

For Six Month Period Ending AUG 27 1988  
(Insert date)

Name of Registrant Karen Weiner Escalera  
Assoc., Inc.

Registration No. 3405

Business Address of Registrant 104 Fifth Avenue - 11th fl.  
New York, NY 10011

I-REGISTRANT

1. Has there been a change in the information previously furnished in connection with the following:

(a) If an individual:

- (1) Residence address Yes  No
- (2) Citizenship Yes  No
- (3) Occupation Yes  No

(b) If an organization:

- (1) Name Yes  No
- (2) Ownership or control Yes  No
- (3) Branch offices Yes  No

2. Explain fully all changes, if any, indicated in item 1.

IF THE REGISTRANT IS AN INDIVIDUAL, OMIT RESPONSE TO ITEMS 3, 4, and 5.

3. Have any persons ceased acting as partners, officers, directors or similar officials of the registrant during this 6 month reporting period? Yes  No

If yes, furnish the following information:

Name

Position

Date Connection Ended

RECEIVED  
 DEPT. OF JUSTICE  
 FEDERAL BUREAU OF INVESTIGATION  
 SEP 26 AM 11:57 '88  
 INTERVAL  
 REG. SECTION  
 104 FIFTH AVENUE  
 NEW YORK, NY 10011

4. Have any persons become partners, officers, directors or similar officials during this 6 month reporting period?  
Yes  No

If yes, furnish the following information:

| Name | Residence<br>Address | Citizenship | Position | Date<br>Assumed |
|------|----------------------|-------------|----------|-----------------|
|------|----------------------|-------------|----------|-----------------|

5. Has any person named in Item 4 rendered services directly in furtherance of the interests of any foreign principal?  
Yes  No

If yes, identify each such person and describe his services.

6. Have any employees or individuals other than officials, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting period? Yes  No

If yes, furnish the following information:

| Name | Position or connection | Date terminated |
|------|------------------------|-----------------|
|------|------------------------|-----------------|

7. During this 6 month reporting period, have any persons been hired as employees or in any other capacity by the registrant who rendered services to the registrant directly in furtherance of the interests of any foreign principal in other than a clerical or secretarial, or in a related or similar capacity? Yes  No

If yes, furnish the following information:

| Name                | Residence<br>Address                           | Position or<br>connection | Date connection<br>began |
|---------------------|--|---------------------------|--------------------------|
| Susan Brooke Howell | 1735 York Ave.<br>#33E<br>New York, N.Y. 10128 | Account<br>Coordinator    | July 1988                |

## II—FOREIGN PRINCIPAL

(PAGE 3)

8. Has your connection with any foreign principal ended during this 6 month reporting period? Yes  No

If yes, furnish the following information:

*Name of foreign principal*

*Date of Termination*

- 
9. Have you acquired any new foreign principal<sup>1</sup> during this 6 month reporting period? Yes  No

If yes, furnish following information:

*Name and address of foreign principal*

*Date acquired*

- 
10. In addition to those named in Items 8 and 9, if any, list the foreign principals<sup>1</sup> whom you continued to represent during the 6 month reporting period.

## III—ACTIVITIES

11. During this 6 month reporting period, have you engaged in any activities for or rendered any services to any foreign principal named in Items 8, 9, and 10 of this statement? Yes  No

If yes, identify each such foreign principal and describe in full detail your activities and services:

(Registrant rendered public relations services as described in Exhibit A which is attached hereto and by this reference made a part of this supplemental statement.)

---

<sup>1</sup>The term "foreign principal" includes, in addition to those defined in section 1(b) of the Act, an individual or organization any of whose activities are directly or indirectly supervised, directed, controlled, financed, or subsidized in whole or in major part by a foreign government, foreign political party, foreign organization or foreign individual. (See Rule 100(a)(9).)

A registrant who represents more than one foreign principal is required to list in the statements he files under the Act only those foreign principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity<sup>2</sup> as defined below?  
 Yes  No

If yes, identify each such foreign principal and describe in full detail all such political activity, indicating, among other things, the relations, interests and policies sought to be influenced and the means employed to achieve this purpose. If the registrant arranged, sponsored or delivered speeches, lectures or radio and TV broadcasts, give details as to dates, places of delivery, names of speakers and subject matter.

- 
13. In addition to the above described activities, if any, have you engaged in activity on your own behalf which benefits any or all of your foreign principals? Yes  No

If yes, describe fully.

<sup>2</sup>The term "political activities" means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

IV—FINANCIAL INFORMATION

14. (a) RECEIPTS—MONIES

During this 6 month reporting period, have you received from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal, any contributions, income or money either as compensation or otherwise? Yes  No

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies.<sup>3</sup>

| <i>Date</i> | <i>From Whom</i> | <i>Purpose</i> | <i>Amount</i> |
|-------------|------------------|----------------|---------------|
|-------------|------------------|----------------|---------------|

(The information herein is set forth fully in Exhibit B which is attached hereto and by this reference made a part of this supplemental statement.)

\_\_\_\_\_  
Total

(b) RECEIPTS—THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value<sup>4</sup> other than money from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal? Yes  No

If yes, furnish the following information:

| <i>Name of<br/>foreign principal</i> | <i>Date<br/>received</i> | <i>Description of<br/>thing of value</i> | <i>Purpose</i> |
|--------------------------------------|--------------------------|--|----------------|
|--------------------------------------|--------------------------|--|----------------|

<sup>3</sup>A registrant is required to file an Exhibit D if he collects or receives contributions, loans, money, or other things of value for a foreign principal, as part of a fund raising campaign. See Rule 201(c)  
<sup>4</sup>Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

15. (a) **DISBURSEMENTS—MONIES**

During this 6 month reporting period, have you

(1) disbursed or expended monies in connection with activity on behalf of any foreign principal named in Items 8, 9 and 10 of this statement?      Yes       No

(2) transmitted monies to any such foreign principal?      Yes       No

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies, including monies transmitted, if any, to each foreign principal.

| <i>Date</i> | <i>To Whom</i> | <i>Purpose</i> | <i>Amount</i> |
|-------------|----------------|----------------|---------------|
|-------------|----------------|----------------|---------------|

(The information requested herein is set forth fully in Exhibit B.)

15. (b) DISBURSEMENTS—THINGS OF VALUE

During this 6 month reporting period, have you disposed of anything of value<sup>5</sup> other than money in furtherance of or in connection with activities on behalf of any foreign principal named in items 8, 9 and 10 of this statement?

Yes  No

If yes, furnish the following information:

| <i>Date disposed</i> | <i>Name of person to whom given</i> | <i>On behalf of what foreign principal</i> | <i>Description of thing of value</i> | <i>Purpose</i> |
|----------------------|-------------------------------------|--|--------------------------------------|----------------|
|----------------------|-------------------------------------|--|--------------------------------------|----------------|

(c) DISBURSEMENTS—POLITICAL CONTRIBUTIONS

During this 6 month reporting period, have you from your own funds and on your own behalf either directly or through any other person, made any contributions of money or other things of value<sup>5</sup> in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office?

Yes  No

If yes, furnish the following information:

| <i>Date</i> | <i>Amount or thing of value</i> | <i>Name of political organization</i> | <i>Name of candidate</i> |
|-------------|---------------------------------|---------------------------------------|--------------------------|
|-------------|---------------------------------|---------------------------------------|--------------------------|

V—POLITICAL PROPAGANDA

(Section 1(j) of the Act defines "political propaganda" as including any oral, visual, graphic, written, pictorial, or other communication or expression by any person (1) which is reasonably adapted to, or which the person disseminating the same believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, or in any other way influence a recipient or any section of the public within the United States with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party or with reference to the foreign policies of the United States or promote in the United States racial, religious, or social dissensions, or (2) which advocates, advises, instigates, or promotes any racial, social, political, or religious disorder, civil riot, or other conflict involving the use of force or violence in any other American republic or the overthrow of any government or political subdivision of any other American republic by any means involving the use of force or violence.)

16. During this 6 month reporting period, did you prepare, disseminate or cause to be disseminated any political propaganda as defined above? Yes  No

IF YES, RESPOND TO THE REMAINING ITEMS IN THIS SECTION V.

17. Identify each such foreign principal.

<sup>5</sup>Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

18. During this 6 month reporting period, has any foreign principal established a budget or allocated a specified sum of money to finance your activities in preparing or disseminating political propaganda? Yes  No

If yes, identify each such foreign principal, specify amount, and indicate for what period of time.

19. During this 6 month reporting period, did your activities in preparing, disseminating or causing the dissemination of political propaganda include the use of any of the following:

- Radio or TV broadcasts
- Magazine or newspaper articles
- Motion picture films
- Letters or telegrams
- Advertising campaigns
- Press releases
- Pamphlets or other publications
- Lectures or speeches
- Other (specify) \_\_\_\_\_

20. During this 6 month reporting period, did you disseminate or cause to be disseminated political propaganda among any of the following groups:

- Public Officials
- Newspapers
- Libraries
- Legislators
- Editors
- Educational institutions
- Government agencies
- Civic groups or associations
- Nationality groups
- Other (specify) \_\_\_\_\_

21. What language was used in this political propaganda:

- English
- Other (specify) \_\_\_\_\_

22. Did you file with the Registration Section, U.S. Department of Justice, two copies of each item of political propaganda material disseminated or caused to be disseminated during this 6 month reporting period? Yes  No

23. Did you label each item of such political propaganda material with the statement required by Section 4(b) of the Act? Yes  No

24. Did you file with the Registration Section, U.S. Department of Justice, a Dissemination Report for each item of such political propaganda material as required by Rule 401 under the Act? Yes  No

**VI—EXHIBITS AND ATTACHMENTS**

**25. EXHIBITS A AND B**

(a) Have you filed for each of the newly acquired foreign principals in Item 9 the following:

- Exhibit A<sup>6</sup> Yes  No
- Exhibit B<sup>7</sup> Yes  No

If no, please attach the required exhibit.

(b) Have there been any changes in the Exhibits A and B previously filed for any foreign principal whom you represented during this six month period? Yes  No

If yes, have you filed an amendment to these exhibits? Yes  No

If no, please attach the required amendment.

<sup>6</sup>The Exhibit A, which is filed on Form CRM-157 (Formerly OBD-67) sets forth the information required to be disclosed concerning each foreign principal.  
<sup>7</sup>The Exhibit B, which is filed on Form CRM-155 (Formerly OBD-65) sets forth the information concerning the agreement or understanding between the grantor and the foreign principal.

26. EXHIBIT C

If you have previously filed an Exhibit C<sup>8</sup>, state whether any changes therein have occurred during this 6 month reporting period. Yes  No

If yes, have you filed an amendment to the Exhibit C? Yes  No

If no, please attach the required amendment.

27. SHORT FORM REGISTRATION STATEMENT

Have short form registration statements been filed by all of the persons named in Items 5 and 7 of the supplemental statement? Yes  No

If no, list names of persons who have not filed the required statement.

The undersigned swear(s) or affirm(s) that he has (they have) read the information set forth in this registration statement and the attached exhibits and that he is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his (their) knowledge and belief, except that the undersigned make(s) no representation as to the truth or accuracy of the information contained in attached Short Form Registration Statement, if any, insofar as such information is not within his (their) personal knowledge.

(Type or print name under each signature)

(Both copies of this statement shall be signed and sworn to before a notary public or other person authorized to administer oaths by the agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions who are in the United States, if the registrant is an organization.)

*Marilyn Marx*

Marilyn Marx

*Karen Weiner Escalera*

Karen Weiner Escalera

Subscribed and sworn to before me at New York, New York

this 23<sup>rd</sup> day of September, 19 88

CARLOS J. BIANCHI  
Notary Public, State of New York  
No. 31-4846561  
Qualified in New York County  
Commission Expires March 30, 1987  
*February 28, 1990*

*Carlos J. Bianchi*

Signature of notary or other officer

<sup>8</sup>The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, constitution, and bylaws of a registrant that is an organization. (A waiver of the requirement to file an Exhibit C may be obtained for good cause upon written application to the Assistant Attorney General, Criminal Division, Internal Security Section, U. S. Department of Justice, Washington, D.C. 20530.)

UNITED STATES DEPARTMENT OF JUSTICE  
REGISTRATION UNIT  
CRIMINAL DIVISION  
WASHINGTON, D.C. 20530

NOTICE

Please answer the following questions and return this sheet in triplicate with your supplemental statement:

1. Is your answer to Item 16 of Section V (Political Propaganda - page 7 of Form OBD-64 - Supplemental Statement):

Yes \_\_\_\_\_ or No XXX

(If your answer to question 1 is "yes" do not answer question 2 of this form.)

2. Do you disseminate any material in connection with your registration:

Yes \_\_\_\_\_ or No XXX

(If your answer to question 2 is "yes" please forward for our review copies of all such material including: films, film catalogs, posters, brochures, press releases, etc. which you have disseminated during the past six months.)

Marilyn Marx  
Signature

\_\_\_\_\_  
Date

Marilyn Marx

Please type or print name of signatory on the line above

Vice President  
Title

88 SEP 26 AM 11:57

RECEIVED  
DEPT. OF JUSTICE  
CRIMINAL DIVISION

EXHIBIT A

88 SEP 26 AM 1:57

RECEIVED  
DEPT. OF JUSTICE  
COMMUNICATIONS SECTION

SEP 26 1988  
1:57 PM

PUBLIC RELATIONS ACTIVITIES FOR 5TH ANNIVERSARY CAMPAIGN -  
GRENADA FIVE YEARS AFTER U.S./EASTERN CARIBBEAN INTERVENTION

August, 1988

The campaign will involve the following:

. Research, conduct interviews in Grenada and write a special press kit on five years of growth marked by the 5th anniversary of the intervention. We will use one of our top news writers to do these releases, and either Marilyn or Karen will accompany the writer and guide him or her in gathering and fashioning the material. We assume this will take five days of information gathering, two days of travel, and another three to five days for writing (allowing time for rewrites).

. Handle requests from print and television news media about Grenada five years later.

. Produce and distribute a video news release on Grenada to leading local stations across the U.S.

. Give a briefing to selected travel industry leaders (CTA, BWIA, etc.) and the Grenada diplomatic corps in the U.S. on our program, present the kit and explain the coordination of all information inquiries.

EXHIBIT B

RECEIVED  
DEPT. OF JUSTICE  
COMM. ON ASST. ATTORNEY GENERAL

88 SEP 26 AM 1:58

INTERNAL SECURITY  
REGISTERED

EXHIBIT B

Invoices billed from March, 1988 through September 27, 1988:

| <u>INVOICE DATE</u> | <u>INVOICE (#)</u>                     | <u>AMOUNT</u> |
|---------------------|--|---------------|
| 03/15/88            | February Fee and Expenses (3-20-FE)    | \$ 8,503.31   |
| 03/01/88            | March Fee (3-20-F)                     | \$ 7,120.00   |
| 04/01/88            | April Fee (4-20-F)                     | \$ 7,120.00   |
| 04/15/88            | March Expenses (4-20-E)                | \$ 2,383.01   |
| 05/01/88            | May Fee (5-20-F)                       | \$ 7,120.00   |
| 05/02/88            | April Expenses (5-20-E)                | \$ 1,148.83   |
| 06/01/88            | June Fee (6-20-F)                      | \$ 7,120.00   |
| 06/06/88            | May Expenses (6-20-E)                  | \$ 1,069.83   |
| 07/01/88            | July Fee (7-20-F)                      | \$ 7,120.00   |
| 07/08/88            | June Expenses (7-20-E)                 | \$ 1,123.28   |
| 08/01/88            | August Fee (8-20-F)                    | \$ 7,120.00   |
| 08/08/88            | July Expenses (8-20-E)                 | \$ 1,075.31   |
| 08/05/88            | Fifth Anniversary Special Project Inv. | \$16,667.00   |

EXHIBIT B

Invoices paid from March, 1988 through September 27, 1988:

| <u>INV. DATE</u> | <u>DATE PAID</u> | <u>INVOICE (#)</u>              | <u>AMOUNT PAID</u> |
|------------------|------------------|---------------------------------|--------------------|
|                  | 3/88-6/88        | 1987 Total Balances             | \$ 7,530.34        |
| 02/15/88         | 05/27/88         | Jan. Fee and Expenses           | \$ 7,469.41        |
| 03/15/88         | 06/16/88         | Feb. Fee and Expenses (3-20-FE) | \$ 8,503.31        |
| 03/01/88         | 06/16/88         | March Fee (3-20-F)              | \$ 7,120.00        |
| 04/01/88         | 06/16/88         | April Fee (4-20-F)              | \$ 7,120.00        |
| 04/15/88         | 06/16/88         | March Expenses (4-20-E)         | \$ 2,383.01        |
| 05/01/88         | 06/16/88         | May Fee (5-20-F)                | \$ 7,120.00        |
| 05/02/88         | 06/16/88         | April Expenses (5-20-E)         | \$ 1,148.83        |
| 08/05/88         | 08/10/88         | Fifth Anniversary Project Inv.  | \$17,000.00        |

Total Amount Paid Between March, 1988 and September 27, 1988

\$ 65,394.90

# KWE

Karen Weiner Escalera  
Associates, Inc.

104 Fifth Avenue—11th Floor  
New York, N.Y. 10011

(212) 255-7403  
Telex: 226000 ETLXUR  
Telecopier: (212) 255-7333

## GRENADA DEPARTMENT OF TOURISM

MONTHLY REPORT - MARCH 1988

### Releases

"New Brochure Available on Grenada" distributed to U.S. and Canadian travel trades and selected Caribbean publications.

"Grenada's Hottest Events Occur Mid-Summer: Sail Along and Jump Up on the Isle of Spice" distributed to U.S. and Canadian travel trades and selected Caribbean and consumer publications.

"Grenada: The Isle of Spice Anticipates a Great '88" distributed to U.S. and Canadian travel trades, nationwide newspapers with a circulation of 100,000+ and selected Caribbean and consumer publications and writers.

### Projects

Continued issuing press trip invitations for May and June press trips. Re-initiated contact with BWIA for air passes for trips since Jerry Marcus and Tom Hill, who approved the passes, have both left the airline.

Arranged trade interviews for Min. Pauline Andrew during her visit to Chicago for ITIX. Coordinated interviews with Dan Dignam of TOUR & TRAVEL NEWS, Geri Bain of TRAVEL AGENT and Karen Goodwin, TRAVELAGE MID-AMERICA. Notified Margaret Evans so that she could finalize meeting places.

Forwarded color slides and black and white photos to Shelly Bance at TRAVELAGE EAST for use in their soon to be released MARKETING GUIDE.

Coordinated with Arnold Hopkin at Blue Horizons and Ann Marie Marecheau on arrangements for winning couple and chaperone from the DATING GAME. Reiterated daily activities to be sponsored by the Grenada Department of Tourism and liaised with Michael Grazulis and LeeAnn Platner at the DATING GAME.

Information on off-season rates forwarded to Karen Jordan at the DALLAS MORNING NEWS for their March Caribbean section.

Met with a representative of GOOD MORNING AMERICA and discussed possibility of a remote broadcast on the fifth anniversary of the American intervention.

Coordinated with Lin Nelson on visit of Javier Andia and his wife to Grenada. (They are friends of Karen Weiner Escalera.)

Contacted Ann Marie Marecheau for latest developments in watersports offerings at HMC Diving Center. Forwarded information to Ian Keown for an article.

Provided further information and rates to Buddy Mays, who participated on a press trip 1-1/2 years ago, for a story which will appear shortly in the DALLAS TIMES-HERALD.

Pitched story ideas to Kevin McKean of MONEY MAGAZINE.

Liaised with Geri Trotta of GOURMET on her return from the island. Requested several of La Belle Creole's recipes from Ann Marie Marecheau. Geri visited last month on a visit we arranged and requested these recipes for inclusion in her feature. Marilyn Marx viewed slides which photographer Mathias Oppersdorff took to accompany the story.

Background information was forwarded to Dan Dignam at TOUR AND TRAVEL NEWS.

Forwarded color transparencies and summer season information to Cecile Graffin at the French West Indies Tourist Board for inclusion in a CTA presentation in New York.

Sent a copy of port authority development plans to Terry Brennan at CRUISE INDUSTRY NEWS.

Information on BWIA's flights from New York to Grenada was forwarded to Joel Fishman at TRAVEL TODAY.

Contacted Geri Bain, the new Caribbean editor at TRAVEL AGENT, and sent her updated press materials. Invited her to join one of our spring press trips. Provided her with outstanding tourism figures for January and February.

Off-season rates and information was forwarded to Gail Rickey for possible inclusion in a TRAVELAGE supplement she is working on and an article in VACATIONS magazine.

Contacted John Tovey of MILLER HOWE country house hotel in England and travel writer in the U.K. and invited him to visit the island.

Forwarded recent releases and background information to Alex Gant for use in SOUTHERN BRIDE.

Brenda Fine, a prominent New York-based freelancer, was forwarded press materials.

Grenada Department of Tourism  
March 1988 - 3

Michael EauClaire, editor of PARADISE FOUND, a new newsletter, was sent information on hotels on the island for editorial consideration.

Provided Chris Wright at the NORTH AMERICAN TRAVEL PLANNER HOTEL AND MOTEL REDBOOK with updated calendar of events and fact-checked Grenada entry for next edition.

Rachel Christmas, who participated on one of our press trips 1-1/2 years ago, advised us that Grenada will be included in her story on "Island Hideaways" in the August edition of MODERN BRIDE.

Fact-checked information on Grenada to appear in AMERICAN AUTOMOBILE ASSOCIATION's tourbook with Susan Hodges, Associate Editor of Editorial Operations. Added them to our mailing list for releases.

Forwarded information on summer events to Anita Finkelstein at CARIBBEAN TRAVEL AND LIFE for their Calendar of Events. Also forwarded information on events to Frances Shemanski, a New York-based freelancer who regularly prepares travel calendars for major newspapers.

Invited Cheryl Alters Jamison of MILAGRO ASSOCIATES in Santa Fe, New Mexico to visit the island. She is writing several books for Harvard Common Press, including BEST PLACES TO STAY IN THE CARIBBEAN and BEST BEACH GETAWAYS IN THE CARIBBEAN.

Color transparencies were sent to Mary Kane at TRAVEL WEEKLY to accompany an upcoming article.

Provided information on watersports offering at HMC Diving Centre to Brenda Goldberg at BIRNBAUM'S GUIDE BOOK for 1989 edition.

Met with Jill Rigby, travel editor of the TORONTO SUN, and pitched story ideas.

Information on Grenada as a honeymoon destination was sent to Susan Spedalle for a story she is writing which will appear in NEWSDAY.

