



MONTHLY

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VOLUME 31 ISSUE 3

CCRA Directories Make The Difference...

Hotel Directories for all your needs!



Future projects

coming your way soon from CCRA!

Travel Agency Hotel Packages Guide
Distinctive Hotels and Resorts Directory

VIP International Corporation Celebrates 20 Years



1999 marks VIP International Corporation's 20th year anniversary. Over the past 20 years, VIP has gained a reputable name for being a service oriented, hospitality representation company, servicing over 1600 hotels under the 'VP' chain code and 1000 cars under the 'RR' chain code. We value people, not just our clients, but also our suppliers, business associates, travel agents and own employees.

Hyatt Hotels & Resorts San Francisco

The Grand Hyatt San Francisco CCRA Preferred Rate for 1999 is:

\$235 sgl/dbl (through 5/31/99)

\$245 sgl/dbl (6/1/99 to 12/31/99)

For booking ease, utilize your GDS.



The Grand Hyatt San Francisco, rising 36 stories above San Francisco's historic Union Square, is an enclave of service and luxury where traditions of old world elegance are thoughtfully interpreted for travelers of today. At the

center of shopping, theater and finance in the heart of downtown, it's a grand retreat offering breathtaking views in superb accommodations. From 685 guestrooms to the elegance of Regency Club and Penthouse Suites, you'll enjoy exquisite comfort and amenities. For business travelers, an Executive Business Center will handle every need. Hyatt Business Plan accommodations also offer in-room fax and work station. Enjoy

California cuisine at Grandviews, the city's dynamic new rooftop restaurant and entertainment lounge. Or, stop by our mezzanine cafe for coffees, teas and lighter fare. For cocktails and hors d'oeuvres, enjoy panoramic views in Grandviews Lounge. So come for the convenience of San Francisco's most exclusive address. You'll stay for the ambiance that is uniquely the Grand Hyatt San Francisco.



CCRA CCRA CCRA CCRA CCRA

FRAN KIRADJIAN VICE PRESIDENT OF MARKETING
FRANCESCA COLLETT MANAGER, PARTNERSHIP PROGRAMS
ALEX JALALI DATABASE COORDINATOR

CCRA GDS Booking Formats:

SABRE HOTLAX#CCR/21MAY-1NT1
APOLLO HOA21MAY-1NTLAX□CCRA
WORLDSPAN HLLAX/P-N/PC-CCR/A/D22MAY1
AMADEUS HALAX21MAY-1/SR-CCR

www.ccraonline.com ☎ email: info@ccraonline.com

CCRA is a member of...

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Coming to Holland? Enjoy Royal Moments in the cultural city of The Hague! Golden Tulip Belair Hotel

Anyone visiting The Hague can experience its royal character at many times and in many places. The many palaces in The Hague still bear witness to the royal blood that has been traversing the city's veins since 1248. With its many parks, The Hague is also known as a green city. But most of all the city is famous for its combination of a very rich cultural life. The museums exhibit the work of many famous Dutch painters, and its lively seaside resort, Scheveningen, offers a casino, pier and plenty of outdoor activities. Starting September 25, for the first time in history, an exhibition is to be mounted which will be devoted entirely to the self-portraits of Rembrandt, one of his principal themes.

Special CCRA package: Three nights for the price of two, including breakfast and a three course dinner on the date of arrival, free entrance to the Holland Casino Scheveningen, and The Tourist Guide "The Hague".

Special CCRA rate : \$369 (normally \$615!) per room, based on double occupancy.

Rates valid from June 1st through 31 December 1999. Reservations are on the basis of availability.



