17 May 2019

To whom it may concern,

By way of introduction, I am the International Sales Manager Asia for Southern Discoveries, based in Auckland, New Zealand. I manage the Asian sales strategy for the company.

Southern Discoveries is a premium tourism company dedicated to sharing some of New Zealand's most iconic scenery and extraordinary experiences with the world. The company offers cruise experiences in Milford Sound and Queenstown, and seamless coach and flight connections between the two destinations. They also specialise in private charters and conference and incentive packages.

Southern Discoveries is the original Milford Sound operator and provides the widest range of excursions in the fiord. The company has four vessels in Milford Sound ranging in capacity from 50 to 400 passengers and operates Encounter Nature Cruises, Nature Cruises, Scenic Cruises, Cruise & Kayak excursions and the Milford Sound Underwater Observatory.

Southern Discoveries operates two vessels on Lake Wakatipu in Queenstown. Spirit of Queenstown Scenic Cruise departs several times daily and sails to Mt Nicholas High Country Farm. On arrival, visitors can choose to stay on board for a return cruise, disembark for a Mt Nicholas Farm Experience or take a half-day cycling trip to Walter Peak on the Station 2 Station Cycle Trail.

Southern Discoveries has worked with Australia Tours for a number of years developing tours and experiences for their guests who visit New Zealand. I have found them very professional, honourable and trustworthy in their dealings with our company.

We acknowledge the work that Jaegwan and his team does for the tourism industry, and we appreciate their continued support.

Should you have any questions, please feel free to contact me.

Kind regards,

Cecil Potatau
International Sales Manager Asia
Southern Discoveries
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