Color transparencies forwarded to Charlane Herring at SOUTHERN BRIDE for story consideration. Invited her on next press trip.

Provided information from Eleanore Dathorne on Maffiken Apartments to FAMILY TRAVEL TIMES.

Tried to arrange visit for Claire Devener, however, unable to do so on such short notice. She is updating the Grenada Chapter in FISHER'S GUIDE TO THE CARIBBEAN. Contacted Grenada again for April visit.

Background information was forwarded to Judy Wade, a California-based freelancer, who visited the island last year on a cruise ship.

-more-

Grenada Department of Tourism  
March 1988 - 4

At the request of Gillian Thompson, forwarded press information to David Gideon at CPF PUBLICATIONS for GRENADA GUIDE FOR TOURISTS he is developing.

Spoke with Shirley Paradise of WORLDWIDE TRAVEL PLANNER and provided her with information on upcoming events in Grenada. Forwarded an updated Calendar of Events.

Color transparencies were sent to Rudy Gudas at TOURS AND RESORTS for consideration to accompany Laurie Senz's "Six Island Round-up."

Provided hotel information to Richard Lee, a prominent New York-based freelancer for a story he is currently writing.

Contacted Brock Stewart, p.r. for Air Canada and asked if he would cooperate with us on press trips. However, because they do not fly to the island, they cannot provide passes.

Wrote Alpha King, BWIA/Canada, requesting a couple of passes for May press trip.

Met with Gillian Thompson while she was in New York.

Marilyn Marx and Maura Hametz attended Caribbean Tourism Association/New York chapter meeting.

John Kolstad of TRAVELHOST, a participant in our October 1986 press trip, advised us that he doesn't know when his story on Grenada will run, but he has submitted it.

# # #



Karen Weiner Escalera  
Associates, Inc.

104 Fifth Avenue—11th Floor  
New York, N.Y. 10011

(212) 255-7403  
Telex: 226000 ETLXUR  
Telecopier: (212) 255-7333

## GRENADA DEPARTMENT OF TOURISM

MONTHLY REPORT - APRIL 1988

### Releases

"Martins Vacations Features Summer Packages to Grenada" distributed to U.S. travel trades.

"Grenada Tourism Surges: 1988's First Quarter Registers 22.7% Increase" distributed to U.S. and Canadian travel trades and selected Caribbean publications and freelance writers.

### Projects

Continued coordination of May press trip. Finalized list of participating press. Arranged for air passes from three BWIA gateways (New York, Miami and Toronto) for May trip. Coordinated with Ann Marie Marecheau on suggested itinerary and other details. Distributed tickets and press information to participants including: Geri Bain (TRAVEL AGENT magazine), Tim O'Keefe (freelance), Ariane Csonka (PALM BEACH SOCIAL PICTORIAL), Charlanne Herring (SOUTHERN BRIDE), Lloyd Simmonds (CARIB NEWS), Manny Soshensky (TRAVELAGE EAST) and Steve Veale (freelance). Coordinated with Ann Marie Marecheau on LIAT ticket for Steve Veale, who will be coming via Barbados.

Continued issuing invitations for June press trip. Coordinated with BWIA on flight arrangements for Jill Rigby, who although she is a Canadian and travel editor of the TORONTO SUN, will be departing and returning from New York. Liaised with Ann Marie Marecheau regarding arrangements for the trip.

Arranged for Dan Dignam of TOUR AND TRAVEL NEWS to interview Min. Andrew on new developments in Grenada while she was in Chicago for ITIX.

Color transparencies of carnival in Grenada were forwarded to Sharon Jaffe at CARIBBEAN TRAVEL AND LIFE for consideration to accompany special Caribbean calendar of events.

Met with Steve Noveck of TRAVELAGE CARIBBEAN and pitched several story ideas. Invited him to participate in May press trip. (He subsequently assigned Manny Soshensky for the publication.)

-more-

Advised Ann Marie Marecheau on visit of David Meyer, Producer, INTERNATIONAL CINEMA, who wrote Grenada Tourist Department saying he was working on a project for the Public Broadcasting System and would be taping in Grenada with Paul Keans-Douglas. He required assistance. Since he was already on island suggested she contact Richard or Andre Cherman who are related to Keans-Douglas to trace and determine legitimacy of project. Advised that if indeed the project is for PBS, it would be worth GTD involvement.

A selection of black and white photos and press information were sent to Nancy Jacobsen at TRAVELAGE MIDAMERICA. Arranged for her to interview Mrs. Andrew while she was in Chicago.

Also set up interview for Mrs. Andrew with Geri Bain, Caribbean Editor of TRAVEL AGENT magazine during ITIX.

Invited Andree Conrad of SOUTHERN BOATING to participate in our June press trip. Pitched story ideas.

Contacted Maggie Zellers, a prolific freelance writer, and offered to assist her as needed if she is in Grenada at the Caribbean Small Hotels Conference in May.

John Tovey, a British writer and Chef who we contacted, advised that he would be interested in doing a story on Grenada, and would like to visit later in the year.

Requested rescheduling of visit for Claire Devener. Claire, who is updating the FISHER'S GUIDE BOOK chapter on Grenada, finished earlier than expected on another island and requested that she be accommodated earlier in Grenada.

Contacted BWIA requesting a press pass for Richard Kahn, an eminent travel writer, and former editor of TRAVEL AGENT magazine, who will be speaking at the Caribbean Small Hotels Conference which will be in Grenada in May. Contacted GTD to arrange his accommodations. Suggested to Rich that he join our press group for dinner on the night his visit overlaps with the press trip.

Provided David Gideon of CPS PUBLICATIONS with further information for inclusion in the "Welcome Tourist Guide" he is producing for Grenada.

Forwarded information on diving and watersports to Tim O'Keefe who will participate in our press trip. Tim is an avid diver who regularly contributes to SCUBAPRO, POWER AND MOTOR YACHT, SCUBA TIMES and others.

Updated information on cuisine and new restaurants furnished to Mary Kane at TRAVEL WEEKLY for a feature she is working on.

Coordinated with Jeanne Westphal of JEANNE WESTPHAL ASSOC. on island tour and picnic for Sea Cloud Cruise press group which they are sponsoring. Subsequently, the cruise was cancelled.

Updated Fact Sheet on Grenada which is included in all press kits distributed to media.

Forwarded color transparencies to Edna Fortescue at FT CARIBBEAN for use in the in-flight publications which they publish and to be included in the GRENADA VISITORS GUIDE which will be published in September 1988.

Sent information on family travel in Grenada to Jenny Callicott Webster, Editor-in-Chief of VIA Publishing for inclusion in a guide book they are producing on worldwide vacations with children.

Provided GOURMET's Geri Trotta with further information on waterfalls in Grenada for the feature she is working on as a result of her recent visit.

Background information was sent to Renee Henson for "Going Places" a program on BLACK ENTERTAINMENT TV. They will be visiting the island on a cruise ship.

Pitched Gregg Stott, a prominent Canadian freelance writer/photographer on story ideas and invited him to visit the island. He would like to go.

Provided information on the island to a Columbia University student who was writing a paper on Grenada.

Mary Kaye Stray of RELAX magazine was forwarded information about the island for editorial consideration.

Referred Zach Taylor of SPORTS AFIELD to Dodd Gormon for in-depth information on fishing charters available on the island.

Updated Jay Clarke of the MIAMI HERALD on new developments on the island and advised him of toll free phone number for use as a short.

Photographs and information sent to Debra Haven at PM MAGAZINE for use in a Travel Seminar for their executives. Participating executives will view materials and learn how to better plan travel shows and segments.

Forwarded background information to Kate Geldart at CARIBBEAN TREASURES for editorial consideration.

Coordinated with Ann Marie Marecheau on arrangements for daily activities for DATING GAME winners. Suggested excursion for each of four days.

Made corrections and suggestions for Grenada chapter of the next edition of FISHERS GUIDE BOOK which Claire Devener is rewriting.

Robert Alexander of the DAYTONA BEACH NEW JOURNAL advised that he will be running a story on Grenada shortly.

Referred Shari Chertok, a film producer who is doing a children's film on spices, to Dale Remington for footage on Grenada's spice industry.

Contacted Gena Reisner, a New York based freelance writer, and invited her on May press trip. She is eager to visit and do a story but is unavailable at that time. She is interested in an individual visit later in the year.

Dari Giles of ESSENCE magazine, who recently participated in a press trip, advised that her story will appear in their September issue.

Provided information on customs regulations and background to Bart O'Brien at THEY SHOOT FILMS. He is considering Grenada for a location shoot for a commercial.

At the request of Margaret Evans, contacted Gunther Less of GLL TV ENTERPRISES, and producer of "Journey to Adventure" tv program. Advised that the project has been put on hold and that Margaret Evans would discuss it with tourism while on the island.

Provided Gillian Thompson with information regarding Conrad International hotels. Met with Gillian while she was in New York.

# # #



Karen Weiner Escalera  
Associates, Inc.

104 Fifth Avenue—11th Floor  
New York, N.Y. 10011

(212) 255-7403  
Telex: 226000 ETLXUR  
Telecopier: (212) 255-7333

## GRENADA DEPARTMENT OF TOURISM

MONTHLY REPORT - MAY 1988

### Projects

Marilyn Marx hosted May press trip to the island. Participating writers included: Geri Bain (TRAVEL AGENT magazine), Tim O'Keefe (freelance), Ariane Csonka (PALM BEACH SOCIAL PICTORIAL), Charlanne Herring (SOUTHERN BRIDE), Lloyd Simmonds (CARIB NEWS), Manny Soshensky (TRAVELAGE EAST) and Steve Veale (freelance). Coordinated special activities for writers including dive expeditions for Tim O'Keefe, and special interviews for Manny Soshensky, Lloyd Simmonds and Geri Bain. Provided list of participants to Rita Glassman, p.r. for Ramada Renaissance, as per her request. Much time spent working out ticket for Steve Veale - were problems with his flights both coming and going.

While on the island, Marilyn Marx pursued several contacts for information and fact-checking for American media.

- . Fact-checked copy on Grenada to appear in Kay Showker's new outdoors book and consulted island contacts to clarify specific points. Kay is a prolific, New York-based freelancer and a close friend of the agency.
- . Researched information to be included in upcoming story in GOURMET by Geri Trotta, who recently visited the island.
- . Collected menus from island restaurants for Eleanor Berman for a story she is writing to appear in DIVERSION.
- . Phoned island restaurants to determine which credit cards are accepted, for inclusion in FODOR'S GUIDE TO THE CARIBBEAN's Grenada chapter which Claire Devener is updating.
- . Wrote Grenada Hotel Association requesting spice recipes for inclusion in Barbara Gibbon's Caribbean Cookbook.

Continued coordination of June press trip. Consulted Ann Marie Marecheau on itinerary. Completed arrangements with BWIA for tickets from Miami and New York gateways. Sent confirmation letters to participants including: David and Zora Aiken (SOUTHERN BOATING and GULFSHORE LIFE); Laura Kelly (SOUTH FLORIDA MAGAZINE); BERNICE CARTON (RELAX magazine); Susan Spedalle (freelance for JOURNAL NEWSPAPERS); Jessica Harris (freelance); and Jill Rigby, TORONTO SUN. Richard Alleman, travel editor of VOGUE, was to participate but, because he's only recently taken up that position and also has a book coming out soon, he's unable to attend. He definitely wants to go on a fall trip.

(more)

Pitched Grenada as a feature destination to Bob Kirst, a freelancer who is currently working on a coffee table book on the islands. He has a travel/photography column in TRAVEL & LEISURE.

Tourism statistics and updated information provided to Dan Dignam at TOUR AND TRAVEL NEWS for his story resulting from an interview with Mrs. Andrew at ITIX in Chicago, which we arranged. Also provided color transparencies to accompany story.

Followed up with Candi Gianelli at FODOR'S and provided additional information for update of the Grenada chapter in their GUIDE TO THE CARIBBEAN.

Met with Hollis Robbins who is a writer-at-large for the NEW YORKER and pitched story ideas.

Provided Barbara Mitchell Raskin at CTA with letterhead logo for use in their ALL-CARIBBEAN MEETINGS & INCENTIVE GUIDE which is due to come out in the fall.

Forwarded background information to Peter Bloxsom, an Australian writer who is writing the Caribbean edition of the Melbourne-based LONELY PLANET GUIDEBOOK.

Sent background information and subsequently provided specifics to Josh David at BRIDE'S magazine (for a honeymoon feature he is working on).

At request of Margaret Evans, sent press materials to Arlene Wilson at BLADE AMERICAN NEWSPAPERS in New York City.

Information on honeymoons sent to Diane Hodges, the new senior editor at BRIDAL GUIDE, for consideration.

Met with prominent and prolific British freelance writer Carol Wright and discussed Grenada. She would like to visit next fall. Carol writes for the British version of HOME AND GARDEN, STYLE and INSIGNIA, which is distributed to Rolls Royce owners.

Sent information on Carriacou to Kay Showker for inclusion in the book she is currently writing.

Met with Ann Murphy and discussed possibility of promotional tie-ins with Prentice Hall Books. They publish a wide variety of books including GAULT-MILLAU, FROMMER and AMERICAN EXPRESS travel guides.

Provided information on Mama's restaurant to Earl at EARLY TRAVEL in Brooklyn. The Grenada Tourist Department in New York had suggested he contact us.

Walter Greene, editor of EASY MAGAZINE, a new publication which will premier in September 1988, was sent background information and color slides for feature consideration.

(more)

Spoke with Geri Johnson of TRAVEL 1ST CLASS, who had contacted Ann Marie Marecheau regarding possibility of taping a show for Georgia Public Television on the island. Followed up and requested further information.

Met with Geri Trotta and fact-checked story she is writing for GOURMET.

Reordered second sheets of paper for press releases.

Forwarded recipes to Tim O'Keefe who was a participant on the press trip.

Provided information on "Meet the People" program to Joanne Bailey of TRAVEL LIFE for July/August issue.

Met with Ed Sullivan of TRAVELAGE EAST and pitched story ideas. Also, discussed their need for a correspondent on the island. While in Grenada, Marilyn Marx spoke with Ann Marie Marecheau regarding this, and she agreed to be correspondent for the publication.

Established contact with PARADISE FOUND, a new newsletter and added them to our press mailing list.

Spoke with Gena Reisner, a New York-based freelancer, about visit to Grenada with a photographer. Advised them if they approached BWIA for air, we would contact Grenada regarding accommodations and meals.

Forwarded updated information to Karen Jordan at the DALLAS MORNING NEWS for consideration for their summer Caribbean section.

Followed up with Ron Pinkston of TRAVEL AND SPORTS DIVERS GUIDE. He was interested in visiting the island for Grenada section of guide. This publication was formerly DIVER'S GUIDE with whom we've worked before. Discussed possibility of a visit for next year's edition.

Sent press information to Don Bobb at WLIB, a Caribbean radio station in the New York metropolitan area for consideration for a feature on Grenada.

Fact-checked and made corrections in the Grenada listing of the North American edition of the Official Airlines Guide TRAVEL PLANNER HOTEL & MOTEL REDBOOK.

Hotel information was provided to Alexandra Halsey, editor of ISLANDS magazine for inclusion in the June/July issue.

Spoke with Earl Smith of CTA NEWS in Toronto, Canada. Added him to press release mailing list.

(more)

Coordinated with Renee Hins on visit of team from BLACK ENTERTAINMENT Television regarding photographic locations and other arrangements for their June 1st visit. They will be in Grenada briefly while on the Carla C. Much time spent on phone giving her story ideas, arranging logistics, etc. Coordinated with Ann Marie Marecheau.

# # #



Karen Weiner Escalera  
Associates, Inc.

104 Fifth Avenue—11th Floor  
New York, N.Y. 10011

(212) 255-7403  
Telex: 226000 ETLXUR  
Telecopier: (212) 255-7333

## GRENADA DEPARTMENT OF TOURISM

MONTHLY REPORT - JUNE 1988

### Release

"Virgo Watersports Takes The Plunge: Dives Into Grenada With Wide Variety of Offerings" distributed to U.S. and Canadian travel trade publications, selected freelancers and watersports publications.

### Projects

Participating writers in June 3-9 press trip included: David and Zora Aiken (SOUTHERN BOATING and GULFSHORE LIFE); BERNICE CARTON (RELAX magazine); Susan Spedalle (freelance for JOURNAL NEWSPAPERS); Jessica Harris (freelance); and Jill Rigby (TORONTO SUN). Laura Kelly (SOUTH FLORIDA magazine) was scheduled to participate but had to cancel at the last minute due to illness. Arranged special interviews for members of the press with Champie Evans (Spice Island Marine Services), Alan Hooker (Go Vacations), Edyth Leonard (People to People Program), Richard Huber (OAS), Jim Concannon and Masden Cumberbatch (H.M.C. Diving Centre) and Dodd Gorman (Grenada Yacht Services).

While on the island, Marilyn Marx made several other contacts:

- . Made site visits to Gem, Seaside and Fairdale Apartments which are all available for rental to tourists.
- . Met with Sir Willie Redhead and Jim Concannon regarding.
- . Followed up with hoteliers and restaurateurs for recipes requested by Geri Trotta (GOURMET) and Barbara Gibbon (Spice Cookbook).
- . Attended Grenada Hotel Association meeting and Government House reception in honor of the Queen's Birthday.
- . Followed up leads for further information and slides for writers and "The All New Dating Game" t.v. show.

Wrote BWIA regarding co-sponsoring of two fall press trips.

Provided further information to Dari Giles of ESSENCE magazine and then fact-checked her story. She visited the island on our September press trip.

Met with Fred Ferretti, who writes for COPLEY NEWS SERVICE as well as FOOD AND WINE and GOURMET magazines and invited him to visit the island on one of our fall press trips.

(more)

Updates were sent to Steve Noveck at TRAVELAGE CARIBBEAN for inclusion in the upcoming issue.

Marilyn Marx attended the Christening gala of Norwegian Cruise Lines' "Seaward."

Contacted Ellen Goldenshon, Editorial Director at NATURAL HISTORY Magazine and offered slides and information for inclusion in their fall Caribbean editorial.

Fact-checked Ron Butler's story with Diane Chun of the GAINESVILLE SUN. She is planning to run the feature shortly. Ron visited a few years ago.

Forwarded updated information and photos to Georgina Cruz, a Florida-based freelancer for consideration. Had arranged a tour for her when she visited on a cruise ship last year.

Information on diving and watersports in Grenada was sent to Shane Mitchell, a New-York based freelancer for an article she is writing for YACHTING magazine.

Provided Eleanor Berman with additional information for a cuisine story she is writing to appear in DIVERSION.

Contacted Ann Marie Marecheau for winter rates for several hotels, and forwarded information to Joshua David of BRIDE'S for a honeymoon story.

Manny Soshensky was provided with updated rate information and tourism projections for inclusion in a story he is writing for the TRAVELAGE publications.

Information on birds which inhabit Grenada was sent to Sheila Buff who is compiling information on birding destinations for Simon & Schuster's A BIRD LOVER'S CATALOGUE.

Forwarded information to Lester Renard at Consolidated Enterprises for inclusion in a new publication on vacationing in the Caribbean and the Bahamas.

Fact-checked copy about Grenada which will appear in the CTA brochure.

Arranged an interview for Denise Jarrett of TRAVEL LIFE, a Tennessee-based agents' publication, with Edyth Leonard regarding the "People to People" program. She picked up the idea from our release.

Updated information on Grenada appearing in the Caribbean Travel Directory GOLD BOOK.

Forwarded press information to Jeanette Barris of AMERICAN VISIONS, an Afro-American arts and leisure publication, for consideration for the annual travel supplement.

(more)

Communicated with BUSINESS INITIATIVE DIRECTIONS regarding their award to Coyaba for its business achievement.

Contacted Jim Concannon of H.M.C. Diving Centre while he was in Boston, and requested copies of new transparencies and their video of the Bianca C.

Requested information from Ann Marie Marecheau on steel band performances on the island for Les Slater at PAN magazine, a new music publication.

Fact-checked Ariane Csonka's article for the PALM BEACH SOCIAL PICTORIAL. Ariane participated in our May press trip.

Forwarded slides and information on photographers with pictures of Grenada to Kay Showker for consideration to accompany a piece on "The Arts of the Islands", which will appear in THE NEW YORKER Caribbean/Bahamas section. Contacted Ann Marie Marecheau for further information on arts on the island.

Sent color transparencies of Spice Island Marine Services to Zora and David Aiken, recent press trip participants, to accompany the story they are working on.

Background materials were sent to Bill and Cheryl Jamison for inclusion in two books they are writing on the Caribbean for the BEST PLACES TO STAY guidebook series. Wrote to Ann Marie Marecheau requesting accommodations for their visit to Grenada in September.

Carol Wright was forwarded information on yacht charters for an article on yacht holidays she is writing. Carol, a prominent U.K. writer, contributes to U.K. HOUSE & GARDEN, STYLE, INSIGNIA and SIGNATURE.

Contacted Gail Rickey, a Texas-based freelancer, and offered her assistance in planning a trip to Grenada she is taking with her husband this summer.

Information on Virgo watersports was sent to Dan Dignam at TOUR & TRAVEL NEWS. Also forwarded color slides for him to reproduce and add to his library.

Invited Craig Stoltz of WASHINGTON DOSSIER, or an assigned writer to participate in one of our upcoming fall press trips.

Met with Jane Sparango of "Lifestyles of the Rich and Famous" and "Runaways with the Rich and Famous", and pitched her on a shoot in Grenada. Provided her with background material.

Updated shopping information was sent to Mary Kane, Caribbean Editor, for inclusion in TRAVEL WEEKLY.

(more)

Requested information for 1989 Calendar of Events from Grenada Department of Tourism.

Arranged for accommodations for Tom Wuchovich of the ROTARIAN TRAVELER and his party for their visit to Grenada on return from yachting in the Grenadines. Referred him to Ralph Adams at BWIA for air passes.

Met with Marcella Martinez, the new public relations representative for the Caribbean Tourism Association. Discussed their upcoming projects and provided specific background and press kit.

Requested sample viewing tape from Geri Johnson of TRAVEL 1ST CLASS, who contacted us regarding the possibility of a Georgia public t.v. station going to Grenada. Contacted Margaret Evans regarding viability of project.

Forwarded information on facilities in Grenada to Candyce Stapen for consideration for Dorothy Jordan's FAMILY TRAVEL TIMES.

Sent calendar of events and background information to Pearl Duncan, a New York-based freelancer, for consideration in a book she is writing on events in the Caribbean.

