be made and held from the previous night.
6. For Early check in or late check-out, a request may be made to the hotel and is subject to availability.
7. The credit card guarantee will ensure that your reservation is held on a definite basis, up to your actual time of check-in, on the day of reservation.
8. Mandatory for any Non-Resident Indians/Foreigners to produce their passport at the time of arrival.
9. Mandatory for any Indian to carry a valid identity proof to produce at the time of arrival.
10. Stay extendable on pro-rata basis subject to availability.
11. The above rates are not applicable above **8 rooms** per night.

**Cancellation Policy of Hotels at Bhubaneswar, Gopalpur & Puri:**

1. If cancelled before 7 days of the date of arrival, there will be no retention.
2. If cancelled within 03 – 07 days of the date of arrival, 50% of the 1st night stay will be charged as retention.
3. If cancelled within 24 – 48 hours of the date of arrival, 75% of the 1st night stay will be charged as retention.
4. If cancelled on the day of arrival entire amount for stay will be charged as retention.
5. Guest Checks in and immediately checks out prior to his departure date the full amount will be forfeited.

**Productivity & Minimum guarantee of room nights:**

On the basis of two years productivity at each location, we have offered the above very special rates. We would also expect a minimum guarantee of room nights as mentioned below during financial year 2024-25.

Name of the Hotel	2023-24 (Actual Room Nights)	2024-25(Actual Room Nights)	2025-26(Minimum Guarantee Room Nights)
Mayfair Lagoon, BBSR	-	-	50
Mayfair Convention, BBSR	-	-	50
MAYFAIR Heritage, Puri	-	-	-
MAYFAIR Waves, Puri	-	-	-
MAYFAIR Palm Beach, Gopalpur	-	-	-

**MAYFAIR Hotels & Resorts Limited**

CIN NO.U55101OR1995PLC004224



**Settlement of bills:**

- Bills will be settled by the individual guests at the time of departure either by Credit Card or by Cash.
- Bill to Company facility can only be extended if your company is on our credit list.
- In order to get yourself enlisted in our credit list, kindly submit "Credit Application Form" duly filled by the concerned authorities from your end.
- Our management reserves the right to approve or reject the credit facility.

On signing of this agreement, the above terms & conditions and offers shall be binding for both the parties.

Looking forward to have a fruitful association with your esteemed organization.

Sincerely yours,

(Chidananda Mallick)  
General Manager - Sales

Contract Accepted by:

Name:

Designation:

**MAYFAIR Hotels & Resorts Limited**

CIN NO.U55101OR1995PLC004224

Regd. Off. 8B, Jaydev Vihar, Bhubaneswar – 751 013, Odisha, Tel: 91-674- 6660 101,FAX – 91- 674 2360 129, email: [corporatesales5@mayfairhotels.com](mailto:corporatesales5@mayfairhotels.com)

[www.mayfairhotels.com](http://www.mayfairhotels.com)