Fiesta Break

Hospitality As Warm As the Mexican Sun



Considered Mexico's Premier hotel chain, Fiesta Americana offers modern accommodations in the country's most popular destinations. From Monterrey to Cancun, our superior service rivals anything you'll find north of the border. Frequent business travelers can enjoy multiple services and amenities available through our guest recognition program, "Programa Comercial Fiesta". Plus, you earn Advantage, One Pass, Frecuenta/Mexican, Club Premier/Aeromexico or Canadian Plus frequent flyer mileage for every stay. As a CCRA member agency, Fiesta Americana Hotels and Resorts is offering you 12% commission on effective bookings made through the GDS code (CCR) on a 4 night minimum stay. Plus, you can offer a courtesy dinner for two at the Specialty Restaurant of the Hotel (beverages not included). Fiesta Americana offers you the following rates and destinations:

HOTEL	VALID PERIOD	SINGLE	DOUBLE
Fiesta Americana Cancun	5/1/99-7/3/99	115	131
	7/4/99-8/15/99	140	156
	8/16/99-9/1/99	115	131
Fiesta Americana Condesa Cancun	5/1/99-7/3/99	135	151
	7/4/99-8/15/99	165	181
	8/16/99-9/1/99	135	151
Fiesta Americana Coral Beach Cancun	5/1/99-7/3/99	224	242
	7/4/99-8/15/99	237	255
	8/16/99-9/1/99	224	242
Fiesta Americana Cozumel Dive Resort	5/1/99-9/1/99	98	108
Fiesta Americana Condesa Acapulco	5/1/99-9/1/99	90	100
Fiesta Americana Puerto Vallarta	5/1/99-9/1/99	99	110
Fiesta Americana Refoma	5/1/99-9/1/99	142	150
Fiesta Americana Merida	5/1/99-9/1/99	114	133
Fiesta Americana Guadalajara	5/1/99-9/1/99	114	133
Fiesta Americana Aguascalientes	5/1/99-5/10/99	188	215
	5/11/99-9/1/99	101	119
Fiesta Americana Monterrey Valle	5/1/99-9/1/99	179	209
Fiesta Americana Centro Monterrey	5/1/99-9/1/99	139	149
Fiesta Americana Hermosillo	5/1/99-6/30/99	117	136
	7/1/99-9/1/99	122	142
Fiesta Americana Leon	5/1/99-9/1/99	143	166
Fiesta Americana Veracruz	5/1/99-9/1/99	133	143
Fiesta Americana Hacienda Galindo	5/1/99-6/30/99	103	113
	7/1/99-9/1/99	110	120



Rates in USD, per room, per night. The type of rate for all hotels is AP- Bed & Breakfast.

Landmark Renovations

The Royal Lancaster sister hotel, The Landmark London, has a major renovation project in hand.

The Landmark London has invested in the region of £100,000 in its Health Club, installing new equipment to double the number of stations to twenty-three. Manager Patrick Oxley says "Advances in technology have resulted in smaller, slimmer and more efficient machines, and in place of our old equipment, we have been able to install facilities to exercise all the main muscle groups of the body".

A 15-metre swimming pool with adjacent jacuzzi is another feature of the Health Club, and there is also a Turkish (steam) room and a sauna. Personal fitness trainers are available to assist guests, and a full range of massage

therapies are offered. The Landmark London is located in the Marylebone Road, a short taxi ride from the Royal Lancaster, and our Concierge desk can arrange for guests to use The Landmark's Health Club at a special 50% discount of £15 per day. Visit our website at www.royallancaster.co.uk



The First Hilton In Vietnam

The 269 room Hilton Hanoi Opera, Hilton International's first property in Vietnam, has opened its doors for business in the capital city of Hanoi. The hotel is the first five-star hotel of a global hospitality group to open in the city.

Hotel Inter-Continental Berlin

The first edition of the 1999 Hotel Inter-Continental Berlin magazine "Discover" has arrived! Some of the topics covered include:



- Millennium Gala Event for the New Year's Eve 1999/2000.
- Ideas for unique offsite-catering locations in and around Berlin.
- News on past and preview on future events in Berlin...

Fax your request to 49 (30) 26 02-2600.

Concorde Hotels

Capitol Tokyu Hotel in Japan is now a member of Concorde Hotels. One of the world's best hotels, located within walking distance of the Imperial Palace and the Diet building, is a fine blend of international sophistication and Japanese ambience. The Capitol Tokyu Hotel may be booked through Sabre or Apollo using the CD code of Concorde Hotels or by calling 1-800-888-4747.