Summer rates and information was sent to Mary McCue at WOMAN'S WORLD for a story on off-season bargains.

Updated Grenada entry in Flyfaire Vacations TOUR MANUAL AND TRAVEL ADVISOR and forwarded additional information.

Liaised with Walter Diamond, who writes for several bank publications and newsletters, regarding an individual fall visit to the island. Referred him to Rita Glassman for accommodations since they are the only hotel with extensive meeting facilities.

Forwarded color transparencies to Helen Kreniske at TRAVEL & LEISURE to accompany a special section in the October issue.

Provided Jack Trammel of Dallas cable tv with name of contact at Grenada's television station for information on U.S. program syndication on the island.

Background material was forwarded to Paul Moss a U.K. travel writer for story he is working on.

Provided Lindsay Maxwell of FT CARIBBEAN with color transparencies to be included in the GRENADA VISITOR'S GUIDE they are preparing.

Met with Margaret Evans and Karen Weiner Escalera Associates t.v. consultant regarding "Grenada Five Years Later" theme for t.v. shows. Decided to meet again, this time with Ambassador Stanislaus.

# KWE

Karen Weiner Escalera  
Associates, Inc.

104 Fifth Avenue—11th Floor  
New York, N.Y. 10011

(212) 255-7403  
Telex: 226000 ETLXUR  
Telecopier: (212) 255-7333

GRENADA DEPARTMENT OF TOURISM

MONTHLY REPORT - JULY 1988

## Releases

"Four West Indies Expeditions on Grenada Invite Layman to Explore Early Caribbean Life" was sent to the NEW YORK TIMES to use as exclusive, then distributed to selected consumer media, U.S. and Canadian travel trade press and over the consumer PR Newswire.

"Coyaba Hotel Expands Within a Year of its Debut" distributed to U.S. and Canadian travel trade publications and Caribbean writers.

"Grenada Tourism Shows Marked Increase" distributed to U.S. and Canadian travel trade publications and Caribbean writers.

## Projects

Met with Ambassador Stanislaus and Margaret Evans regarding the firm's proposal for "Grenada Five Years Later" television and print promotion.

Discussed "Grenada Five Years Later" and sent extensive information to Peter Greenberg on assignment for CONDE NAST'S TRAVELER. He is a nationally syndicated travel columnist, appearing in many major newspapers and is also the travel reporter for ABC-TV's GOOD MORNING AMERICA. Liaising with Jude Bernard, interviews were arranged for him with P.M. Herbert Blaize, Mrs. Pauline Andrew, Mr. Royston Hopkin, American Charge Cooper and others. Suggested additional possible interviews with Grenadians and arranged his accommodations on the island (not comp).

Queried Howard Bonze of the ISLAND GRILL about coordinating an island promotion with Grenada. The Island Grill is a popular restaurant on East 20th Street in Manhattan, which specializes in fish, plays island background music, and has an island ambiance. Approached BWIA International and the Grenada Hotel Association about providing round-trip air and hotel accommodations for three-month joint promotion.

Met with and pitched the October 21 - 29 press trip to Mary Kane, Caribbean Area editor, TRAVEL WEEKLY, sent official letter of invitation.

Grenada -

Pitched "five-years later" story idea and possible participation in September or October press trip to Bill Flanagan of FORBES magazine.

Met with Honey Naylor, a freelance writer who is writing the 1990 FODOR'S GUIDE TO THE CARIBBEAN. Provided background information and coordinated the Grenada portion of her upcoming trip.

Contacted Allyson Reid-Dove of BLACK ENTERPRISE about joining our September press trip. Provided background information and pitched new hotels, attractions, etc.

Followed-up with Jane Sparango of LIFESTYLES OF THE RICH AND FAMOUS about a possible taping of the show in Grenada. A decision is to be made in the coming weeks. Will follow-up with her then.

Provided additional information to Julie Wilson, freelancer for BOSTON MAGAZINE. Julie participated in the November 1987 press trip. She is writing on the "Undiscovered Caribbean."

Sent slides and background information to Debby Steiner of SPORTS ILLUSTRATED for use in upcoming Caribbean advertorial section.

Contacted Frances Shemanski, syndicated travel calendar columnist, with updated information on Sixth Annual Organization of Eastern Caribbean States Half Marathon and Waterfest '88. Updated our calendar of events to include these.

Confirmed Grenada's giveaway prizes for the ALL NEW DATING GAME with Ann Marie Marecheau. Three hotels are providing 5 day/4 night stays on the island, and the Grenada Department of Tourism is coordinating sightseeing excursions.

Spoke to and followed-up with Robert Schienberg of the DESERT MAILER (and four other California newspapers). Robert visited Grenada on a cruise recently.

Contacted Kay Showker, a freelancer writing TRAVEL & LEISURE's special winter section on the Caribbean, with updates on new hotels, restaurants, sightseeing attractions, etc. The special section, to appear in the November issue, will be titled "Islands of Surprising Treasures." Kay visited the island on our November 1987 press trip. Also, provided slides to T&L's special sections department.

Sent updated calendar of events to Valerie Delia at THE TRAVEL CHANNEL.

Initiated contact with Randy Tierney, new editor of ISLANDS magazine. The publication is scheduling coverage of Grenada for late 1989. Invited Randy to join us on a press trip to the island. Also, sent information for November/December 1988 story.

Confirmed BWIA International's participation in September and October press trips.

Coordinated with the Grenada Tourist Department island tour for Sally Grotta, a freelance writer who (with her husband, Daniel) is writing the first cruise guide for FODOR'S, tentatively titled "Cruises and Ports of the Americas." Also contacted Grenada Tours and Travel to determine their most popular tours as per writer's request. Forwarded information to Sally Grotta.

Pitched diving in Grenada to Charles Barnard of MODERN MATURITY. Charles also writes for TRAVEL & LEISURE, SMITHSONIAN, and NATIONAL WILDLIFE.

Pitched Grenada to Mel Hosansky of SUCCESSFUL MEETINGS for inclusion in September issue on the Caribbean.

Contacted Ben Jones of THE CHRISTIAN SCIENCE MONITOR with story ideas. He will be on the island in the near future and is considering writing a piece.

Provided Lloyd Simmonds of CARIB NEWS with information for upcoming story. Lloyd was on our May press trip.

Provided KYMBER TELEVISION PRODUCTIONS with information on Grenada for consideration as destination feature for new series of travel entertainment programs.

Approached Lisa Ann Duac of AAA TODAY/TRAVELSCOPE about having Nancy Nelson participate in September press trip.

Met with Carol Wright, a prolific freelance writer in the United Kingdom, and discussed a possible visit to Grenada next year. Carol writes for U.K. HOUSE AND GARDEN AND INSIGNIA (for Rolls Royce owners).

Contacted Abby Rand of the AMERICAN EXPRESS GOLD CARD NEWSLETTER about joining us on the September press trip. In addition to the AMEX NEWSLETTER, Abby also writes for many other publications.

Pitched Grenada for inclusion in LONG ISLAND MONTHLY's winter travel section. Also, pitched the October press trip.

Queried Terry Kahn of BOSTON MAGAZINE regarding possible destination story.

Contacted Carl Sommers, NEW YORK TIMES, about using archaeology release which we promised to him prior to general release - resulting article appeared in the travel section on Sunday, July 24.

Pitched children's programs in Grenada to Martin Elder of TRAVEL AGENT MAGAZINE. Had him contact Ramada public relations for further information.

Invited Bobbie Leigh of AMERICAN EXPRESS PLATINUM CARD NEWSLETTER to participate in upcoming press trip. Sent information to her to be presented to new editor.

Contacted Ian Glass, a freelancer writing the NEW YORK TIMES special Caribbean section, and followed-up with information on the island's steadily growing tourism industry.

Followed-up with Leanne Platner of the ALL NEW DATING GAME. Provided her with contract and visuals for Spice Island Inn and renewed Grenada Department of Tourism's sightseeing contract to be used on three shows this '88 - '89 season. Drafted copy on hotels for use in prize giveaway and got their approvals. Requested slides from Blue Horizons and Calabash.

Information and photo of "Mama" was sent to Susan Spedalle, a participant in our June press trip. She is writing a story on Grenadian cuisine and needed a photo to accompany it.

Diving updates forwarded to Martin Elder at TRAVEL AGENT magazine for inclusion in upcoming Caribbean section.

Material on Carnival in Grenada was pitched to Pat Keister, a California-based freelancer.

Proposed island updates to Gary Walther of TRAVEL AND LEISURE for story consideration.

Rita Glassman, public relations for the Ramada, phoned regarding our press trip dates as she is planning a trip to the property.

At the request of Jeanne Harman, provided information on Spice Island Perfumes for CARIBBEAN TRAVEL AND LIFE's story and requested Ann Marie Marecheau to send answers we couldn't handle from New York.

Based on fax received from Lin Nelson of Ramada, asked if she could provide more information on OECS half marathon for release.

Wrote Renee Henson of BLACK ENTERTAINMENT TELEVISION to thank for excellent videotape they produced while visiting the island.

Spoke with Walter Diamond who had contacted us regarding a visit. Since he writes about large meetings, suggested he speak with Ramada's public relations, which he said he did.



Karen Weiner Escalera  
Associates, Inc.

104 Fifth Avenue—11th Floor  
New York, N.Y. 10011

(212) 255-7403  
Telex: 226000 ETLXUR  
Telecopier: (212) 255-7333

**GRENADA DEPARTMENT OF TOURISM**

**MONTHLY REPORT - AUGUST 1988**

Releases

"Grenada Slates October Sporting Events" distributed to U.S. and Canadian travel trades and selected tourist calendar editors.

"Five Years Later Tourists Flock to Grenada in Record Numbers" distributed to major U.S. newspapers, wire services, consumer and travel trade magazines.

"Adventure Tours to Feature Winter Packages to Grenada" distributed to Canadian travel trade publications.

"Fifth Anniversary" Project

Met with Ambassador Stanislaus and other members of the Grenada Mission regarding the video news release.

Provided Ambassador Stanislaus with an outline of topics to be covered in the video news release and requested background material and specifics for inclusion in the release.

Confirmed Paul Finney as writer of the fifth anniversary press kit. Paul is a former Foreign Editor and later Managing Editor of BUSINESS WEEK, and Executive Editor of FORTUNE. In addition, he contributes to TRAVEL & LEISURE.

Wrote Horace Blake, BWIA, regarding airline passes, which he ok'ed with service charge of \$135 per pass. Had to pay full fare on Paul Finney's ticket, however, as the flight was full. BWIA gave lowest possible price for this ticket.

Forwarded Paul Finney's suggested flight schedule to Horace Blake at BWIA and remitted check for \$135. Provided Ambassador Stanislaus and Mrs. Andrew with a list of Paul Finney's needs (accommodations, meals, rental car, driver/escort, meetings, letter of introduction) during his research trip to Grenada. Confirmed all arrangements with Paul Finney. Coordinated with the Tourist Office on details.

Requested airline tickets for the video news release crew and researchers from Horace Blake of BWIA.

(more)

Sent our "Who, What, When, Where" to travel trade publications and CARIB NEWS and held press conference to brief them on Grenada's progress in the five years since the intervention. Conference was held at the Grenada Mission. Ambassador Stanislaus served as speaker; Deputy Ambassador Michael Caesar, Consul General Norma Blaize, Margaret Evans, Marilyn Marx and Karen Weiner Escalera were on hand to answer questions as they related to their areas of expertise. Press conference was attended by Steve Noveck and Susan Moriarty, TRAVELAGE CARIBBEAN and TRAVEL MANAGEMENT DAILY; Josh Placa, TRAVEL WEEKLY; Adrienne Onofri, TRAVEL AGENT; Melinda Ethridge, CARIB NEWS; and Mary Brennan, MARCELLA MARTINEZ ASSOCIATES (public relations for CTA).

Much time spent meeting with and briefing Paul Finney and video news release producer.

Confirmed with Ambassador Stanislaus the terms of KWE Associates' "Grenada 5th Anniversary" project.

### Projects

Pitched the five years story to Mike Iachetta, NEW YORK DAILY NEWS.

Contacted Milton and Ruth Bass, press trip participants last year, with information on the 5th anniversary.

Proposed 5th anniversary story to Dan Dignam, TOUR AND TRAVEL NEWS. Telefaxed release to him as he was unable to attend press conference.

Approached Paul Smith, WMCA-RADIO, about interviewing Ambassador Stanislaus in late October to coincide with the 5th anniversary.

Sent 5th anniversary release to Peter Greenberg, who just recently returned from a trip to Grenada that we coordinated. Peter was on assignment for CONDE NAST'S TRAVELER. His story is scheduled to appear in the November issue. Also, Peter is hoping to bring an ABC-TV crew to Grenada for one of his travel reports on GOOD MORNING AMERICA on the ABC-TV network.

Spoke with Jerry Hulse, Travel Editor of THE LOS ANGELES TIMES, about the 5th anniversary. Although he will be in Europe, he is interested in visiting the island and will let us know when he can. Sent him a copy of the release.

At the suggestion of Sonia Thomas, travel editor of the CHRISTIAN SCIENCE MONITOR, contacted Ben Jones, a CSM staff writer. He will be visiting the island with his family and Sonia wants him to do a story while there. Sent information and 5th anniversary release.

(more)

Spoke to Ed Swailes of AMERICAN VISIONS about advertising in upcoming advertorial and referred him to Margaret Evans. Then followed-up with Jonetta Ross Barras, Editor of the supplement, with 5th anniversary information for possible inclusion in the advertorial section.

Signed up Grenada for press briefing during the CTC Conference in Jamaica and followed-up with Jude Bernard regarding suggested topics to cover (i.e. tour operators servicing Grenada, 5th anniversary, etc.). Also, sent 30 copies of the 5th anniversary release to Jude's attention at the CTC Conference in Jamaica.

Much time spent contacting press for both September and October trips. Spoke with Grenada Hotel Association and Mrs. Andrew regarding September's host hotel.

Sent list of September press trip participants to Ann Marie Marecheau, along with flight schedules, accommodations needs and suggested itinerary.

Contacted Mrs. Pauline Andrew regarding the possibility of setting up short meetings with Prime Minister Blaize for the press trip participants in September and October.

Sent list of September press trip participants to Allison Tucker at BWIA, along with preferred flight schedules and check for security charge.

Replaced on September press trip, Bill Flanagan with Bill Kent. Bill Flanagan had to cancel for September because of surgery, but hopes to go on the October trip. Bill Kent plans to do a story for the PHILADELPHIA DAILY NEWS; in addition, he writes for BALTIMORE and PHILADELPHIA magazines and the NEW JERSEY BERGEN RECORD. Sent Bill Kent 5th anniversary release and press kit.

At their request, provided list of September press trip participants to Matsie Vanackeran, Latin America and Caribbean Director of Marketing for Ramada and Rita Glassman, public relations for Ramada and, likewise, requested names and addresses of participants on their upcoming trip.

Sent confirmation letters to all September press trip participants.

Fact-checked Sid Kane's story on Grenada and Carriacou, scheduled to appear in CARIBBEAN TRAVEL & LIFE.

Provided names of Dating Game winners and requested dates of travel to participating hotels, including Calabash, Spice Island Inn, Blue Horizons Cottage Hotel.

Forwarded copies of the Dating Game contracts to participating hotels.

Received color slides of Calabash for use on the Dating Game from Mrs. Tina B. Garbutt and forwarded to show.

(more)

Spoke with Claudia Abae of Location Productions. She is interested in shooting the Spengler bathing suit catalog in Grenada. As her questions pertained to bonds on imported merchandise, etc., referred her to Consul General Blaize for further assistance.

Fact-checked copy for November issue of GLAMOUR magazine, which will include an article on Grenada. Travel Editor Barbara Gillam participated in our September 1987 press trip.

Working with Ann Marie Marecheau, coordinated golf activities for Jim Kerr, a freelance writer doing a round-up on Caribbean golf for SUNSHINE, the Sunday magazine of the FORT LAUDERDALE NEWS AND SUN SENTINEL and for CRUISE TRAVEL magazine. In addition, he publishes his own magazine, ABACO LIFE. Jim will be visiting Grenada on October 15, arriving aboard the Skyward.

Finalized details with Ann Marie Marecheau regarding Honey Naylor's September visit to the island. Honey is writing FODOR'S 1990 GUIDE TO THE CARIBBEAN. Suggested car and driver for island tour, as she will be on the last leg of extensive Caribbean tour. Also, updated copy of FODOR'S 1989 GUIDE TO THE CARIBBEAN for Honey. Prior to this year, the chapter on Grenada had not been updated in several years.

Provided original slide to Veronica Stoddard of CARIBBEAN TRAVEL & LIFE for use in an upcoming article on Grenada.

Confirmed with Cheryl Jamison travel arrangements made for her in Grenada. Cheryl and Bill Jamison are writing two books for the Harvard Common Press, BEST PLACES TO STAY IN THE CARIBBEAN and BEST BEACH GETAWAYS IN THE CARIBBEAN, MEXICO AND HAWAII.

Pitched Grenada to Gail Rickey, a freelance writer who is doing a column on Caribbean action vacations for HOUSTON HEALTH AND FITNESS.

Sent slides to Chris Lofting of THE NEW YORK TIMES for Caribbean section. Previously, provided information to the writer Ian Glass.

Provided information on Grenada to Kay Showker, a prolific freelance writer (and visitor to Grenada on November 1987 press trip), for upcoming TRAVEL & LEISURE advertorial.

Spoke with Kathy McCarthy of WASHINGTON DOSSIER about Grenada today and changes over past five years for October article which we pitched to the editor a month ago. Sent slides to David Whitmore at the publication.

Followed-up with Edward Montague, editor of DIVING & SNORKELING magazine, who is publishing Tim O'Keefe's story on Grenada in the November issue. Tim participated in May 1988 press trip.

Spoke to Tom Banks of Foundation for Field Research, who reported that, as a result of our press release, they have received many inquiries and bookings from all over the United States.

(more)

Contacted three hotels on Carriacou for winter rates for CARIBBEAN TRAVEL & LIFE and followed-up with Assistant Editor Sharon Jaffee on this and other information on population and history. Also, provided calendar of events information to Editorial Assistant Morie Quintos for inclusion in bi-monthly calendar listing.

Established contact with Ann Rutherford of EQUINOX, a Canadian publication. Sent information on what's new on the island.

Advised Andi Vayda of ARTHUR FROMMER FEATURES regarding camping facilities. The column is picked up by 30 newspapers. Also, sent 5th anniversary release. Andi will be on our September press trip.

Spoke with Randy Tierney, new editor of ISLANDS magazine, about participating in one of the upcoming press trips. Although he can't send anyone now, he will feature Grenada toward the end of next year.

Contacted Candyce Stapen of FAMILY TRAVEL TIMES with completed form for Coyaba Hotel in Grenada.

Proposed story on Grenada to Mark MacKay of NEW ENGLAND BRIDE and followed-up with slides, b/w photos, and press kit.

Sent slides to BOSTON MAGAZINE, for use with Julie Wilson's article on Grenada, scheduled to appear in the November issue. Julie participated in the November 1987 press trip.

Updated Grenada listings and calendar of events for North American Edition of the OFFICIAL AIRLINE GUIDES TRAVEL PLANNER Hotel & Motel RedBook.

Updated information on Grenada for the OFFICIAL HOTEL & RESORT GUIDE.

Contacted Charlanne Fields Herring, a previous press trip participant, about when her Grenada article will appear in SOUTHERN BRIDE. She is not sure when but will contact us when she finds out. In addition, she has queried other publications on the Grenada subject.

On his request, sent press kit to Rick Lamkin of Kentucky, a potential investor.

Met with Kal Wagenheim, WALL STREET JOURNAL and CARIBBEAN UPDATE, and pitched events in Grenada for October 29 Caribbean section.

Received requested winter rate and Spice Island Perfume information from Ann Marie Marecheau for Jeanne Harman's CARIBBEAN TRAVEL & LIFE story. Unfortunately, material was received after deadline.

(more)

Grenada - 6

Spoke with Leo Joseph who is sending information on the 25th Anniversary Carriacou Regatta.

Spoke with Geri Bain, Caribbean editor of TRAVEL AGENT magazine, who advised that Grenada again will be featured in the November 21 "Windward Island" pull-out section. Geri participated in the May 1988 press trip and her story appeared this month.

Sent 5th anniversary release with note to Jose de Jesus, Director of Marketing, American Airlines.

(30)

**KWE**

Karen Weiner Escalera  
Associates, Inc.

104 Fifth Avenue—11th Floor  
New York, N.Y. 10011

(212) 255-7403  
Telex: 226000 ETLXUR  
Telecopier: (212) 255-7333

March 1, 1988

Invoice # 03-20-F

Mr. Jude Bernard  
Deputy Director of Tourism  
Grenada Department of Tourism  
P.O. Box 293  
St. George's, Grenada

FOR PUBLIC RELATIONS SERVICES - GRENADA DEPARTMENT OF TOURISM

March 1988

Please Pay

\$7,120.00

BR4

BR5

March 15, 1988

Inv. No. 03-20-FE

Mr. Jude Bernard  
Deputy Dir. of Tourism  
Grenada Ministry of Tourism  
P.O. Box 293  
St. George's, Grenada, W.I.

FOR PUBLIC RELATIONS SERVICES - FEBRUARY 1988: 7,120.00

FOR PUBLIC RELATIONS EXPENSES - FEBRUARY 1988:

ENTERTAINMENT/BUSINESS MEETINGS:

- GOOD MORNING AMERICA (1/3 of bill)...43.33 ✓
- CARIBBEAN STATE BALL (1/7 of bill)...32.14 ✓
- Markly Wilson, CTA (1/3 of bill).....33.71
- Pamela Fiori, TRAVEL AND LEISURE (1/2  
of bill).....29.83

139.01

PHOTOCOPIES..... 246.40

POSTAGE..... 65.80

TELEPHONE ..... 135.46

PRESS KIT PRODUCTION..... 84.00 ✓

PUBLICATIONS..... 14.31 ✓

MESSENGERS..... 33.00 ✓

REPRODUCTION OF PRESS KIT RELEASES..... 156.85 ✓

TELEX..... 172.48

TELEFAX..... 35.00

AIRLINE TICKETS

-Geri Trotta, Mathias Oppersdorf, GOURMET..... 296.00 ✓

MEMBERSHIP TO CTA..... 5.00 ✓

PLEASE PAY..... \$ 8,503.31

# KWE

Karen Weiner Escalera  
Associates, Inc.

104 Fifth Avenue—11th Floor  
New York, N.Y. 10011

(212) 255-7403  
Telex: 226000 ETLXUR  
Telecopier: (212) 255-7333

April 1, 1988

Invoice # 04-20-F

Mr. Jude Bernard  
Deputy Director of Tourism  
Grenada Department of Tourism  
P.O. Box 293  
St. George's, Grenada

FOR PUBLIC RELATIONS SERVICES - GRENADA DEPARTMENT OF TOURISM

April 1988

Please Pay

\$7,120.00

*BRs*

# KWE

Karen Weiner Escalera  
Associates, Inc.

104 Fifth Avenue—11th Floor  
New York, N.Y. 10011

(212) 255-7403  
Telex: 226000 ETLXUR  
Telecopier: (212) 255-7333

1887

April 15, 1988

Inv. No. 04-20-E

Mr. Jude Bernard  
Deputy Dir. of Tourism  
Grenada Ministry of Tourism  
P.O. Box 293  
St. George's, Grenada, W.I.

FOR PUBLIC RELATIONS EXPENSES - MARCH 1988:

ENTERTAINMENT/BUSINESS MEETINGS:

-Jill Rigby, TORONTO SUN (1/3 of bill) 14.06  
-Geri Bain, TRAVEL AGENT (1/7 of bill) 11.47  
-CTA Meeting (1/3 of bill).....11.36

36.89

PHOTOCOPIES.....

91.08

POSTAGE.....

75.65

TELEPHONE .....

171.16

PHOTOGRAPHY

-Duplication of color slides.....20.97  
-Reproduction of press kit photos.....88.51

109.48

PUBLICATIONS.....

5.77

MESSENGERS.....

75.91

TELEX.....

238.81

TELEFAX.....

7.00

AIRLINE TICKETS

-Tim O'Keefe, freelance.....

62.00

TRANSPORTATION.....

7.75

EXPRESS MAIL.....

7.25

-more-

Grenada (Mar 1988 Expenses) - 2

PRESS RELEASE PRODUCTION/MAILING

|   |              |                   |
|---|--------------|-------------------|
| -Summer Events Release.....                 | 115.50       |                   |
| -Grenada Update '88.....                    | 100.48       |                   |
| -New Brochure.....                          | <u>89.49</u> |                   |
|   |              | 305.47            |
| REPRODUCTION OF EVENTS RELEASE.....         |              | 24.90             |
| TOTAL:.....                                 |              | 1219.12           |
| REPRINTING OF PRESS RELEASE STATIONERY..... |              | 1163.89           |
| PLEASE PAY.....                             |              | \$ <u>2383.01</u> |

**KWE**

Karen Weiner Escalera  
Associates, Inc.

104 Fifth Avenue—11th Floor  
New York, N.Y. 10011

(212) 255-7403  
Telex: 226000 ETLXUR  
Telecopier: (212) 255-7333

May 1, 1988

Invoice # 05-20-F

Mr. Jude Bernard  
Deputy Director of Tourism  
Grenada Department of Tourism  
P.O. Box 293  
St. George's, Grenada

BR 8

FOR PUBLIC RELATIONS SERVICES - GRENADA DEPARTMENT OF TOURISM

May 1988

Please Pay

\$7,120.00

# KWE

Karen Weiner Escalera  
Associates, Inc.

104 Fifth Avenue—11th Floor  
New York, N.Y. 10011

(212) 255-7403  
Telex: 226000 ETLXUR  
Telecopier: (212) 255-7333

May 2, 1988

INVOICE # 5-20-E

Mr. Jude Bernard  
Deputy Dir. of Tourism  
Grenada Ministry of Tourism  
P.O. Box 293  
St. George's, Grenada, W.I.

*BRB*

FOR PUBLIC RELATIONS EXPENSES - APRIL 1988:

ENTERTAINMENT/BUSINESS MEETINGS:

|                                       |              |        |
|---------------------------------------|--------------|--------|
| -Joel Fishman, TRAVEL TODAY           | 50.75        |        |
| -BWIA airline ticket (Steve Veale)    | 140.00       |        |
| -security charge (Grenada Press Trip) | 70.00        |        |
| -Hollis Robbins, NEW YORKER AT LARGER | <u>25.97</u> | 286.72 |

PHOTOCOPIES

134.30

POSTAGE

83.38

TELEPHONE

162.58

MESSENGERS

6.00

EXPRESS MAILING SERVICE

9.75

PRESS RELEASE PRODUCTION/MAILING

|                                  |               |        |
|----------------------------------|---------------|--------|
| -Press Kit Assembly              | 28.00         |        |
| -"GR Tourism Surges" release     | 99.50         |        |
| -"Martins Vacations Features..." | 75.35         |        |
| -"GR Anticipates a Great 88"..." | <u>263.25</u> | 466.10 |

PLEASE PAY.....\$ 1,148.83

# KWE

Karen Weiner Escalera  
Associates, Inc.

104 Fifth Avenue—11th Floor  
New York, N.Y. 10011

(212) 255-7403  
Telex: 226000 ETLXUR  
Telecopier: (212) 255-7333

*BR10*

June 1, 1988

Invoice # 06-20-F

Mr. Jude Bernard  
Deputy Director of Tourism  
Grenada Department of Tourism  
P.O. Box 293  
St. George's, Grenada

FOR PUBLIC RELATIONS SERVICES - GRENADA DEPARTMENT OF TOURISM

June 1988

Please Pay

\$7,120.00

# KWE

Karen Weiner Escalera  
Associates, Inc.

104 Fifth Avenue—11th Floor  
New York, N.Y. 10011

(212) 255-7403  
Telex: 226000 ETLXUR  
Telecopier: (212) 255-7333

June 6, 1988

INVOICE # 6-20-E

Mr. Jude Bernard  
Deputy Dir. of Tourism  
Grenada Ministry of Tourism  
P.O. Box 293  
St. George's, Grenada, W.I.

BR10

FOR PUBLIC RELATIONS EXPENSES - MAY 1988:

|   |               |             |
|---|---------------|-------------|
| <u>ENTERTAINMENT/BUSINESS MEETINGS</u>  |               |             |
| -Taxi(NCL Starward Christening Gala)    | 13.25         |             |
| -BWIA (June Press Trip)                 | 90.00         |             |
| -Charlanne Herring, GR PRESS TRIP       | 100.00        |             |
| -GR Press Trip Expenses (5/6-13)        | <u>176.60</u> | 379.85      |
| <u>PHOTOCOPIES</u>                      |               | 100.54      |
| <u>PHOTOGRAPHY</u>                      |               | 44.21       |
| <u>POSTAGE</u>                          |               | 75.20       |
| <u>TELEPHONE</u>                        |               | 189.15      |
| <u>TELEFAX</u>                          |               | 7.00        |
| <u>TELEX(2 Months)</u>                  |               | 122.86      |
| <u>MESSENGER</u>                        |               | 31.08       |
| <u>FEDERAL EXPRESS</u>                  |               | 9.75        |
| <u>PRINTING</u>                         |               | 48.97       |
| <u>PRESS RELEASE PRODUCTION/MAILING</u> |               |             |
| -Press Kit Releases                     |               | 61.22       |
| <u>PLEASE PAY.....</u>                  |               | \$ 1,069.83 |

**KWE**

Karen Weiner Escalera  
Associates, Inc.

104 Fifth Avenue—11th Floor  
New York, N.Y. 10011

(212) 255-7403  
Telex: 226000 ETLXUR  
Telecopier: (212) 255-7333

July 1, 1988

Invoice # 07-20-F

Mr. Jude Bernard  
Deputy Director of Tourism  
Grenada Department of Tourism  
P.O. Box 293  
St. George's, Grenada

FOR PUBLIC RELATIONS SERVICES - GRENADA DEPARTMENT OF TOURISM

July 1988

Please Pay

\$7,120.00

*BRW*

# KWE

Karen Weiner Escalera  
Associates, Inc.

104 Fifth Avenue—11th Floor  
New York, N.Y. 10011

(212) 255-7403  
Telex: 226000 ETLXUR  
Telecopier: (212) 255-7333

July 8, 1988

INVOICE # 7-20-E

Mr. Jude Bernard  
Deputy Dir. of Tourism  
Grenada Ministry of Tourism  
P.O. Box 293  
St. George's, Grenada, W.I.

BR12

FOR PUBLIC RELATIONS EXPENSES - JUNE 1988:

ENTERTAINMENT/BUSINESS MEETINGS

|                                     |               |        |
|-------------------------------------|---------------|--------|
| -Horace Sutton, ENDLESS VACATIONS   | 33.46         |        |
| -Fred Ferretti, COPLEY NEWS SERVICE | 18.18         |        |
| -Mary Kane, TRAVEL WEEKLY           | 27.36         |        |
| -Grenada Press Trip (Marilyn Marx)  | <u>145.25</u> | 224.25 |

PHOTOGRAPHY

|                         |  |       |
|-------------------------|--|-------|
| -Reproduction of slides |  | 88.13 |
|-------------------------|--|-------|

PHOTOCOPIES

156.42

TELEPHONE

140.27

TELEX

42.14

MESSENGER

8.28

POSTAGE

77.26

STATIONERY

|                            |  |        |
|----------------------------|--|--------|
| -blank sheets for releases |  | 234.03 |
|----------------------------|--|--------|

PRESS KIT ASSEMBLY

56.00

PRESS RELEASE PRODUCTION/MAILING

|  |  |       |
|--|--|-------|
| -"Virgo Watersports Takes the Plunge:Dives Into GR..." |  | 96.50 |
|--|--|-------|

PLEASE PAY.....\$ 1,123.28

**KWE**

Karen Weiner Escalera  
Associates, Inc.

104 Fifth Avenue—11th Floor  
New York, N.Y. 10011

(212) 255-7403  
Telex: 226000 ETLXUR  
Telecopier: (212) 255-7333

August 1, 1988

Invoice # 08-20-F

*BAH*

Mr. Jude Bernard  
Deputy Director of Tourism  
Grenada Department of Tourism  
P.O. Box 293  
St. George's, Grenada

FOR PUBLIC RELATIONS SERVICES - GRENADA DEPARTMENT OF TOURISM

August 1988

Please Pay

\$7,120.00

**KWE**

Karen Weiner Escalera  
Associates, Inc.

104 Fifth Avenue—11th Floor  
New York, N.Y. 10011

(212) 255-7403  
Telex: 226000 ETLXUR  
Telecopier: (212) 255-7333

August 5, 1988

The Hon. Lamuel Stanislaus  
Grenada Ambassador to the United Nations  
Grenada Mission to the U.N.  
820 Second Avenue, 9th Floor  
New York, New York 10017

INVOICE

Fifth Anniversary Special Project -  
first of three payments

Amount due

\$16,667

# KWE

Karen Weiner Escalera  
Associates, Inc.

104 Fifth Avenue—11th Floor  
New York, N.Y. 10011

(212) 255-7403  
Telex: 226000 ETLXUR  
Telecopier: (212) 255-7333

August 8, 1988

INVOICE # 8-20-E

Mr. Jude Bernard  
Deputy Dir. of Tourism  
Grenada Ministry of Tourism  
P.O. Box 293  
St. George's, Grenada, W.I.

BRH

**FOR PUBLIC RELATIONS EXPENSES - JULY 1988:**

ENTERTAINMENT/BUSINESS MEETINGS

|                                    |              |        |
|------------------------------------|--------------|--------|
| -Margaret Zellers, THE TRAVELER    | 86.23        |        |
| -Island of the Month, ISLAND GRILL | 27.36        |        |
| -Marcella Martinez, CTA            | <u>18.39</u> | 131.98 |

PHOTOGRAPHY

33.85

PHOTOCOPIES

139.96

TELEPHONE

196.74

TELEX

21.70

MESSENGER

27.60

POSTAGE

75.20

FEDERAL EXPRESS

5.34

RELEASE PRINTING

135.79

PRESS KIT ASSEMBLY

42.00

PRESS RELEASE PRODUCTION/MAILING

|                                     |              |        |
|-------------------------------------|--------------|--------|
| -"GR Tourism Shows Marked Increase" | 104.70       |        |
| -"3 West Indies Expeditions on..."  | 58.55        |        |
| -"Coyaba Hotel Expands Within..."   | <u>99.40</u> | 262.65 |

PUBLICATIONS

2.50

PLEASE PAY.....\$ 1,075.31

# An Incomplete Guide to the Offbeat

As travelers become increasingly sophisticated, they seem to reach out further into the unknown—or at least to the less known. In a well-traveled region like the Caribbean, these remote destinations are relatively abundant, and equally accessible with a bit of research.

If a client wants pulsating nightlife and bustling beaches, you'll still probably want to send them to the more populous islands in the region. But if they're in search of something really different (and possibly quite remote!), there's an unmistakably exotic allure to the undiscovered Caribbean. Each island there has its own individual flavor and style, and properties tend to be small and personal. Give clients their pick with a brief island overview, then let them in on some of the recent goings-on at local hotels.

## Anguilla

A thin, spine-like island, Anguilla stands out for its breathtaking beaches—in a region where beautiful beaches are almost a given. A short flight or boat ride from St. Martin, Anguilla is currently one of the most talked about islands in the eastern Caribbean.

Hoteliers there are responding to the island's increased popularity with new properties, ranging from cottages and condominiums to villas and first-class hotels. Openings this season on the island include the 30-room Fountain Beach and Tennis Club, the Anguilla Great House and Cap-Juluca, a clustering of beachfront villas on the south side of the island.

The late-winter opening of *Coccoloba Plantation*, the 50-villa Barnes Bay property, has met with tremendous success. This resort will appeal to the pampered traveler who, though adventurous enough to visit Anguilla, is still inspired by fine dining, recreational amenities and luxurious surroundings. Twin room rates begin at \$290; villas at \$350 through April 16. (800) 351-5656.

Also recently opened is the 23-apartment Carimar Beach Club. The simple yet lovely property has one-, two- and three-bedroom units, tennis facilities and a full slate of watersports. Rates begin at \$240 through April 15, with a 50 percent discount to travel agents from April 16 through Oct. 31. (800) 223-5581.

## Barbuda

Though it is the sister island of increasingly popular Antigua, Barbuda is probably the least-tread island in the Caribbean. Located some 30 miles north of Antigua, Barbuda has more animal life than human

inhabitants with flocks of frigate birds and colonies of turtles.

Although there is a very posh "by invitation only" private resort on the island, it is not known for plentiful accommodations. The island, then, is best experienced as a daytrip from Antigua via ferry or prop. (809) 462-3816.

## Grenada

Grenada's tourism industry is picking up so quickly that it may not even be considered an "undiscovered" destination within a couple of years. While adding literally hundreds of hotels rooms, an international airport and a National Park system, the island has more than managed to maintain its unspoiled charm, its innocent, tropical flair. Commonly referred to as "the isle of spice," Grenada's natural blessings also include sparkling streams and waterfalls, lush green mountains and pristine beaches.

The new Ramada Renaissance Hotel is large and sophisticated enough to have become a meetings and conventions hotspot. Amenities at the 186-room, low-rise resort include tennis courts, watersports and native and seafood restaurants. Three-night watersports packages begin at \$476 per double room through April 16. (800) 228-9898.

Grenada's first all-inclusive resort is Secret Harbour. The couples-only resort is priced at \$465 per person for three nights, including all meals, drinks, entertainment, excursions, activities and tips. The resort has 20 suites. (800) 551-4000.

The very remote Calabash Hotel presents a true Grenadian getaway—however it did recently add telephones to each of its 22 suites. The property, set on eight acres of gardens, is renowned for its gourmet food and enchanting flower-covered terraces. It also has sailing, scuba and nearby tennis and entertainment. Winter rates begin at \$200 per night, double occupancy for standard superior suites. (800) 468-0023.

## Montserrat

An island quite popular among the rich and famous—particularly rock and roll stars—Montserrat still presents a getaway in its purest form. There are no highrises or modern resorts on the island, and the national tourist slogan is "The Way the Caribbean Used to Be."

Still, there are plenty of villa accommodations throughout the "Emerald Isle" (so nicknamed because of its strikingly green, hilly topography). There are also five hotels on the island, as well as a smattering of guest houses and apartments, most located in and around the main town of Plymouth.

There is plenty to see and do on the lovely island. A visit to the public market on Saturdays offers a glimpse into Montserrat's past position as "the fruit basket of the Caribbean" with an abundant selection of local produce. Other excursions can include a visit to the Arawak artifact museum, nature hikes to Great Alps Falls and a look at the lush tropical gardens surrounding Government House.

Prices at the small Vue Pointe Hotel begin at \$50 for a double room. The resort has tennis courts, accessible day and night, as does the neighboring Montserrat Springs Hotel. Prices there begin at \$90 for a double room. Most of the condominiums and villas on the island are represented by Condo Villa World, the Caribbean agent offering selections on many islands in the region. (800) 521-2980.

## St. Kitts and Nevis

St. Kitts and Nevis (separated by a two-mile strip of ocean), are two of the Caribbean's smallest and most tranquil Leeward Islands. Activities here are authentically Caribbean with a pure, tropical flair. The black sand beach of St. Kitts and the rainforests and abundant palm trees of Nevis are indeed surrounded, however, by some very comfortable accommodations.

The Golden Lemon, overlooking St. Kitts' Dieppe Bay, is an apartment resort with an adjacent restored, 18th century manor house. It features what is often touted as one of the Caribbean's best gourmet restaurants. Rates this spring begin at \$200 for a double room; \$250 for a suite. (800) 845-9504.

Another overnigher's treat on these neighboring islands is the availability of quaint, comfortable plantation inn accommodations. The Zetland Plantation, a countryside estate in Charlestown, Nevis, rents restored rooms for between \$70 and \$150, double. Other accommodations of this type are available at nearby Montpelier Estate, Crony's Old Manor and the Nisbet Plantation Inn. (800) 223-5695.

## St. Lucia

Despite St. Lucia's remote location (about 21 miles north of St. Vincent), the island is developing its tourism infrastructure quite rapidly—so much so, in fact, that it might soon be considered mainstream Caribbean in terms of its tourism traffic, facilities and hotels.

It shares qualities with its larger Caribbean island neighbors, including a bustling shopping area, excellent restaurants and diverse sports facilities. While there are many small, homey West Indian cottages

# TOUR DESK / THE CARIBBEAN

Curtain Bluff is planning once again to host the 13th annual Antigua Tennis Week from May 1 through 8.

A Relais and Chateaux resort, Curtain Bluff has been home to Antigua's tennis week since the program's inception.

Guests at Curtain Bluff will enjoy a special tennis week package, which includes tennis-related gifts, a welcoming party, all sports activities and the final banquet.

Rates at Curtain Bluff for tennis week for two persons daily with MAP are \$260 for superior, \$280 for deluxe, \$450 for an executive one-bedroom, and \$790 for a two-bedroom suite accommodations.

During tennis week, guests of all playing levels have the chance to take part in clinics, join the pros in pro-am matches, play fellow guests and observe the professionals competing in the final prize-money tournament.

Topliners of the courts, from Vitas Gerulaitis and Gene Mayer to Cliff Richey and Harold Solomon, are among former Antiguan Tennis Week contenders.

This year, Dick Stockton and Australian John Gardner are scheduled to be among the eight professionals taking part.

The week begins with tennis clinics and strategy sessions for men and women followed by each guest being paired with a pro for two days of pro-ams.

Then guests and professionals play their individual tournaments. A special awards banquet rounds out the week on Saturday evening.

With its growth in popularity the Antigua Tennis Week has attracted many corporate sponsors. American Airlines is again offering a special air fare in conjunction with the event.

In addition to its tennis facilities, Curtain Bluff offers sailing, waterskiing, snorkeling and scuba diving, boat trips and a putting green.

For further information and

## Grenada Guide Now Available

NEW YORK—A new four-color brochure highlighting Grenada's natural attractions has been issued by the Grenada Department of Tourism.

The free, 24-panel brochure describes the island's natural beauty with text and photographs.

For copies, contact the Grenada Tourist Office, 141 E. 44th St., Suite 701, New York 10017; (800) 638-0852 or (212) 687-9554.

reservations, contact the Curtain Bluff New York office at (212) 289-8888 or the hotel at (809) 463-1115.

Divi Resorts is offering divers and landlubbers alike special summer savings on group packages during the months of May, June, September and October.

Special prices are in effect for groups of four or more at the Divi Flamingo Beach Resort in Bonaire and the Divi Southwinds Beach Resort in Barbados, and for groups of 10 or more at the Divi Tiara Beach Resort in Cayman Brac.

Packages are available in conjunction with Peter Hughes Diving, which operates full-service scuba diving facilities complete with top-notch equipment and expert instruction.

Prices for the four- or five-day plans vary according to the resort.

At the Divi Southwinds Beach Resort, each guest pays \$116 for a one-bedroom suite, double, European Plan, or \$198 for the same package with three dives included.

These packages are also available with the MAP for \$240 for nondivers and \$323 for divers.

At the Divi Flamingo Beach Resort, the nondiver plan is \$293, while a special unlimited dive package is \$414 for run-of-the-house accommodations with MAP.

At the Divi Tiara Beach Resort, the same package is offered for groups of 10 or more

only, except that all meals and beverages are included.

Rates are \$249 for nondivers and \$339 for divers.

Dive groups of 10 or more to Bonaire and Barbados are eligible for additional savings. Those rates, as well as rates for single, triple and quadruple occupancy at any Divi dive resort are available on request.

For more information or reservations, call the reservations office of Divi Hotels Marketing at (800) 367-3484, from the U.S. and Canada.

The Golden Tulip Aruba Caribbean is offering an Aruba Cooler package, available from April 15 to Dec. 19. The semi-inclusive vacation for four or eight days is priced at \$223 and \$499, per person, double.

The plan features accommodations with ocean or garden view and private balcony, free bar setup in room upon arrival, full American breakfast daily, one \$5 casino coupon per person per day, and Aruba Cooler T-shirts and beach bag.

The eight-day plan includes a folklore-theme dinner for two at the Gazebo Beach Restaurant and Bar.

Package rates also cover roundtrip airport transfers, taxes, and service charges. Guests can also take advantage of the Aruba Caribbean's rooftop health and fitness center, free daytime tennis, a manager's free cocktail party, and free lounge chairs and towels at the hotel's pool or

beach.

For further information or reservations, call Golden Tulip Worldwide at (800) 344-1212 or contact Robert Reid Associates at (212) 832-2277 or (800) 223-6510.

Hibiscus Holidays is offering its summer '88 Sun Shuttle air-inclusive program from the New York (Kennedy) and Baltimore gateways.

The program includes three or more nights' hotel accommodations as well as transfers and air fare on BWIA flights.