Newton Hotels Special Rate

Newton Hotel Hong Kong has launched a very special daily rate of HK\$700 plus 13% tax/svc charge per night, commission at 10%

Valid until August 31, 1999 inclusive.

Rogner Dorint Hotel Don Giovanni

With immediate effect the Rogner Dorint will be represented by UTELL International. GDS under chain code UI.

Valid from January 1, 1999.

THISTLE HOTELS

Last year's Thistle Hotels announcement to straighten its brand and position itself as a full service four star hotel group with properties in locations 'where you want to be' has paid-off. As a result, the majority of hotels in the Thistle portfolio are



being renamed to reflect their locations and reinforce the Thistle brand. For example, The Grosvenor in London will become the Thistle Victoria and The Portland in Manchester will become the Thistle

Manchester.

For a complete list call: 44 800 18 17 16

The hotels have already been renamed on domestic and overseas computerized hotel reservation systems and the roll out of new exterior signage for each property is currently underway.

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\$109* Includes Full Breakfast for your client at downtown Orlando's premier business hotel. Rooms feature work area, two phone lines and data port. We offer Health Club, pool, tennis, restaurant, lounge and express check-in/check-out.

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For reservations use your GDS (chain code RD)
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*Per room, per night. Tax and gratuities not included. Some restrictions apply. Valid through 6/30/99.

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MART PLAZA HOTEL

The difference is genuine.™

\$109* Close to downtown Miami and minutes from the airport. Guest rooms feature work desk, data port and voice mail. We offer complimentary transport to airport, pool, tennis, Fitness Center, two restaurants and lounge.

711 NW 72 AVENUE • MIAMI, FL 33126 • (305) 261-3800

For more information refer to your GDS (chain code RD)
or call 1-800-777-7800

*Per room, per night. Tax and gratuities not included. Some restrictions apply. Valid through 6/30/99.

STARWOOD HOTELS & RESORTS



Le Grand Hotel will be closed for a complete refurbishment to become the leading deluxe hotel in Rome. The hotel will be closed from 3/31/99 to 12/15/99.



Please check alternate availability at either **Hotel Excelsior** or **Sheraton Roma Hotel**.

REGAL HOTELS INTERNATIONAL

The New Regal Airport Hotel At Hong Kong's New Airport

Regal Hotels International Holdings Limited has entered into an agreement with the Hong Kong Airport Authority to develop and operate the Regal Airport Hotel at the new airport at Chek Lap Kok.

Scheduled to premiere in early 1999, the hotel will have a gross floor area of 72,000 square meters and will include 1,100 guest rooms, making it the largest hotel in Hong Kong.



Guests will enjoy the convenience and ease of the passage way connecting the hotel to the airport via travelators. The hotel will be equipped with a list of unique entertainment and recreational facilities, plus a landscaped garden and a swimming pool, all of which will make it the ideal choice for both discerning travelers and tourists. It will also feature 10 restaurants and lounges in addition to offering the most updated meeting and conference facilities and a full service Business Centre. "Just as the new airport will take Hong Kong into the new millennium with full confidence, the new hotel will take the Regal Hotels Group into the next century with great pride", stated Mr. Y.S. Lo, Chairman of Regal Hotels International. The hotel is opening in phases, with 385 of 1,100 guest rooms and nine function rooms to open now, with special "get acquainted" rates.

Regal Hotel International's promotions also include the following.

Los Angeles

Regal Biltmore Hotel

Special Bernards Theater Package for two
US\$259.95

One night deluxe accommodation, bottle of champagne, three course dinner in Bernard's restaurant, transportation, and valet parking.

Book RQ and PKG4

New York

Regal U.N. Plaza Hotel

CCRA rate lowered to US\$239
Through August 31, 1999

**For other Regal International Hotel's Special
Call 1-800-222-8888 or Use Booking Access Code: RQ**



REGAL AIRPORT HOTEL

Super Value Package

HK\$1,350 Plus 13%

Welcome Drink

One night Accommodations

One Page Outgoing Fax

("Hi Honey, I'm here!")

Souvenir Edition Airport Express Ticket

30 Minute In-Room Internet Access

Breakfast

Late Check-Out up to 4:00 p.m.