Clients can leave any day for a three- to 14-night stay. An additional charge of \$25 is included for weekend departures.

Antigua, Barbados, St. Lucia, Grenada, Trinidad, Tobago, Anguilla, and Villas in Barbados are being featured in the shuttle program.

Hibiscus will also package two or more islands, including the hotel of choice and air fare on BWIA. Commissions on air and land packages are 12%.

For more information, contact Hibiscus Holidays at (800) 533-7735 or call collect at (201) 440-6444 in New Jersey.

World Express is introducing a Fly the Midweek Special in conjunction with BWIA for clients departing on World Express tours to Barbados, Antigua, St. Lucia, Trinidad & Tobago.

Clients will be given a \$20 per person discount on all packages for travel from Monday through Friday out of the

Miami gateway.

Air and land rates start at \$259 per person.

World Express has recently moved to new headquarters.

For more information, contact World Express at 13388 SW 128 St., Miami 33186; (305) 251-1500 or (800) 327-9595 in the U.S.

The Holiday Inn Aruba Beach Resort & Casino is featured in a series of eight-day spring-summer-fall packages offered by Wainwright's Flng Vacations.

The package includes roundtrip air transportation between Philadelphia and Aruba, accommodations, taxes and service charges, roundtrip transfers between the airport and the hotel, a bottle of champagne, a fruit basket, two full American breakfasts, two T-shirts, and daytime tennis.

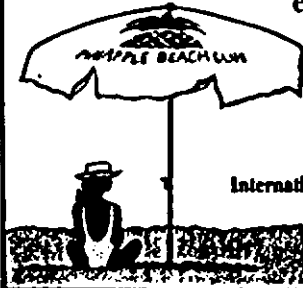
Rates, per person, double, for departure on April 24 is \$719, May 1 through June 26, \$749, July 3 through Aug. 28, \$779, Sept. 4 through Oct. 23, \$719, and Oct. 30 through Dec. 11, \$759.

The 388-room resort is on Palm Beach, 15 minutes from the airport and 10 minutes from downtown Oranjestad. Facilities include four restaurants, three bars/lounges, a casino, a shopping arcade, and 24-hour food and guest assistance service.

For more information or reservations, contact Wainwright's at Box 1367, Bethlehem, Pa. 18016; (215) 866-9093.

## At Antigua's Pineapple Beach Club, One Price Includes Everything!

- Inviting rooms • Full breakfast with fresh pastries
- Complete lunches • Sumptuous dinners • Name-brand liquors • Beer and house wines
- Refreshing tropical coolers • All hotel taxes and service charges • White sandy beach • Sailing trips on our 56-foot catamaran • Tennis courts • Snorkeling • Windsurfing and Mistral® windsurfing instruction • Natural walking trails • Fishing excursions • Live entertainment nightly
- Large freshwater pool • Transportation for a shopping trip • Game room • Physical fitness exercise equipment • Round-trip transfer from airport to hotel
- And much more!



Read carefully—  
because all of the above is only \$113 per person per day gardenview  
to \$125 per person per day beachfront this summer season.

For reservations and information, contact:  
International Travel & Resorts, Inc., 800-223-9815 Nationwide, 212-840-6636 New York State.

TRAVEL CALENDAR

ic, sport fests keep the Islands swinging

ing contests  
nts await the  
ands and Ca-  
rmer.  
with various  
ing out for a  
nd sites are

25  
of Her Majesty  
ration, Island-

26, local water,  
16, July 22-Aug.

at Oranjestad,  
on of Folkloric  
June 24.

's Internation-  
rand Bahama,  
Incess Hotel &  
arty, Nassau,  
Bairroom.

divial, Bridge-  
ldgetown and  
ates the end of  
ool's Cricket  
- 4-25. Visiting  
against Barba-

ockey Festival,  
local water,

4, Islandwide,  
nts,  
nships Horse  
lands Riding

mal Triathlon  
to 12,  
orning Arts  
e 25, 27-29.

estival, St.  
this section  
promotional  
el and gov-  
ices



Visitors to Aruba in June can keep in tune with the times. The first Aruba Music Festival will be held from June 3-26 and during that time, on June 24, St. John's Day celebrations will feature folkloric dances and music.

George's, July 20-21.  
Hinson Mall Horse Show, Smith's, Aug. 28. At Hinson Mall Stables.

**BRITISH VIRGIN ISLANDS**  
Maypole Regatta, local waters, May 15.  
Open Tennis Tournament, Tortola, May 30-31.

To Unlase Race: Regatta, local waters, June 5.

Queen Elizabeth's Birthday Celebration, all islands, June 21.  
All-Island Offshore Fishing Tournament, local waters, June 17-19.  
Territory Day, all islands, July 1. Public holiday.

Chief Minister's Fishing Tournament, local water, July 16-17.  
Virgins Cup: Regatta, local water, July 17. Ladies race around islands and anchor at Norman Island.

B.V.I. Boardsailing Championship: Windsurfing, local waters, July 23-24.  
B.V.I. Summer Festival, all islands, July 28-Aug. 5.  
International British Tournament, local waters, July 20-21.

**CAYMAN ISLANDS**  
Discovery Day, all islands, June 13.

Constitution Day, all islands, July 4.

**CURACAO**  
Boca Sami Sali, local waters, May 1.  
Opening of the "Staten" of the Netherlands Antilles, Willemstad, June 10.  
Curacao International Song Festival: Curifest, Willemstad, May 20-June 2.

Third Annual Curacao Open International Pro-Am Windsurfing Championship, local waters, June 4-11.  
Expo: Fiesta Curacao, Willemstad, July 1-4.  
Curacao Flag Day, Islandwide, July 2. Official holiday.

**DOMINICA**  
African Liberation Day, Islandwide, May 29.

**GRENADA**  
Corpus Christi Religious Procession, Islandwide, June 2.

Fisherman's Birthday Celebration, Gouyave, June 29.  
Annual Carriacou Regatta, local water, July 30-Aug. 2.  
Rainbow Festival, Grandville, July 30-Aug. 2. Culture, food and music.  
Rainbow Festival, St. Andrew, Aug. 4-7.  
Carnival Days, Islandwide, Aug. 8-9.

**GUADELOUPE**  
Pentecost Monday, Islandwide, May 22. Special festivities.

Bastille Day, Islandwide, July 14. Parade, fireworks and public celebrations.

Schoelcher Day, Islandwide, July 21. Celebrates freedom from slavery.

Fete des Cousinades or Cook's Festival, Pointe-a-Pitre, Aug. 13. Parade of cooks and a five-hour gourmet banquet free to visitors.

Tour de la Guadeloupe, Islandwide, Aug. 5-14. International bicycle race covers the island.

**MARTINIQUE**  
17th Festival of Fort-de-France, July 1-31. Visual and performing arts.

Bastille Day, Islandwide, July 14.  
Schoelcher Day, Islandwide, July 21. Celebrates freedom from slavery.

Assumption Day, Islandwide, Aug. 15. Religious and public holiday.

**ST. BARTHELEMY**  
Festival of St. Barthelemy, Islandwide, Aug. 24.

**ST. MARTIN**  
Food Festival, various sites, May 21.  
Bastille Day, Islandwide, July 14.

**PUERTO RICO**  
Semana de la Danza, Old San Juan, May 8-15. At the Dominican Convent.

Memorial Day Observance, Islandwide, May 30.

Festival Casals, San Juan, Ponce and Mayaguez, June 4-16. Top music festival that honors the late Pablo Casals.

San Juan Bautista Day, Islandwide, June 24.

Flower Festival, Aibonito, June 27-July 4.

U.S. Independence Day Celebration, Islandwide, July 4.

Alfonso Rivera's Birthday Observance, Islandwide, July 17. Honors a former statesman, journalist, poet and Residents Commissioner in Washington, D.C.

Folk Festival, Vieques, July 20-24.  
35th International Billfish Tournament, San Juan, Aug. 14-20. At Club Nautico.

**U.S. VIRGIN ISLANDS**  
Carnival Children Parade, St. Thomas, April 29.

Adult's Parade, St. Thomas, April 30.  
Memorial Day, all three islands, May 30. Parades and ceremonies.

Yacht Race, St. Croix, May 30.  
Children of the Caribbean Performance, St. Croix, June 11. Caribbean Dance Company.

Organic Act Day, all the islands, June 20. Commemorates a step in Virgin Island self-government with the right to elect a legislature and make their own laws. Granted in 1945, the Organic Act serves in lieu of a constitution.

Fifth Annual Pop Concert, St. Croix, June 20. At the Botanical Gardens.

St. John Carnival, St. John, June 27-July 4. In Cruz Bay.

Hook In & Hold On: Ninth Annual Caribbean Championship Virgin Islands: International Board-Sailing Race, St. Thomas, June 20-July 4.

Independence Day Celebrations, all three islands, July 4.

-Compiled by Francis Shamanski



El Morro Fortress guards the entrance of San Juan Harbor. 4-18 San Juan will be one of the sites of Puerto Rico's 1988 Casals Festival.

Puerto Rico to sal  
Pablo Casals in m

Puerto Rico's 1988 Casals Festival is expected to draw some of the world's finest classical musicians for a two-week series of orchestral, chamber, choral and solo performances from June 4-18.

Artists include cellist Mstislav Rostropovich, who will conduct the National Symphony Orchestra of Washington—the festival's visiting orchestra—

TRAVEL UPDATE

in works by Prokofiev, Berlioz, Haydn and Beethoven. He will also perform as guest cellist for the Puerto Rico Symphony Orchestra.

Other conductors will be Odon Alonso of the Puerto Rico Symphony Orchestra, Jerry Semkow of the Rochester Symphony Orchestra and James Conlon of the Rotterdam Philharmonic.

Featured musicians include harpist Nicanor Zabaleta of Spain, Russian-born pianist Eugene Istomin, violinist Anne Sophie Muller of Germany, Austrian pianist Matthias Fletzberger and the Puerto Rico Symphony Orches-

tra, founded by Pablo Casals. For information, contact the Puerto Rico Tourism Co., 1000 Port Boulevard, San Juan, P.R. 00919.

The Golden Tulip A Resort and Casino is offering a diving package with a package through Dec. 1. For information, call Water Sports and Mad at 1000 Port Boulevard 33132 or phone 1-800-32

A series of special Heritage Month month-long celebration, on May 30, will feature marching bands, dancing, gumbey dancers exhibits at the National

From now through Oct. 31, the St. Maarten Islands Antilles can experience

Continued on n



# THE CARIBBEAN

## Grenada: Diving at affordable prices

Grenada Tours and Travel, one of the island's leading tour operators, has introduced four new "Dive Grenada" packages catering to divers of all levels, the non-diver wishing to learn, and those seeking an all-around watersports vacation.

All packages include seven nights' accommodations at either the *Blue Horizons Cottage Hotel* or at the newly-opened *Coyaba Hotel*, round-trip airport transfers, and a welcome rum punch.

The *Intro to Scuba* package includes a resort course for the beginner with both pool instruction and open-water dives. Rates are \$285 through December 14, 1987 and \$355 from December 15, 1987 to April 15, 1988. All rates are per person based on double occupancy.

The *Dive, Dive, Dive* holiday package includes either four half-day dives (mini-plan) or six half-day dives (maxi-plan). Rates for the mini-plan are \$355 through December 14, 1987 and \$420 December 15, 1987 through April 15, 1988 per person, double occupancy.

For those wishing to become PADI certified divers, the *Scuba Certification* package combines theory with pool instruction followed by open-water dives and including use of equipment. Rates are \$456 and \$535 for low and high seasons, per person, double occupancy.

The *Aqua Sampler*, designed for those who love the water both above and below, includes two hours each of windsurfing and Sunfish sailing, and two rounds of waterskiing, in addition to rental of snorkel equipment. Rates are \$310 and \$380 per person, double occupancy, depending on the season.

Dive packages are arranged in conjunction with the H.M.C. Diving Center. Dive sites include the *Bianca C*, a passenger ship which caught fire and sank in 1961,

settling in waters over 100 feet deep off the southwest coast of Grenada. The wreck now shelters giant turtles and sting rays and hundreds of varieties of fish including a famous 350-pound fish which lives in the ship's smokestack.

There is also excellent reef diving in Grenada's waters. Divers can capture the grandeur of these expeditions with Sony underwater cameras which are available for rental.

For more information, contact the Grenada Tourist Office, Suite 701, 141 E. 44th St., New York, NY 10017, tel. (800) 638-0852 or (212) 687-9554. Or contact Grenada Tours and Travel, P.O. Box 46, St. George's, Grenada, tel. (809) 440-3316. □

## SunCoast Inaugurates Guyana route

SunCoast Airlines, Inc., a Fort Lauderdale-based U.S. flag carrier, has inaugurated service from New York's JFK airport to Georgetown, Guyana, with three flights per week.

Byron G. Ellison, chairman and chief executive officer of SunCoast, said that arrangements have now been completed to sell JFK/Guyana tickets from 12 retail outlets in the New York City area centered on the Bronx, the hub of the New York area Guyanese community. Ellison also stated that many of the Christmas flights are booked and several February dates are fully booked. The flights operate Tuesday, Thursday, and Saturday via San Juan, Puerto Rico.

SunCoast operates Boeing 727-100 and 737-300 aircraft in scheduled service between points in the Northeast, Fort Lauderdale, and the Caribbean.

For further information, call (305) 776-1001. □



### ANTILLIAN INTERNATIONAL TRAVEL & TOURISM, INC.

VALID TO 4/15/88

ALL RATES SUBJECT TO CHANGE

#### Curacao Calls Dutch Treat Special

3 NIGHTS FROM MIAMI PRINCESS BEACH CASINO FOR **\$446**

FROM N.Y.C. (JFK) 7 NIGHTS FOR **\$710**  
ALM

#### Aruba from Miami Only

3 NIGHTS FROM **\$556** VIASA  
INCLUDE IN THIS PROGRAM TRANSFER & FULL AMERICAN BREAKFAST  
7 NIGHTS FROM **\$915** HOLIDAY INN

All Rates Per Person Double Occupancy

FROM MIAMI **\$735** FROM N.Y.C. (JFK) **\$815**  
Bonaire FLAMINGO ALM

PACKAGES INCLUDE: Airfare/Hotel Accommodation, Room Taxes & Service Charge Plus Other Features CALL FOR DETAILS

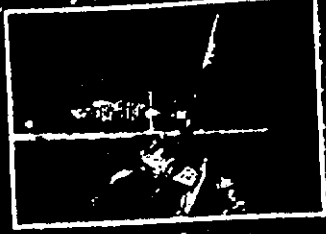
Cont. Us. 800-821-7747

Florida 800-421-1440

...talk about environmental control. We want development, but we want development of a certain kind."

Richard Pechman, the director of hotel openings for Premier Resorts and Hotels, based in Miami, said, although he has heard similar comments regarding the size of the hotel, government officials of Trinidad and Tobago, including Gordon, minister of industry, enterprise and tourism, have embraced the project.

"When you have something in an underdeveloped, pristine Caribbean country, you will have people there who want to keep it to themselves," Pechman said. "My understanding of the background is that Trinidad and Tobago were really behind in tourism two years ago. Prior to that, the thinking was to keep Tobago to themselves as a vacation spot for



Aruba



Freeport/Lucaya



Paradise Island



**SALES  
BULLETIN  
CARIBBEAN**

- Three Resorts International Paradise Island properties—Paradise Island Resort & Casino, Ocean Club and Paradise Beach Resort—promote honeymoon packages, effective April 10 through Dec. 21, with reduced rates in June, September and October. (800) 321-3000.
- Tryall Golf, Tennis and Beach Club in Jamaica sells three-, four- and seven-night off-season packages, effective May 1 through Oct. 31. (800) 336-4571.
- Nine Divi Resorts in the Caribbean market four-day/three-night honeymoon packages from \$279 to \$491, effective April 10 through Dec. 23. (800) 367-3484.
- Ramada Renaissance Hotel in St. George's, Grenada, promotes packages for honeymooners, the 50-plus market and water sports enthusiasts, effective April 15 through Dec. 14. (800) 228-9898.
- Three Sandals Resorts in Montego Bay, Jamaica, promote "Great Egg Hunt" April 4 with prizes including a free week's return visit. (800) 327-1991.

## Greater Antilles



Stouffer's seeks five-star property status.

### Stouffer Sets \$5M Resort Upgrade

SOLON, Ohio — The Stouffer Grand Beach Resort on St. Thomas has announced it will spend an additional \$5 million this year to upgrade the property to five-star status.

The 290-room resort spent \$2 million in 1987 on various projects, including refurbishment of its 1,000-foot beach, new water sports equipment and the conversion of all dou-

ble beds to queen-size beds.

This year, the resort plans to spend \$1.8 million on a landscaping and lighting program to make the resort resemble "a lush, tropical rain forest," said Jacques Bourgeois, senior vice president of operations.

The resort will also refurbish its two restaurants, construct a new pool bar, and add a health club.

## British West Indies

### Hyatt Targets Group Business

NEW YORK — The year-old Hyatt Regency Grand Cayman has completed its \$1.5 million Hyatt Britannia Beach Club and has begun an effort to attract more group business.

The beach club, part of the resort's 90-acre Village of Britannia community, adds a new seafood restaurant, cocktail lounge and fresh-water swimming pool to the resort's existing beachfront facilities.

#### Tram service

The club is located on a privately owned stretch of Seven Mile Beach and is connected to other areas of the resort by regular tram service.

The 236-room hotel is also offering a three-night "Fun in the Sun" group package from June 1 to Sept. 30 priced at \$238 per person, double, EP, based on groups booking 10 or more rooms.

The group market is becoming an increasingly important



The Hyatt Regency Grand Cayman.

one for the resort, according to Bob Wentworth, director of sales. Groups currently make up 30% of the resort's overall business, he said.

Hyatt's corporate marketing efforts, which have been geared strongly toward its resort division over the last year, is helping to attract "up-scale" incentive and other groups "that wouldn't have come [to Grand Cayman] before. There were no facilities for them," Wentworth said.

The Hyatt also offers golf, diving, honeymoon and "vacation escape" packages.

The resort offers a full range of water sports through its Nick's Aqua Sports operation, a nine-hole golf course designed by Jack Nicklaus, two lighted tennis courts, a one-third acre swimming pool and three restaurants.

For information and reservations, contact Hyatt at 800-228-9000 or the property at Seven Mile Beach, Grand Cayman, British West Indies; 809-949-1234; telex: 0293 4334 HYATT CI.

### Dial G For Grenada

NEW YORK — The U.S. office of the Grenada Department of Tourism has set up a toll-free information number, 800-638-0852, available Monday to Friday from 9 a.m. to 5 p.m., Eastern time.

The number in New York State remains 212-687-9554.

# SENSUAL

Each day, the sun smiles down on our 38 secluded beaches. Trade winds bring in seductive breezes from the sea. And visitors enjoy exotic fruits aboard our Floating Market. Endless dazzling choices, too. Restaurants to delight any palate. World-renowned scuba in a spectacular Underwater Park. Shopping, gambling, windsurfing and so much more, Curaçao. If we spell sensual in our own unique way, it's because we have a style all our own.

# CURACAO

Charm with a Dutch accent

For details contact The Curaçao Tourist Board,  
400 Madison Avenue, NY, NY 10017 (212) 751-8266 or (800) 332-8266

# ...s to meet in Curacao for world title

## Hilton, Hyatt design Puerto Rican packages

Entry fees are \$100 for pros and \$40 for amateurs, with deadline for filing on May 30. Late entries can be filed for an additional \$25.

For information, contact the Curacao Tourist Board, 400 Madison Ave., Suite 311, New York, N.Y. 10017 or phone 1-800-337-8266.

Hilton International has designed two new packages for 1988—the Caribe Caracas Combo and the Island Hopper.

The Caribe Caracas Combo divides a six-day stay between three days at San Juan's Caribe Hilton International and three days at the Caracas Hilton International. The Island Hopper combines three days at the Caribe with three days at the Hilton International Barbados.

For more information call 1-800-HILTONS.

A variety of new packages are offered by the Hyatt Regency Cerromar Beach resort in Dorado, Puerto Rico, with big savings from June to September, including a free children's day camp and youngster's meals at low prices.

For reservations and information, call Hyatt Worldwide Reservations at 1-800-228-9000.

Continental Airlines will begin daily service to Honduras, Guatemala and Belize on June 1 in addition to daily service between Miami, Cancun and Merida, Mexico.

For more information call Continental Airlines.

From July 8 through Sept. 6, BWA International will offer daily service from New York's JFK International Airport to Grenada, direct on Mondays, Wednesdays and Fridays and with a change of planes in Antigua on other days.

For more information call 1-800-327-7401.

Trelawny Beach Hotel in Palmetto Beach, S.C.

Please turn to Page 10



Free supervised day camps are provided at the Hyatt Regency Cerromar Beach and Hyatt Dorado Beach hotels in Puerto Rico

# NETWORK

JRS PRESENT...

"RDABLE FLINGS"

279 - \$499

Includes • Roundtrip flights • Transfers • Island representative • Island savings.

NASSAU

Lipson House from \$289  
Dinner & Chammas from \$339

E ISLAND

1 Cove from \$359  
2 Coves from \$369

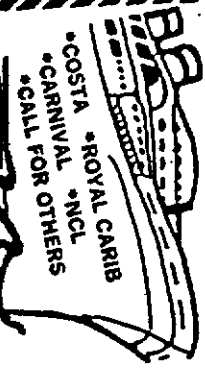


Prices. All prices per person, double occ.

- 4720 ELLIZABETH • 433 Bayway Avenue • (201) 382-7720
- 6100 MIDWOOD • Village of Tinton Falls • (609) 643-6363
- 1400 PARKWAY • Ridge 200 & 818 • (609) 821-7660
- 4000 PARKWAY • Ridge 200 & 818 • (609) 434-5535
- 4000 PARKWAY • Ridge 200 & 818 • (609) 434-5535
- 3300 TOMAS RIVER • 28 Hwy 37W Steen Rd • (201) 240-8200
- 3300 TOMAS RIVER • 28 Hwy 37W Steen Rd • (201) 240-8200
- 3300 WEST LAUREL • 1402 Union Vv. Rd. • (201) 728-7110
- 3300 WEST LAUREL • 1402 Union Vv. Rd. • (201) 728-7110
- 5700 SURESHIRE • 661 Broad Street • (201) 530-7778
- 5700 SURESHIRE • 661 Broad Street • (201) 530-7778

Don't Miss The Boat!

FOR SPECIAL DATES



- \* COSTA
- \* ROYAL CARIB
- \* CARNIVAL
- \* NCL
- \* CALL FOR OTHERS

TRAVEL NETWORK

CRUISE CENTER

533-0300

44 So. Livingston Ave., Livingston

# BERMUDA



A R R A T T T T T T T P I A C F N T T W F

## THE CARIBBEAN

### Aruba: All-inclusive Bushiri announces summer rates

Aruba's *Bushiri Beach Resort* has released its summer rate schedule, announced Ellis Dania, Bushiri's general manager.

The island resort, which recently opened a new 100-room wing, will provide its standard accommodations for \$70 per person, double occupancy from April 10 through June 24, and from September 5 through November 18, 1988. From June 25 through September 4 and from November 10 through December 23, 1988 there is an additional \$10 per person, per night charge.

The resort's rates include airport-to-hotel transfers, accommodations, all meals, hors d'oeuvres and late-night snacks, unlimited alcoholic and non-alcoholic beverages, nightly live entertainment and dancing, tennis, water-sports, a supervised children's program, sightseeing and shopping excursions, boat trips, and all tips.

This summer, in a room specially designed for the activity, the *Bushiri* will offer a full program of supervised aerobics. For those who prefer a more substantial exercise regimen, the resort has opened a fully-equipped gymnasium. Language, arts and crafts, dancing and other instructional activities for guests are offered daily.

For further information on the *Bushiri Beach Resort*, call Sari Schwartz at (800) 622-7836 or (203) 847-1642 (CT). □

### SuperClubs honeymoons are on the house

SuperClubs, the all-inclusive Caribbean-based hotel chain, has expanded its popular *Honeymoon on the House* program to include all five of its resorts in Jamaica and St. Lucia.

The program, which began in 1985 at *Couples, Jamaica*, consists of a monthly draw of honeymooners who have stayed at the property, with one lucky couple winning a cash prize of a full refund for the land portion of their trip. The expansion of the program means that newlyweds staying at *Hedonism II, Jamaica, Jamaica, Boscobel Beach, and Couples St. Lucia* will have the chance to win back the cost of their hotel stay, courtesy of SuperClubs. Travel agents also win with *Honeymoon on the House* since the winning couple's agent will receive a \$200 bonus check.

"We have experienced a dramatic increase in the number of newlyweds who have selected one of our properties for their honeymoon," commented Frank Rance, vice president of SuperClubs. "The expansion of the program will give more couples the opportunity to win, in addition to providing the travel agent with an incentive to suggest a SuperClub," he concluded.

A vacation for two at SuperClubs resorts ranges from \$1,680 to \$3,980. For reservations and information, contact International Lifestyles at (800) 858-8009 or (516) 868-6924. □

### Club Perillo guests enjoy private show

The best known and loved performer in all of the Bahamas puts on a scorchingly hot show for *Club Perillo* members each week.

While club members feast on a sumptuous native buffet, "Count" Bernadino whips the crowd into a frenzy with his Bahamian melodies and outrageous humor.

The show also features exotic dancers, "Hot and Spicy" and the backbreaking limbo work of "Dennis the Menace". Even Mario Perillo's son Stephen makes an occasional guest appearance on the steel drum!

*Club Perillo* sells over 30,000 packages to Nassau year-round. It features round-trip Pan Am air, deluxe accommodations at *Resorts International*, all meals, dinner wines, tips, taxes and transfers. Packages start at \$699 for five days/four nights.

For further information on *Club Perillo/Nassau* or on their Caribbean Cruises and Italy tours, contact Perillo Tours, 577 Chestnut Ridge Road, Woodcliff Lake, NJ 07675, tel. (800) 431-1515 or (201) 307-1234 (NJ). □

### Grenada: Martins' summer rates

Grenada Holidays, owned and operated by Martins Vacations, Inc., recently announced an advance preview of their summer rates to the island of Grenada.

For as low as \$329, travelers can spend three nights at the *Hibiscus* or *No Problem Apartments*, including round-trip air from Miami on BWIA and round-trip transfers. The highest rate for three nights is for a beach suite at *Spice Island* for \$469.

Four-night and seven-night packages are available, as are extra nights. There is a \$25 surcharge for travel on weekends. These rates are good through December 15, 1988.

For more information, call Martins Vacations, Inc. at (800) 841-1441, (800) 762-3636 (FL), or (305) 594-4561 in Miami. □



# Hotel Round-Up

## Divi Resorts' in-house ad agency wins two advertising awards

Divi Resorts and Upstate Advertising, the company's in-house ad agency, received two prestigious awards at the annual Caribbean Hotel Association/Hotel & Travel Index (CHA/HTI) Advertising Awards luncheon, held recently in Aruba. Two second-place awards were presented to Divi—one for the comprehensive *Divi Resorts Guide*, and the other for a consumer/trade ad.



CATHERINE (CANDE)  
BLANTON

This news comes on the heels of the recent promotion of Catherine (Cande) Carroll Blanton, head of Upstate Advertising, to *corporate director of advertising and promotion*.

Blanton joined Divi Resorts in 1984 as general manager, Upstate Advertising—a department which has grown dramatically since that time to keep pace with the company's rapid expansion. As department head, she is responsible for researching, planning and implementing advertising for the corporation.

Divi Hotels Marketing, Inc. is headquartered at 54 Gunderman Road, Ithaca, NY 14850, tel. (800) 367-3484 or (607) 277-3484. □

**MARRIOTT SUITES NEWPORT BEACH** is Marriott's 18th hotel in California. The all-suite property is located at 500 Bayview Circle, at the intersection of Bayview Way and Jamboree Road, and is the company's third upscale, all-suite hotel. For reservations, call (800) 228-9290. □

**HORSE SHOE BEACH HOTEL**, Grenada, is offering its seven-night *Summer Fun Package* through November 15, priced from \$500 per person, double. The package includes accommodations, modified American meal plan, and activities.

The hotel offers 18 cottage-style rooms with telephone, kitchenette and four-poster beds, as well as a pool.

For reservations and information, contact International Travel and Resorts, Inc. (ITR), 25 West 39th Street, New York, NY 10018, tel. (800) 223-9815 or (212) 840-6636. □

**LOEWS MONTE-CARLO** and **LOEWS LA NAPOULE**, Monte Carlo, are offering a special *Family Plan*.

For one price, guests will enjoy the famed Cote d'Azur . . . accommodations literally on the Riviera as both properties are built directly on the sea; breakfast and dinner in the hotels' restaurants (at *Loews Monte-Carlo* this even includes the show and dancing at *Le Folie Russe*), unlimited use of the Spa at *Loews Monte-Carlo* and free tennis at *Loews La Napoule*. Service charges are included and value added tax is additional.

Prices are from \$297 (*Loews Monte-Carlo*) and from \$245 (*Loews La Napoule*) daily, double room including breakfast, dinner, use of spa, tennis, and night show and dancing.

For reservations, call (800) 223-0888 or (800) 522-5455 (NY). □

**LA QUINTA BEACH RESORT**, Aruba, has chosen International Travel & Resorts as its North American representative.

The 24-unit all-suite property is set in a garden, and all units are furnished with VHS video player, two color TV sets in each room, direct dial telephones, microwave oven, and kitchen appliances and utensils.

Prices are from \$80, and three-, four- and eight-night packages are available from \$326 including airfare out of Miami.

For reservations and information, contact International Travel and Resorts, Inc. (ITR), 25 West 39th Street, New York, NY 10018, tel. (800) 223-9815 or (212) 840-6636. □

The **WESTIN KAUAI**, Hawaii, has appointed former tennis champion Nancy Chaffee Kiner as a corporate sports consultant for the 800-acre property.

In commenting on *The Westin Kauai*, Chaffee Kiner observed, "Not only are the tennis facilities among the best I have ever played, but I find the beauty and weather of the island very appealing."

*The Westin Kauai* features an exotic animal preserve; a \$2.5 million dollar oriental art collection; 110 Clydesdale horses; 40 landau carriages; a fleet of Venetian mahogany launches and outrigger canoes; two shopping villages; 11 restaurants and lounges; the largest swimming pool in Hawaii; a 90-foot geyser; five Jacuzzis; beachfront with watersports activities; a health spa; a tennis center with stadium seating 600; two 18-hole golf courses; and complete meeting, convention and banquet facilities.

For reservations, call (800) 228-3000. □

# Preparation for the 21st Century Tourist Is Advised

BY IRVINE REID

■ BRIDGETOWN — Tourism officials here and elsewhere in the Caribbean must now begin to plan for the tourist of the 21st century, according to Neville Nicholls, president of the Caribbean Development Bank.

Those in the industry should "be asking ourselves whether the tourism plants which we erected several years ago have already become or are about to become obsolete," he said at the annual general meeting of the Barbados Hotel Association.

"Are we planning for change, or are we merely sitting back and saying that what we currently offer is what our potential customers must be prepared to consume?"

"Other tourist destinations, believe me, are addressing such issues," Nicholls said.

"They are considering what designs future hotel establishments will need to have and what services they will have to provide.

"They are, for example," he said, "wondering whether the vacationer who is selecting a resort hotel in the year 2001 will only choose one which offers her — and perhaps her husband and only child — their own personal Jacuzzi installed in their room.

"Will they require the hotel architecture to convey the impression that each room or suite is in the wide open spaces and close to nature?"

"I do not know the answer to these questions," Nicholls

said. "I do know though, that it is not too early for the hotel industry to start some long range planning."

Nicholls also said he believes that the tourism industry in the Caribbean and Barbados in particular "has been performing below its potential.

"As economists would say, the sector is producing at a level below its production possibility frontier," he said.

Occupancy rates, he told

the hoteliers, look strong compared with other regions of the world, but he does not consider them to be indicative of the hotel situation in the Caribbean.

He suggested that more properties, particularly the smaller, owner-managed hotels with marginal profitability, should consider shifting their focus from the lower to the upper end of the market.

"The Rolls Royce products appear to offer better oppor-

unities for profit — in spite of higher capital costs and operating expenses," he said.

Of course, Nicholls added, such properties must keep in mind that in order to attract a higher-priced clientele, a higher quality product must be delivered.

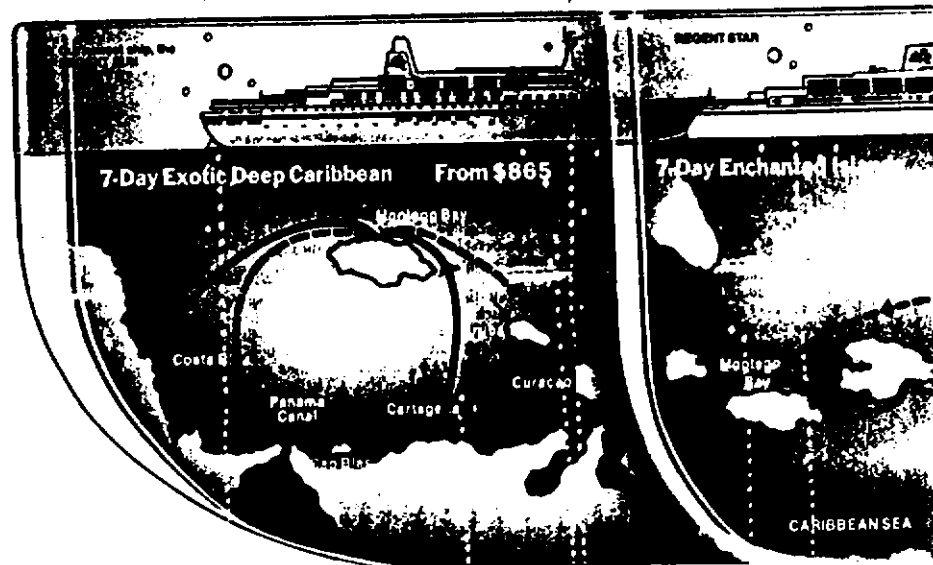
Nicholls proposed the establishment of a regional trade financing facility to help evaluate tour operators and discount hoteliers' invoices to tour operators as a means of

improving cash flow to hoteliers and securing an insurance premium for such transactions.

He said about 1,200 tourist accommodation establishments are in the region. That may be enough, he suggested, to be the basis for some sort of mutual insurance plan.

The hotel association at the meeting asked the Barbados-based Caribbean Tourism Research and Development Center and the Caribbean Development Bank to study the long-term prospects of tourism in the region.

## Regency Launches Another Great Ship More Fabulous



### Grenada Visits Increase 12%

■ ST. GEORGE'S, Grenada — Stayover visitors in Grenada rose 12% during the first half of this year, from January to June, according to the Grenada Department of Tourism.

A record-breaking total of 29,048 people visited the Caribbean island, representing an increase from the 25,952 tourists recorded for the same period in 1987.

Of this total, 7,564 were from the U.S., compared to 5,845 in the first six months of 1987. This represents a 29.4% increase.

The number of Canadian visitors was up as well, from 1,432 in the first-half of '87 to 1,647 this year, a 15% increase.

Grenada is continuing to see a steady rise in the number of tourists. By year's end, U.S. figures are expected to nearly double 1984 totals.

For details on Grenada, contact the Grenada Tourist Department, 141 E. 44th St., Suite 701, New York 10017; (800) 638-0852 or (212) 687-9554 in New York state.

CG TRAVEL WEEKLY □ AUGUST 15, 1988

### Celebrate Our Exciting Lineup: Oct. '88-Sept. '89

Your clients will explore some of the Caribbean's most beautiful and fascinating ports of call on one of our three captivating itineraries.

They can choose one of our ever-popular Exotic Deep Caribbean cruises from Montego Bay, featuring a partial transit of the Panama Canal, or sail on one of our new Enchanted Islands cruises to the Eastern Caribbean departing from Tampa, San Juan or Montego Bay.

All of these fabulous 7-day itineraries are offered at remarkably low rates, and include free or reduced air from many cities.

### Celebrate Regency Style

From the moment your clients step aboard, they'll experience Regency's extra values...our Regency style, our special way of doing things.

### Celebrate Our Newest Ship!

Such an exciting lineup of itineraries deserves a fleet of ships to match! The newest addition to our fleet, the gleaming white REGENT SUN, continues Regency's proud tradition of service, style and comfort.

The handsome decor of this stately cruise ship features vibrant colors complemented by rich burnished wood accents. She has wide, open decks, stabilizers to assure smooth sailing and a magical aura of fun and excitement.

The REGENT SUN joins our fleet on Dec. 9, 1988 on her maiden Exotic Deep Caribbean sailing from Montego Bay.

It's in our outstanding European service, friendly professional staff and crew, fine Continental cuisine, spacious staterooms, fun-filled activities day and night — and in our exciting ports of call.

Regency's 7-day itineraries really set us apart.



**Bahamas winner**

*Selling the Bahamas paid off for travel counsellor Sarah Pickup who recently won five \$1,000 bills. Above she is awarded the prize by Raymond Dames of the Bahamas Tourist Office in Toronto. Pickup was the first \$5,000 winner in the 1988 Bahamas Discovery Sweepstakes.*

**Grenada breaking tourism records**

**GRENADA'S** tourism industry is now setting records as it bounces back from the days of the U.S. intervention.

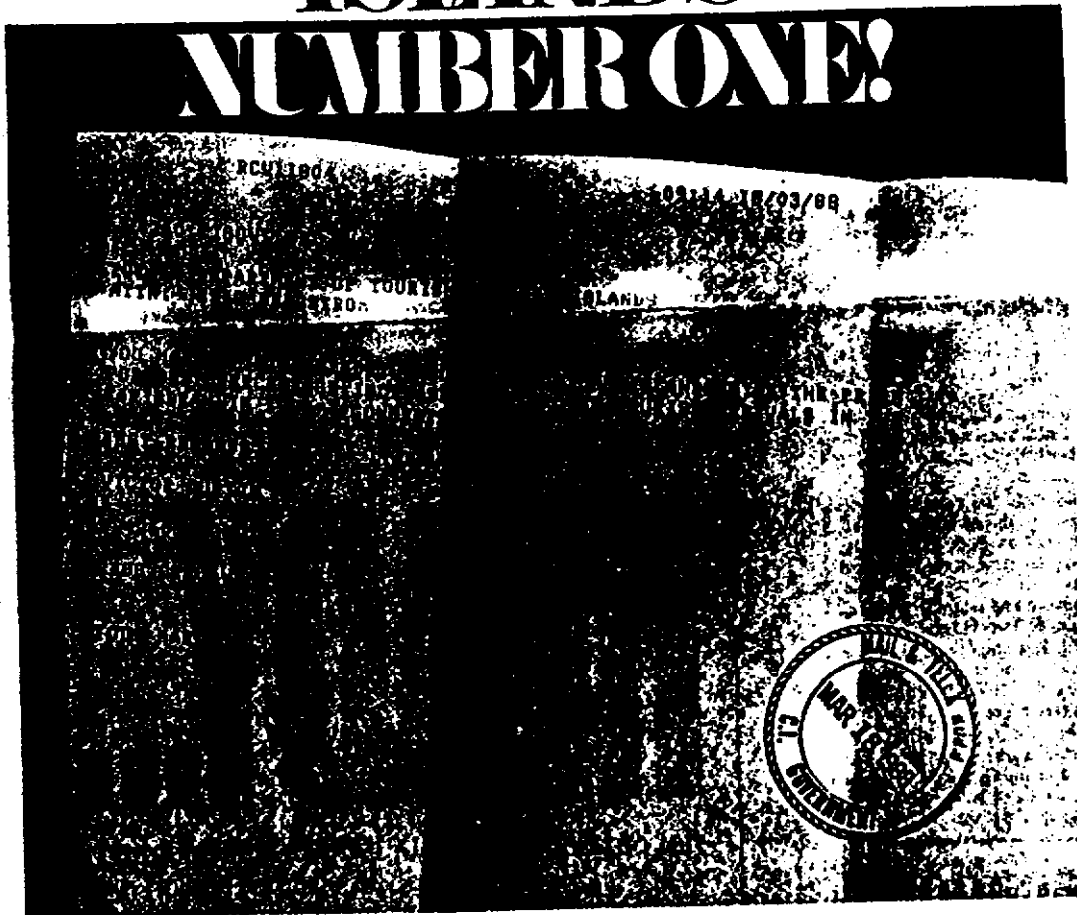
Stayover visitors during the first six months of the year increased 12 percent to a record-breaking 29,048 up from the 25,952 during the same period in 1987.

Canadian visitors showed a 15 percent increase to 1,647 from 1,432 during the first half of last year. But the big increase came in U.S. visitors who numbered 7,564, up 29.4 percent from the previous year. Tourism officials are projecting that U.S. visitors for the year will be double what they were in 1984.

More information is available from the Grenada National Tourist Office, 439 University Ave., Suite 828, Toronto, Ont. M5G 1Y8; telephone (416) 595-1339.

**CAYMAN ISLANDS**

**NUMBER ONE!**



**"Those who sell us, love us."**

Cayman Islands tourism is increasing by leaps and bounds. In fact, the Caribbean Tourism Research and Development Centre (CTRC) recently informed us that our islands showed the highest percentage increase for tourist arrivals in the entire Caribbean in 1987!



Whatever the secret of our success, we're grateful for the role the travel trade has played in helping us grow. We'll continue to work hard to support your efforts, via our advertising and marketing campaign. Thanks for helping make us number one!

**CAYMAN ISLANDS**

For sales information, call 416-485-1550  
For Cayman Airways Reservations, call 1-800-441-3003

**Discovery now offers Aruba windsurfing**

**DISCOVERY** Tours is now offering windsurfing packages to Aruba.

All programs include round trip air from Toronto, air-conditioned accommodation and unlimited sailboard use.

Three properties are being offered—the Bushiri Beach Resort at Can\$1,439 per person, double occupancy on an all-inclusive basis; the Manchebo Beach Resort from \$1,299 per person, double occupancy, EP and the Vistamar Apartments from \$1,129. A full week of windsurfing instruction is available at a prepaid rate of Can\$85.

Brochures and more information are available from 636-4727 in Toronto; 1-800-263-1414 in Ontario and Quebec and 1-800-268-7960 in the rest of Canada.

**New 4-color brochure on Antigua hotels**

**THE ANTIGUA** Hotels & Tourist Association is distributing a four-color brochure called Antigua—The Heart of the Caribbean which lists the 1988 rates for 31 of its hotel, apartment and guest house members.

Also included is basic tourist information on travel to and within Antigua as well as a comprehensive overview of each property, its amenities, facilities and rates for the season.

Information in the brochure includes a list detailing the number of rooms, rates, meal plans, type of room and amenities. Activities available at each location such as water sports, golf, pool and proximity to other attractions are also listed.

Copies of the brochure may be obtained by contacting the Antigua and Barbuda Department of Tourism & Trade, 60 St. Clair Ave. East, Suite 205, Toronto, Ont. M4T 1N5; telephone (416) 961-3085.

## Savoy Resorts announces all-inclusive plan at Winding Bay Beach Resort, Bahamas

Winding Bay Beach Resort, Savoy Resorts' luxurious 36-room resort in Eleuthera, Bahamas, will open as an all-inclusive property on November 18, 1988. Situated on 2½ miles of secluded private beach on a lagoon, and nestled in a palm grove garden just seven miles from Rock Sound Airport, *Winding Bay Beach Resort* caters to couples, singles and families.

The one-price policy at the hotel includes: deluxe air-conditioned accommodations with patio; breakfast, lunch and dinner; beer, bar drinks, house wine with lunch and dinner; a full array of watersports, including windsurfing, sunfish sailing and snorkeling; activities program including volleyball, croquet, shuffle board, badminton, horseshoes, ping pong, backgammon, and other games; game room with VCR/Screen Video Player; tennis; fresh water pool; complimentary chaise lounges; daily and nightly organized activities; bicycling, jogging; evening entertainment; all taxes and service charges—and no tipping.

Prices, per person, from November 18–December 14, 1988, and from December 31–January 14, 1989, begin at \$345 for three nights (p.p.d.o.). Children, three–12, add \$35 per day. Extra night available at charge. Bookings are fully commissionable.

For more information, contact: Savoy Resorts, 212/661-4540, 800/223-1588. □

## Coyaba Hotel expands within a year of its debut

The Coyaba Hotel, Grenada, West Indies, which opened in August 1987, is increasing its number of rooms 40%, from 30 to 42. In addition, the present restaurant is being enlarged to seat 75 and another restaurant for breakfast and luncheon service seating 80 is being built.

Other expansion plans, to be completed by December 1988, include extending the swimming pool deck and the pool bar and adding an entertainment pavilion/dance floor, shuffleboard and beach tennis.

Other expansion plans, scheduled for completion in 1990 on adjacent acreage, include the addition of 48 self-contained units with kitchen, sitting area and patio or balcony, meeting facilities for up to 200, dining for 150 more, additional shops and squash court.