10% Discount on Food & Beverage

25% Discount on Laundry

20% Commissionable

"Get Acquainted"

Introductory Rates

50% Off Rack Rates

Currently Priced at HK\$1,050 Plus 13%

Valid Through June 30, 1999



Skirball Ad goes here

One of Chicago's oldest hotels is now Chicago's newest!



The Allerton Crowne Plaza has been transformed with the business traveler in mind, offering upscale amenities, superb service and outstanding accommodations. Our \$50 million restoration of a historic landmark hotel guarantees the corporate traveler a new dimension of comfort and value.

Business is a pleasure in Chi-

We are situated on the Magnificent Mile in the midst of world-renowned shopping, outstanding restaurants, Chicago's financial district and unique cultural, art and entertainment destinations.

We reopen in May

~ 443 rooms, including 60 elegant suites ~ A new two-story atrium lobby; an all-new restaurant; Taps on Two; and Taps Lounge ~ Thirteen function rooms including the 23rd-floor Renaissance Ballroom with its panoramic view...perfect for business gatherings or special social events ~ Twenty-fifth floor fitness center with city and lake views ~ Superior catering and meeting services

Our in-room amenities include:

- ~ Your Room is Always Ready check-in service for Priority Club Members
- ~ Coffeemaker with complimentary coffee
- ~ Fully stocked refreshment center ~ Full-size desk and dual-line phones
- ~ Evening turndown service and complimentary morning newspaper
- ~ 24-hour room service ~ Valet service
- ~ Marble bathrooms with bathrobes, hairdryers and cosmetic mirrors
- ~ Valet parking and concierge ~ Express check-out service



Special Grand Opening Offer

May 3 to June 3 \$199

July 1 to July 31 \$179

Includes: Upgrade to Crowne Plaza Club Level with access to Club Lounge, or Suite Upgrade based on availability, Continental Breakfast Daily, Hor D'oeuvres Daily, Honor System Bar, Morning Newspaper.

Special Fam Rate to all agents \$99 throughout 1999, based on availability.

The Allerton Crowne Plaza

701 North Michigan Avenue
Chicago, IL 60611

312-440-1500 ~ Fax 312-440-1819

For Reservations Call: 1 800 227-6963 or 312-440-1500 - GDS Booking Code: IC
www.CrownePlaza.com

Hotel Inter-Continental



INTER-CONTINENTAL
HOTELS AND RESORTS

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Hotel Inter-Continental, New York

Ideally located close to business,
shopping & entertainment.

**Special Rate: \$179 Standard Room,
\$229 Suite Upgrade**

Valid May 21 to June 6

Hotel Inter-Continental, New Orleans

Located close to the French Quarter and
to business.

Special Rate: \$120 \$Savings \$50

Valid:

May 9 to 11

May 23 to June 2

June 9 to June 14

Hotel Inter-Continental, London, May Fair Inter-Continental, London, and Churchill Inter-Continental, London

Special Familiarization Rate \$99

Available now to May 30

Hotel Inter-Continental, Dallas

Special Rate: \$152 Standard

\$182 Club Floor

Including 1,000 miles on preferred
frequent flyer program.

Valid April 1 to July 31

Special Familiarization Rates: \$49

Valid to June 30

Mark Hopkins Inter-Continental, San Francisco

On top of elegant Nob Hill with
fabulous views of the Bay.

Special CCRA Rate: \$199 \$Savings \$30.

Valid May 1 to 31

15% Commission

Inter-Continental, Buenos Aires

Ideally located in the historical sector of city.

Special Rate: \$199

Valid to August 31

Hotel Inter-Continental, Los Angeles

Ideally located close to
business and entertainment.

Special CCRA Rate: \$145

Valid May 24 to June 6

June 26 to July 7

Hotel Inter-Continental, Leipzig

Located close to business and city center
just minutes from the historic marketplace.

Special Rate: DEM 155 Single DEM 175 Double

Valid to August 31

Hotel Inter-Continental, Hamburg

Delightful location overlooking Lake Outer-Aister close to
business and city centre.

Special Rate: DEM 220 Single/Double

Valid to August 31