Sports presently available include tennis on a Laykold court, volleyball and an extensive range of watersports offered by the on-site H.M.C. Diving Centre.

Coyaba is located on a two-and-a-half acre site at Grenada's two-mile-long Grand Anse beach, seven minutes from the island's capital, St. George's and seven minutes from the Point Salines International Airport. Rates from now through December 15, 1988, are \$75, EP, per couple.

For more information, contact: International Travel and Resorts, Inc., 25 West 39th St., New York, NY 10018, 212/840-6636 (NY), 800/CALL-GND (NAT); Coyaba, P.O. Box 336, St. George's, Grenada, West Indies, 809/444-4120. □

## Pineapple Beach Club building meeting facilities

The all-inclusive Pineapple Beach Club, Antigua, is building a 50 by 25 foot conference room with ocean views that will have state-of-the-art audio visual equipment.

"We have had so many requests for meeting, banquet and cocktail party facilities that it was inevitable we would have to build one," said Bob Barrett, owner. "The best feature of the new conference room will be its location. It's very private, about 300 feet away from the hotel," he said. It will be complete November 1.

Surrounding the facility will be a 12-foot deck with spectacular views of the Caribbean. There will also be a private patio for barbecues. The room will be completely air-conditioned and able to accommodate approximately 100 persons.

*Pineapple Beach Club*, which debuted on Antigua two years ago, has already become one of the island's most successful resorts. Set on a long, sandy crescent-shaped beach, the property has 70 rooms and an assortment of watersports facilities.

For more information, contact: International Travel & Resorts, Inc. (ITR), 25 West 39th St., New York, NY 10018; 212/840-6636, 800/223-9815. □

## Let your clients surrender.

Introducing Fantasy Resort. Where singles, couples and the young-at-heart can discover all the vacation pleasures they seek. All surprisingly inexpensive.

Nestled in the heart of Montego Bay, Fantasy Resort is a place where every day is a celebration of the senses. Where people smile with their eyes and embrace you with their voices. And where you can explore the magic of Jamaica.

Everything you could ask for is only a step away—great shopping, water sports, tennis, sightseeing, and more. Fantasy Resort is where you can feel the caress of

the tropical breeze from your own private balcony. Bask in the sun by a sparkling fresh water pool. Wine and dine under the stars. Enjoy spectacular night life. And disco 'til dawn.

Fantasy Resort. A place where, for once in your life, you can surrender to pleasure. For more information and reservations, call 1-800-433-4643.



**FANTASY**  
RESORT MONTGEO BAY JAMAICA

Gloucester Avenue, Box 161,  
Montego Bay, Jamaica, W.I. (JMU9)  
952-4150. Fax (809) 952-0020. Telex 5566 FANTASY JA.

erages, sports and entertainment. Rates for three nights start at \$599, for seven nights, \$999; the package is available through December 16. Call (800) 222-0939 for details.

► **Scuba divers take note:** Now at sea in Grenada, Virgo Watersports at Horse Shoe Beach Hotel offers a dozen water activities such as water skiing, parasailing, deep-sea fishing and windsurfing, along with superb diving. Resort courses and PADI certification are available. For more information, call Virgo Watersports at (809) 444-4410/4244.

► **A Papiamento Primer:** The curious mix of Portuguese, Spanish, Dutch, English, French and Indian and African dialects that is commonly spoken in the Netherlands Antilles is

now being taught twice weekly to guests at the Curaçao Caribbean Hotel Casino. Papiamento originally developed during the 18th century as a means of communication among slaves and their masters. Today it is the common language of Bonaire, Aruba and Curaçao. For reservations at the Curaçao Caribbean, call (800) 444-1010. *Bon suerte* (good luck).

► **Anthro buffs head for Anguilla.** Two American scientists have discovered the bones of an extinct giant rodent, *Amblyrhiza Inundata*, believed to have roamed the island 10,000 to 70,000 years ago. After the large bones are studied and dated in the U.S., an accurate, full-scale replica of the goat-sized creature will be sent back to Anguilla for display in the

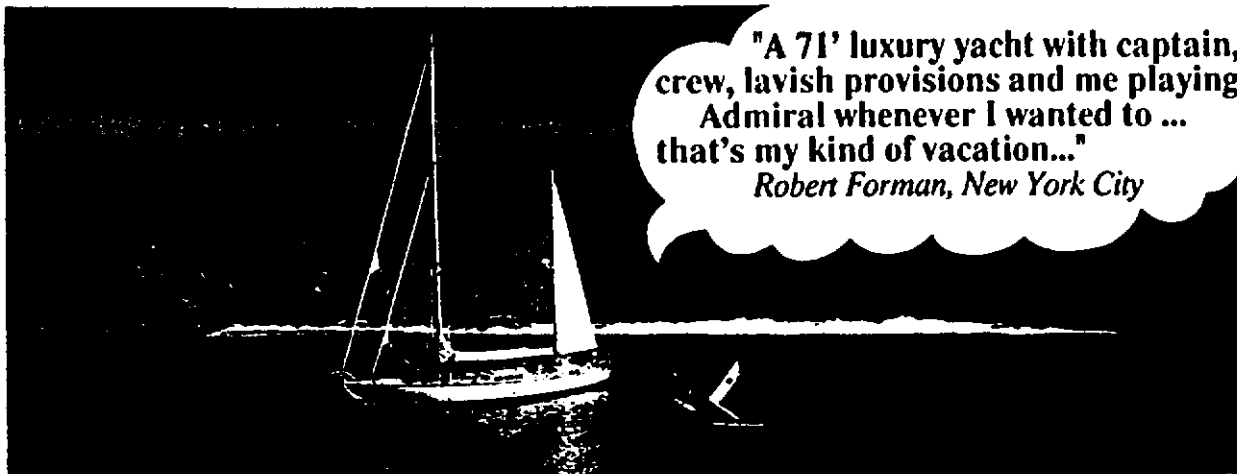
Anguilla National Museum, scheduled to open later this year.

► **Historic St. Louis, on St. Martin** that is, is undergoing restoration by the island's Historic and Cultural Foundation. Perched on a mountain overlooking Marigot, the fort has been cleaned and 99 steps have been built for easy access. The foundation plans to rebuild the powder magazines, some fortifications and re-install original cannons to their commanding positions over Marigot Bay.

► **Going for the gold medals** at Barbados's recent Hotel and Restaurant Dining Festival were Brown Sugar in the restaurant category and Treasure Beach, Cobbler's Cove, Sandy Lane and Grand Barbados in the hotel cate-

gories. Presiding over the event were 10 culinary experts from the U.S., U.K., Canada and Bermuda, who dined incognito at 26 different hotels and restaurants.

► **Pardon the dust at the Americana Aruba Hotel** and you may be in for the bargain of your life. Its Construction Plan package offers rooms for \$27.50 per night during a three-night minimum stay. The package includes fresh fruit in a construction hard hat, T-shirts and free tennis—when the courts are completed. After its \$25 million expansion, the Americana will feature a new 213-room guest tower, a health club, four tennis courts and a "mega-pool" with built-in current and waterfalls. For reservations, call (800) 223-1588 or (212) 661-4540.



"A 71' luxury yacht with captain, crew, lavish provisions and me playing Admiral whenever I wanted to ... that's my kind of vacation..."

*Robert Forman, New York City*

CHARTER YACHT GOLDEN DRUM, ST. JOHN, USVI

JIM RAYCROFT

It's the kind of vacation you take for a week and talk about for a lifetime. It's poetry, it's luxury, it's incredible food and service with a crew that acts as bartender, chef, snorkeling instructor, windsurfing instructor and your own personal host to the islands.

And it's peace of mind that everything you want in your vacation will be delivered, including your favorite foods and wines. Why, because Regency is the largest, most experienced charter service in the Caribbean. Our headquarters are right on the dock at Yacht Haven Marina in St. Thomas, U.S.V.I. We know the Captains, we know the crews, we know the boats and we can match you up with exactly the right combination. We're there where you need us and when you need us.

We have a large fleet of sailing yachts and motor yachts, fully crewed and outfitted. Depending on your choice, the cost of a Regency vacation runs from \$900 per person, per week, all inclusive. Call us, tell us what your heart desires and we'll arrange for everything. Robert Forman and his family did.

**Regency**

Regency International  
Yacht Vacations

P.O. Box 9997, St. Thomas  
U.S. Virgin Islands 00801  
(809) 776-5950

Telex: ITT3470159

365 Thames St., Newport  
Rhode Island 02840  
(401) 848-5599

**800-524-7676**

snap a woman carrying a case of Coke or Carib on her head"). And for intellectuals who want to match wits with café society, Martinique's art galleries, *haute couture* shopping and nightclubs are recommended—with more than a few French restaurants, cafés and *salons de thé* sandwiched in between.

Jamaica's golf clubs find their way into the golf chapter, complete with course layouts—holes, pars and terrains. Likewise, golf accommodations (none of which falls below the "WICKED PRICEY" range) include comments on guest rosters, from the Kennedy clan to the convention crowd.

The outdoors section recommends various hikes. In Dominica you're guided through weather changes, across an aqueduct and to a crater lake whose water "is a milky white and it is boiling." In Grenada you're dared to jump waterfalls. In St. Lucia you're led on treks through bird-rich nature preserves. And for those who think roughing it means Sanka instead of brewed decaf, Runge recommends St. John's Cinnamon Bay Campground and Maho Bay Camps.

Finally, the hip option—with subtleties like "Slumming It On Mustique" and "Attitudes and Fabulousness on St. Bart's"—presents Runge's tongue-in-cheek observations for those who must have it all. Runge berates the whiteness of St. Bart's population and marvels at the island's "cosmic alternative" zodiac hotel. He reluctantly shares the secrets of untainted Bequia and offers tips on negotiating taxi prices on St. Vincent.

Whether you're looking for a hip trip or just want to conjure up Caribbean fantasies, *Rum and Reggae* promises one thing—you'll get what you asked for.

—Amy McAllister

## Tropic Cooking: Can Do

*Tropic Cooking: The New Cuisine from Florida and the Islands of the Caribbean* (Ten Speed Press, Berkeley, \$12.95) tantalizes readers enough to send them careening for the blender—mango in one hand, rum in the other—for a quick island fix. How can

one possibly choose among the Tropical Kiss, Winged Moped, the Cocoa Sunrise or Carambola Splash? with 37 pages of drink recipes and 350 island-inspired creations in all, author Joyce LaFray Young treats readers to a wealth of information on super-trendy West Indian cuisine and the exotic ingredients that, as she puts it, "contribute flavors that are very distinctly 'island.'"

Smitten by the "new world of tastes and aromas" of Jamaican cuisine on her first trip to the Caribbean, Young began what has become a lifetime passion—scouting out and recording tempting island recipes. She began to seek out renowned island chefs, both professional and amateur, watched them at their magic, and experimented herself. Then Young assembled *Tropic Cooking*.

The book encompasses both traditional and innovative, or "nouvelle," island fare. Just as there has been plenty of borrowing among the French, British and Spanish-flavored islands (with African, East Indian and Chinese influences sprinkled in), Young maintains that Florida has de-

# Discover the Magic of DIVI'S Caribbean



### UNDERWATER BARBADOS

#### Divi Southwinds Beach Resort

Located in Barbados' lively St. Lawrence Gap area, Divi Southwinds features superb beach, three swimming pools and lighted tennis courts. The waters surrounding Barbados harbour exciting wrecks, sea fans and soft corals, offering superb sites to explore, especially for the novice. Resort courses and certifications available.

### DIVE SOUTH OCEAN

#### Divi Bahamas Beach Resort & Country Club

A sports enthusiast's paradise secluded on "the other side of Nassau." Dive South Ocean is within minutes of Nassau/New Providence Island's best dive sites and the breathtaking dropoff of the mile-deep "tongue of the ocean." Spectacular beach, lighted tennis, gorgeous pool ... and championship golf course!

### DIVE DONAIRE

#### Divi Flamingo Beach Resort & Casino

The Caribbean's premier dive resort. Best equipped and staffed scuba training facility in the Caribbean with a full curriculum of dive courses for all levels of skill, including a resort course for the novice. With Photo Donaire and excellent conference facilities, Flamingo is the Caribbean's most complete dive resort.

### DIVE TIARA

#### Divi Tiara Beach Resort

Explore the walls of Cayman Brac and Little Cayman with their multitudes of fish, and the most spectacular barrel sponges to be found anywhere in the Caribbean. Dive Tiara offers you luxury and service like no other. All new Photo Tiara provides underwater photo rentals and instruction in a very unhurried, unhassled atmosphere.

### SEA DANCER

#### Diving Liveaboard

In this still-undiscovered paradise, our 110' liveboard diveboat gives the experienced diver extended diving freedom. Cabins and staterooms are air conditioned with every need of the diver taken into account. Everything's included in our packages: all meals and beverages, diving, and waterports. A one-week exploration aboard Sea Dancer is the dive escape of a lifetime!

*Peter Hughes*  
DIVING & DIVER RESORTS

800-333-3484

Cooperation with Travel Agents and Dive Travel Professionals

Divi Resorts Marketing Inc. 54 Gundersen Road, Ithaca, NY 14850, 607-277-3484

**SUMMER SPECIAL**  
**DIVE SOUTH OCEAN**  
\$279 PER PERSON  
Includes: 4 days/3 nights  
accommodation, meals, drinks,  
equipment, and O2. Tax  
included.

veloped as varied a culinary repertoire. "Because of this grand mix of cooking influences, it is difficult to put labels on the cooking of Florida and the Caribbean islands. There is a common ground to it all, though, and that has to do with the raw materials." A year-round growing season, endless supplies of fresh seafood and abundant spices make both Florida and the Caribbean culinary wonderlands. Some of the book's entries are classic West Indian, while others are products of American innovation. Many come from popular restaurants and hotels throughout the region.

The results of Young's efforts are undeniably fruitful. Even the uninitiated tropical gourmet cannot help but feast his eyes on such recipes as Hot Tuna-Mango Surprise, Coconut Curried Chicken Salad, Cold Banana Soup with Cinnamon Croutons, Chicken Cacao with Avocado Salsa and Cuban Banana Rum Custard Tart.

Not only does Young offer the means of preparation, but she helps novice cooks along the way. "Can Do," a special appendix, goes over the basics: slicing a mango, opening a coconut and handling a red hot pepper without burning the skin. A tropical glossary 15 pages long delves into the meanings of bammie, blugoe and bluff. And a section on tropical substitutions helps readers make the best of being hopelessly far from the nearest supply of fresh callaloo or Swamp cabbage.

The making of *Tropic Cooking* obviously was a labor of love—born of a passion for exotic flavors and a deep regard for local chefs and their traditions. Young includes the names of chefs and island friends who shared their recipes with her. The name Elfreda Clarke, an accomplished Jamaican cook, appears frequently.

Elfreda says that Ackee and Salt Fish is her favorite dish. However, ackee is virtually impossible to come by in the States and there are no good substitutes. But, says Young, her book would be incomplete without it.

"It's always fun to prepare something out of the mainstream," she notes, introducing a Grenadian recipe for Curried Fish and Pigeon Peas in Cucumber Baskets. "Islanders take life easier than most people do, leaving more time for enjoyable pursuits such as indulging in a little creative cookery."

With *Tropic Cooking* in hand, chances are you will too.

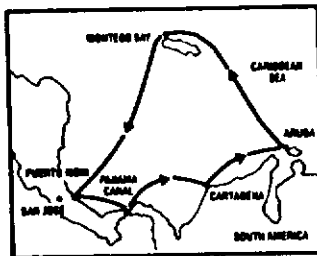
—Sharon Jaffe

## Unique 7-day Panama Canal/Caribbean/South America Cruise.

Every Sunday Regency cruises from Montego Bay to Puerto Moin (Costa Rica), Cartagena and Aruba, highlighted by a dramatic journey into the Panama Canal.

You'll sail in comfort aboard the gracious REGENT SEA or REGENT STAR and enjoy fine continental cuisine and attentive European service. Prices start at only \$995 including free air from select U.S. cities. For reservations, call your travel agent or Regency Cruises at (212) 972-4499.

Prices per person double occupancy.  
Ships' registry: Panama and Bahamas.



REGENCY CRUISES

Please send me your 1988 Caribbean brochure.

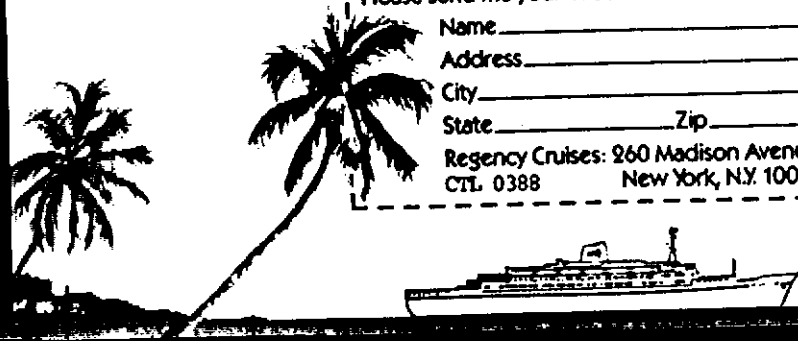
Name \_\_\_\_\_

Address \_\_\_\_\_

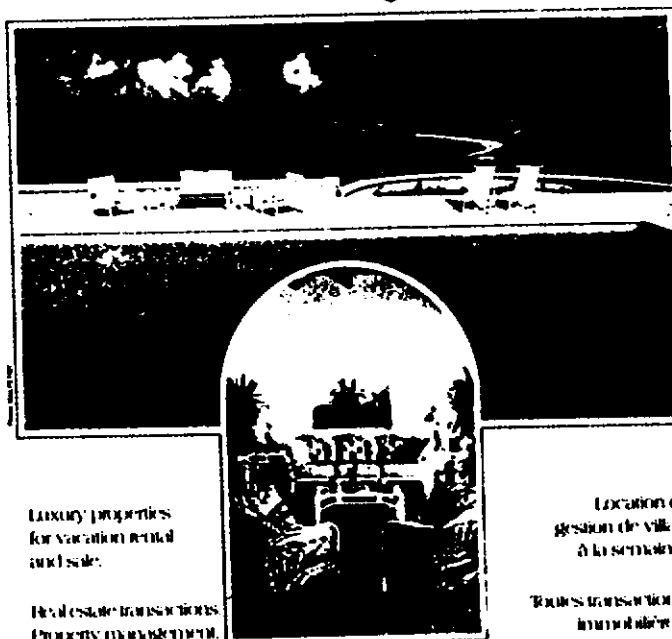
City \_\_\_\_\_

State \_\_\_\_\_ Zip \_\_\_\_\_

Regency Cruises: 260 Madison Avenue  
Ct. 0388 New York, N.Y. 10016



## UNIQUE



Luxury properties  
for vacation rental  
and sale.

Real estate transactions  
Property management.

Location et  
gestion de villas  
à la semaine.

Toutes transactions  
immobilières.

**Carimo**  
AGENCE IMMOBILIERE  
REAL ESTATE AGENCY  
SAINT-MARTIN

## Cruise Glut Prompts Area Port Expansion

BY TERRY BRENNAN

Special to TravelAge Caribbean

**NEW YORK** — The continuing expansion of the already crowded seven-day Caribbean cruise market is prompting an increasing number of Caribbean countries to expand their cruise berth facilities to attract lucrative ship calls.

The Port of Martinique, which completed its current three-ship cruise pier at Fort-de-France just two years ago, is expanding its cruise-berthing facilities by some 40% with a new \$5 million deep-water jetty that will berth up to two ships at the same time.

A spokesman for Martinique said that the new pier will be just two blocks away from downtown Fort-de-France and that the dock is scheduled to be completed before the end of the year.

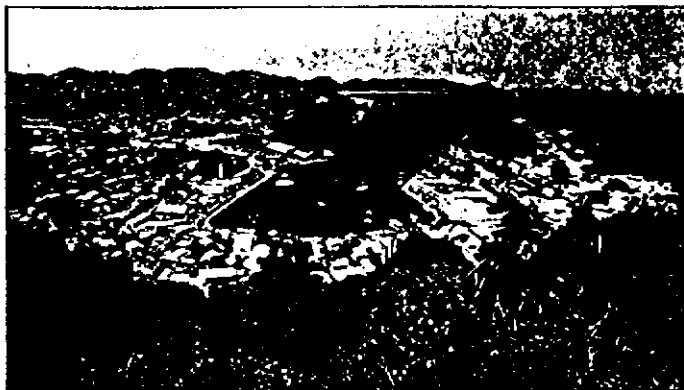
### Sharp upturn

He said that 367 passenger cruise ships called at Fort-de-France during the entire 1986 calendar year, and estimated an increase of more than 30% in 1987. No 1988 figures were available.

The spokesman also said that the new pier will be more convenient for cruise passengers because the current docking facilities are a five-minute taxi ride from downtown Fort-de-France on the other side of the main harbor.

In Grenada, the Port Authority has given final approval for a major port expansion project at St. George's Harbour that is expected to more than double the port's cruise berthing facilities upon completion in several years. Gertrude Protain, marketing manager for cruise ship development, said the project will expand the current two cruise berths to an additional three or four berths.

Protain said that the expansion will probably cost more than \$5 million and that precise funding for the initial, landfill phase of development



Grenada has approved a plan to double cruise berthing facilities at St. George's Harbour.

was still being finalized at presstime. She noted that the landfill will be adjacent to the current pier facilities and said that cruise ship calls had jumped 16.5 times in 1987 to 260 calls.

### Dominican development

At Santo Domingo, an official for the Port of Miami said that its bilingual Puertos Amigos port development team recently confirmed that it would be "very feasible" for the Dominican Republic to create a new cruise port at the capital.

The port official said that the berthing facilities would cost \$3 million to \$5 million and that Dominican officials were seeking ways to fund the cruise port in time for the 500th anniversary celebration of the discovery of the island in 1992.

The official also said the Puertos Amigos team recently met with Venezuelan officials at La Guaira and confirmed that the port near Caracas could feasibly increase its berths from two to four through conversion of cargo facilities. He noted that La Guaira currently averages about 360 cruise calls per year and is apparently intent upon further expansion.

The Puertos Amigos program was developed by the Port of Miami to lend free financial, technical and planning expertise to both old and developing ports in the Caribbean to prepare for continuing cruise expansion in the market. The program has already spurred cruise port development projects at Ponce, Puerto Rico — to break up tourism concentration at San Juan — and at Frederiksted, St. Croix.

## U.S. Awards Marketing Funds

**NEW YORK** — The U.S. Agency for International Development (AID) has awarded a \$250,000 contract for the creation of the first-ever comprehensive marketing plan to promote off-season tourism in the Caribbean and Bermuda.

The two-pronged market study, which will reportedly stress that geographical cooperation should lead to overall tourism expansion, will attempt to convince government and industry leaders of the benefits of an inter-Caribbean fund to finance joint promotional programs and then create a video pro-

moting the entire region.

Tom Moore, private sector coordinator of the agency's Caribbean Region Development Office in Barbados, said that the Seattle-based Arthur Young International hospitality and consulting firm will be responsible for creating a self-financing fund to pay for joint promotions by mid-fall. He added that the DDB Needham Worldwide advertising agency in New York will then develop a promotional video in the second phase of the promotion.

Although the Caribbean Basin is made up of countries of varied development and col-

Continued on Page 4

## CHA Breaks With AMR On Res Plan

By STEVE NOVACK

**ORANJESTAD, Aruba** — The Caribbean Hotel Association has broken off negotiations with AMR Travel Services for the development of a reservations system for CHA members.

Outgoing CHA president Ed Sheerin said at the CHA Industry Conference here that Dallas-based AMR, an affiliate of American Airlines, "did not fulfill what they were going to do. The terms of their late communication to us were far different than their original proposals."

Sheerin said the CHA is "in the process of looking" for another vendor. Vice president John Bell said the CHA "has all [its] doors open at this point" and has had preliminary discussions with Utell.

The res system, announced last November, would have provided a centralized means of booking the 1,200 CHA member properties.

### Delayed response

Bell said the CHA had set a target date of April 7 for AMR "to translate their preliminary financial proposals into something specific," but AMR was given a 30-day extension because there were "some issues still outstanding."

However, AMR did not respond until May 27. Sheerin, in a letter to AMR president Nick Brademus, said the CHA's board of directors was "shocked that the final operating terms and conditions bore so little resemblance to your original proposals." He termed AMR's outline as "completely cost-ineffective."

Bell would not say how much it would cost to operate such a system, saying that "we're still in that delicate discussion stage."

He said CHA members "truly need this kind of arrangement. Placing your hotel vacation product into the market-

Continued on Page 6



*In Barbados, the luxury Somerton Villa blends harmoniously with the island's natural landscape creating a perfect vacation hideaway. Rentals of villas including maid service can be arranged through Miami-based Travel Resources, Inc.*



*Situated on Grand Cayman island's famous Seven Mile Beach, the Lacovia Luxury Condominium Resort provides a change of pace for vacationers in search of privacy, comfort and value. Rentals of luxury condos can be arranged through Miami-based Travel Resources, Inc.*

## TRI answers agents' questions

Increasing numbers of travel agents are discovering how easy and profitable it is to book clients into vacation rental villas and condominiums in resort destinations.

According to Travel Resources, Inc. (TRI), the largest firm in the U.S. offering private villas and condos in the Caribbean, Mexico, the Bahamas, Bermuda and Florida, this vacation concept is growing rapidly. Lower cost for the client is cited as one of the major benefits, as accommodations prices are per unit, per night, not per person.

Often, agents have questions about these commissionable villa and condo vacations. TRI answers the questions most frequently asked:

**Q:** What should a travel agent know before calling to book a condo or villa?

**A:** It helps to know the clients' desired destinations and whether they prefer a villa, a private free-standing home, a condo or, a spacious apartment within a resort complex. Determine if the client would be happiest staying on a sandy beach, having a view of a picturesque rocky beach, or staying at a hillside location. Ask if they prefer king, queen or twin beds.

**Q:** What do villa or condo vacations cost?

**A:** This depends on the destination, location, and season. In Jamaica, a popular destination, beachfront accommodations are priced a bit higher than hillside accommodations. In Barbados, the reverse is true. Rates are generally higher from Christmas to Easter. Daily rates by unit for a condo at the beachfront *Los Tules* resort in Puerto Vallarta begin as low as \$55. At the *Ocho Rios Villas* in Jamaica, daily rates begin at \$125 for a two-bedroom villa.

**Q:** Does the client pay for staff services at the properties?

**A:** Maid service is included, and most villas provide cooks. TRI suggests that clients tip service personnel at the end of their stays. A total of 10% of the rental fee, divided among staff members is recommended. If the staff provides extra services such as babysitting, shopping or laundry at the client's request, an additional gratuity is suggested.

TRI suggests that bookings be made at least two months in advance. A reservation deposit amounting to three nights of the rental total is due within seven days of booking. The balance of payment is due 42 days prior to the rental commencement. Last minute bookings can be arranged, with courier surcharges for reservations made less than 30 days prior to departure.

For further information and to obtain copies of a color brochure detailing TRI's portfolio of resort properties, write, Travel Resources Inc., P.O. Box 1043, Coconut Groves, FL 33133; or call 800/523-5534 (FL), 800/327-5039. □

### **New Grenada brochure available**

The Grenada Department of Tourism has issued a new four-color, 24-panel brochure highlighting the natural beauty of the Isle of Spice. The brochure describes the island's attractions and features color photographs inviting tourists to discover this West Indian island. The new literature is available free on request.

For copies of the brochure and further information on Grenada, write: Grenada Tourist Office, 141 E. 44th St., Suite 701, New York, NY 10017; or call 212/697-9554, 800/638-0852. In Canada, write: Suite 820, 439 University Ave., Toronto, Ontario M5G 1Y8; or call 416/595-1339. □

| SUPPLIER | PRICE RANGE | VALIDITY PERIOD | NO. DAYS | TYPE | FREQ. OR DEPT/RTN | ADDITIONAL INFORMATION |
|----------|-------------|-----------------|----------|------|-------------------|------------------------|
|----------|-------------|-----------------|----------|------|-------------------|------------------------|

### ST. LUCIA

| TO: ST. LUCIA         |               |             |   |    |       |  |
|-----------------------|---------------|-------------|---|----|-------|--|
| ANYCITY USA           |               | TO 12/15/88 | 4 | LO | DAILY | ST. LUCIA HOTEL + UPGRADES               |
| ALKENTOURS            | \$129 - \$191 | TO 12/15/88 | 4 | LO | DAILY | HARMONY APPARTEL + UPGRADES              |
| ALKENTOURS            | \$227 - \$291 | TO 12/15/88 | 8 | LO | DAILY | HTL; TRSFERS; T&T; REQ AIR; STY 3-14 NTS |
| PARADISE JOURNEYS     | \$159 - \$449 | TO 12/15/88 | 4 | LO | DAILY | HTL; TRSFERS; T&T; REQ AIR; STY 3-14 NTS |
| PARADISE JOURNEYS     | \$880         | TO 12/15/88 | 8 | LO | DAILY | CLUB CONCEPT; ALL INCLUSIVE              |
| TO: ST. LUCIA         |               |             |   |    |       |  |
| MIAMI                 |               | TO 12/15/88 | 4 | AL | X67   | XTRA NTS \$23; LND PKG; WEEKND SURCHRG   |
| MARTINS VACATIONS INC | \$319         | TO 12/15/88 | 4 | AL | X67   | XTRA NTS \$23; LND PKG; WEEKND SURCHRG   |
| TO: ST. LUCIA         |               |             |   |    |       |  |
| NEWYORK               |               | TO 12/14/88 | 4 | AL | DAILY | \$19 T&S; UPGRADES AVAILABLE             |
| JETMORE TOURS INC     | \$429 - \$579 | TO 12/14/88 | 4 | AL | DAILY | \$19 T&S; UPGRADES AVAILABLE             |

### ST. MAARTEN

| TO: ST. MAARTEN   |               |             |   |    |       |  |
|-------------------|---------------|-------------|---|----|-------|--|
| ANYCITY USA       |               | TO 12/15/88 | 4 | LO | DAILY | HTL; TRSFERS; T&T; REQ AIR; STY 3-14 NTS |
| PARADISE JOURNEYS | \$129 - \$489 | TO 12/15/88 | 4 | LO | DAILY | HTL; TRSFERS; T&T; REQ AIR; STY 3-14 NTS |
| TO: ST. MAARTEN   |               |             |   |    |       |  |
| NEWYORK           |               | TO 12/14/88 | 4 | AL | DAILY | \$19 T&S; UPGRADES AVAILABLE             |
| JETMORE TOURS INC | \$369 - \$659 | TO 12/14/88 | 4 | AL | DAILY | \$19 T&S; UPGRADES AVAILABLE             |

### ST. VINCENT & THE GRENADINES

| TO: ST. VINCENT   |               |             |   |    |       |                                  |
|-------------------|---------------|-------------|---|----|-------|----------------------------------|
| ANYCITY USA       |               | TO 12/15/88 | 4 | LO | DAILY | HTL; T&T; REQ AIR; STAY 3-14 NTS |
| PARADISE JOURNEYS | \$139 - \$279 | TO 12/15/88 | 4 | LO | DAILY | HTL; T&T; REQ AIR; STAY 3-14 NTS |

### TRINIDAD & TOBAGO

| TO: TOBAGO            |               |             |   |    |       |  |
|-----------------------|---------------|-------------|---|----|-------|--|
| ANYCITY USA           |               | TO 12/15/88 | 4 | LO | DAILY | HTL; TRSFERS; T&T; REQ AIR; STY 3-14 NTS |
| PARADISE JOURNEYS     | \$189 - \$379 | TO 12/15/88 | 4 | LO | DAILY | HTL; TRSFERS; T&T; REQ AIR; STY 3-14 NTS |
| TO: TOBAGO            |               |             |   |    |       |  |
| MIAMI                 |               | TO 12/15/88 | 4 | AL | X67   | XTRA NTS \$18; LND PKG; WEEKND SURCHRG   |
| MARTINS VACATIONS INC | \$269         | TO 12/15/88 | 4 | AL | X67   | XTRA NTS \$18; LND PKG; WEEKND SURCHRG   |
| TO: TRINIDAD          |               |             |   |    |       |  |
| ANYCITY USA           |               | TO 12/15/88 | 4 | LO | DAILY | HTL; TRSFERS; T&T; REQ AIR; STY 3-14 NTS |
| PARADISE JOURNEYS     | \$189 - \$349 | TO 12/15/88 | 4 | LO | DAILY | HTL; TRSFERS; T&T; REQ AIR; STY 3-14 NTS |
| TO: TRINIDAD          |               |             |   |    |       |  |
| MIAMI                 |               | TO 12/15/88 | 4 | AL | X67   | XTRA NTS \$25; LND PKG; WEEKND SURCHRG   |
| MARTINS VACATIONS INC | \$289         | TO 12/15/88 | 4 | AL | X67   | XTRA NTS \$25; LND PKG; WEEKND SURCHRG   |

### VIRGIN ISLANDS

| TO: ST. CROIX     |               |             |   |    |       |  |
|-------------------|---------------|-------------|---|----|-------|--|
| ANYCITY USA       |               | TO 12/15/88 | 4 | LO | DAILY | HTL; TRSFERS; T&T; REQ AIR; STY 3-14 NTS |
| PARADISE JOURNEYS | \$129 - \$329 | TO 12/15/88 | 4 | LO | DAILY | HTL; TRSFERS; T&T; REQ AIR; STY 3-14 NTS |
| TO: ST. JOHN      |               |             |   |    |       |  |
| ANYCITY USA       |               | TO 12/15/88 | 4 | LO | DAILY | HTL; T&T; REQ AIR; STAY 3-14 NTS         |
| PARADISE JOURNEYS | \$259 - \$839 | TO 12/15/88 | 4 | LO | DAILY | HTL; T&T; REQ AIR; STAY 3-14 NTS         |
| TO: ST. THOMAS    |               |             |   |    |       |  |
| ANYCITY USA       |               | TO 12/15/88 | 4 | LO | DAILY | HTL; TRSFERS; T&T; REQ AIR; STY 3-14 NTS |
| PARADISE JOURNEYS | \$149 - \$429 | TO 12/15/88 | 4 | LO | DAILY | HTL; TRSFERS; T&T; REQ AIR; STY 3-14 NTS |
| TO: ST. THOMAS    |               |             |   |    |       |  |
| NEWYORK           |               | TO 12/14/88 | 4 | AL | DAILY | \$19 T&S; UPGRADES AVAILABLE             |
| JETMORE TOURS INC | \$399 - \$519 | TO 12/14/88 | 4 | AL | DAILY | \$19 T&S; UPGRADES AVAILABLE             |

## Martins Vacations highlights Grenada

Several packages are available featuring the Ramada Renaissance Hotel, the largest resort on Grenada. Effective through December 15 three-night packages run \$399 and \$459, from Miami and New York respectively, per person, double occupancy, with the longer 7-night packages running \$587 and \$647 respectively. There is a surcharge for Saturday or Sunday travel.

The Martins Vacations offerings include: hotel accommodations (including taxes and gratuities), round-trip airfare via BWIA International between Miami or New York to Grenada, airport transfers, welcome cocktail, and continental breakfast daily.

The 186-room Ramada Renaissance is situated on 20 acres that blend in with the resort's low rise, two-story buildings on Grand Anse beach. Deluxe guest rooms are decorated with wood furnishings; private balconies provide views of the Caribbean. All rooms offer air-condition-

ing, fully equipped bathrooms, direct-dial telephones, and color TV with satellite and in-room programming.

Activities include swimming in the hotel's pool or along a two-mile stretch of beach. Two all-weather tennis courts are available, and a golf course is nearby. Sailing, snorkeling, surfing, scuba diving and water skiing are offered at the hotel. The resort also can make arrangements for yacht charters or deep-sea fishing excursions and tours to nearby botanical gardens, waterfalls and old plantation houses, as well as trips to St. George's, the island's capital.

A beachfront, open-air restaurant offers international and local cuisine. Adjoining the restaurant is a lounge appointed with large wicker chairs.

For more information, call Martins Vacations, Inc.: U.S. toll-free 800/841-1441, Florida toll-free 800/782-3838, and in Miami 305/594-4561. □

## Small Hotels Seek Bigger Say In Regionwide Affairs

**By Dan Dignam**  
**NEW YORK** — The small hotels of the Caribbean are demanding a bigger voice in the region's hotel industry. The Small Hotels Committee of the Caribbean Hotel Association (CHA) brought a number of proposals before the CHA board of directors meeting in

Aruba June 12 that would place a larger emphasis on the region's hotels with 50 rooms or less.

The proposals included, among other suggestions, the creation of an independent travel number to facilitate bookings by travel agents and the preparation of a small hotels

booklet to more effectively market those properties.

### Playing A Large Role

The actions of the committee came out of the first small hotel retreat in Grenada last month. Owners and managers from more than 30 hotels met at the seminar with CHA re-

presentatives to discuss the problems facing the small hotels in the Caribbean.

"I think the CHA realizes that small hotels play a large part in the Caribbean," said Alfred Taylor, the CHA's president-elect and president of the 133-room Grand Barbados Beach Resort. "I think it's

really the key to the Caribbean. There are on some islands only small hotels. I mean, on Jamaica, Puerto Rico and Barbados there are a number major hotels, but islands like St. Kitt's have only small hotels, so it's a major part of their tourism. It's a side of the industry that we must really pay attention to and upgrade our services for them."

As a result of the retreat, hotel owners from at least two destinations—Jamaica and the U.S. Virgin Islands—have also united to form individual island associations because not all small hotels are CHA members. The primary objective of those organizations will be to

**Blue water, white sands, Golden Tulip**

Give your clients the best of Aruba

**Aruba Cooler \$223-499**  
ITAALNYCFC

3-7 nights, per person, double occupancy

Package Includes: Superior room with Ocean and/or Garden view & private balcony • Full American breakfast daily & gratuities • Service charge & government tax • RT transfer • Bar set-up in room upon arrival • Cooler beach bag per room • Cooler T-Shirt per person • \$5 match bet casino coupon per person per day • Aruba's dance theatre Folkloric show with dinner.

Other Features: Free use of health spa plus aerobic classes • Free daytime tennis • Manager's cocktail party

NOTE: Up to 3 children under 12 years free when sharing room with one full paying adult. Extra nights available. Airfare not included. Prices effective to 12/31/88.

**GOLDEN TULIP ARUBA CARIBBEAN**  
RESORT & CASINO

For reservations, call Golden Tulip Worldwide at (800) 344-1212 or Robert Reid Associates, Inc. at (800) 223-6510.

**AA**

### Caribbean Update



The Golden Rock Hotel in Navis is typical of the Caribbean's smaller properties.

develop a community financial pool, which they will use to participate in cooperative advertising.

"We might not have the majority of the rooms, but we certainly have the most hotels," said Diana McIntyre-Pike, chairman of the Small Hotels Committee and owner of the 22-room Astra Hotel in Jamaica. "And I think we should have a larger voice. Throughout the Caribbean there's a lack of recognition that small hotels are different from large hotels."

Although figures vary, about 75 percent of the hotels in the Caribbean are classified as small hotels—50 rooms or less, but more than 10. Five hundred, or 71 percent, of the CHA's 700 members are counted in the category of small hotels.

### Benefits For 'Little Fellows'

"What we're trying to do is get together so the little fellows can get some of the benefits the big fellows get, like special airline fares and IT [independent travel] numbers," said Frank Davis, owner of the 15-room Danish Chalet Inn on St. Thomas. "The little guys make up the majority of the marketplace, but the big guys have more money for marketing. So it's really tough to compete."

Davis is spearheading a move. (Continued on Page 25)



### in the Dutch Caribbean.

Now offers Fabulous Champagne Spree Treats. Plus 4 fun-filled add-ons packed with profits.

Here's a welcome package that makes Aruba a breeze to sell. Your clients get:

1. Guaranteed upgraded rooms at attractive prices
2. Features from champagne to free tickets
3. Choice of four special add-on packages
  - Dine Around & Entertainment Week
  - Exploration & Discovery Week
  - Aquasports Fiesta
  - Aruba plus South America

And check these Champagne Savings. Basic Champagne package rates start at \$253 (plus airfare) for seven nights, per person, double occupancy. Effective from April 10 through December 14. Add-on packages start at \$95 per person.

Call 1-800-TO-ARUBA. (In NY, 212-246-3030)  
 Participating Tour Operators in the USA:  
 Adventure Tours, Alken Tours, Aruba International Travel Inc., Beraldi Tours, Cavalcade Tours, Flyfare, GOGO Tours, Globetrotters, Red & Blue Tours, Third Century Tours, Trails & Tourism International

**Aruba. One happy island. Come.**

## Two St. Lucia properties offer 2-for-1 special

*Halcyon Beach Club* and *Vigie Beach Hotel*, both located on the island of St. Lucia and represented by **International Travel and Resorts, Inc. (ITR)**, have announced a special two-for-one promotion available this summer.

The special program involves travel during the months of June and July. Any person staying at either *Halcyon Beach Club* or *Vigie Beach Hotel* for one week MAP will receive the second week free on an EP basis (stays must be consecutive weeks).

*Halcyon Beach Club* is located on the beautiful palm-fringed La Choc beach. With 140 cabana and chalet-style rooms, each accommodation offers a patio or balcony, radio, telephone and air conditioning. Guests will also enjoy the lovely open-air restaurant, Bamboo Bar, fresh water swimming pool, tennis courts, and a wide range of watersports.

*Vigie Beach Hotel* offers 49 units designed in old Caribbean style and set amongst attractive gardens which lead to a beautiful mile-long beach. The property offers air-conditioned rooms with telephones, a swimming pool, an open-air restaurant and bar, boutique and a variety of live entertainment.

Rates at the *Halcyon Beach Club* range from \$80-\$100 for a double room with MAP supplement of \$28 per person per day.

*Vigie Beach Hotel* offers double rates from \$60-\$80 with an MAP supplement of \$24 per person, per day.

For reservations or information, contact **International Travel & Resorts, Inc. (ITR)**, 25 West 39th Street, New York, NY 10018, tel. (800) 223-9815 or (212) 840-6636 (NY). □

## Grenada tourism surges

The number of stayover visitors in Grenada rose 22.7% in the first three months of this year over the same period in 1987, with a record-breaking total of 16,312, compared to 13,295 the year before, according to the Grenada Tourist Department.

Of this total, 4,627 were from the U.S., compared to 3,641 in 1987. This represents an increase of 27.08%. February alone showed an increase of 47.8% in U.S. visitors.

Grenada has seen a steady increase in tourism since 1984. That year, stayover visitors totalled 39,503, with the U.S. accounting for 8,426. In 1987, 57,406 visitors came to the Isle of Spice, 10,296 being from the U.S.

For information on Grenada, contact the Grenada Tourist Office, 141 East 44th Street, Suite 701, New York, NY 10017, tel. (800) 638-0852 or (212) 687-9554 (NY). In Canada, contact the Grenada National Tourist Office, 439 University Avenue, Suite 820, Toronto, Ontario M5G 1Y8, tel. (416) 595-1339. □

## Sitmar introduces new 'PartnerShip Points' program

As part of the line's PartnerShip agent incentive program, Sitmar Cruises will begin awarding agents points toward earning free 1989 cabins when they sell fall Caribbean and trans-Panama Canal sailings.

Under the new program, called "PartnerShip Points", an agency can earn three points for each individual booking and one point for each group booking on Caribbean cruises departing October 11 through December 10, 1988 and Panama Canal cruises departing October 27 through December 16, 1988. A total of nine accumulated points earns the agency one free cabin for two people on any 1989 sailing to Mexico, the Caribbean, the Panama Canal (10-day) or Alaska (seven-day). Each agency can earn a maximum of two cabins.

Bookings for "PartnerShip Points" must be made between April 1, 1988 and the sailing date, and passengers must sail for the agency to qualify for the bonus.

"We're very excited to offer yet another PartnerShip benefit, and with the trade's enthusiasm for the entire program—to date more than 10,000 agents have enrolled."

For more information, call Sitmar Cruises at (800) 527-6200. □

## Tryall Golf, Tennis & Beach Club publishes new brochure

*Tryall Golf, Tennis & Beach Club*, the luxury 2,200-acre resort 12 miles west of Montego Bay, has published a new four-color, eight-page brochure illustrating the accommodations, amenities and outstanding sports facilities for which Tryall is famous.

The 8" x 9" brochure features color photographs and a brief description of the resort's accommodations and attractions. Highlighted is Tryall's 154-year-old, 52-room Great House, once the center of a sugar plantation, as well as the 40 fully-staffed, two-, three- and four-bedroom villas, each with its own swimming pool, scattered throughout its hills and along the sea. Travelers are enticed to sample the resort's famed 6,600-yard, 18-hole championship golf course, which is considered one of the best in the Caribbean, the six Laykold tennis courts and the newly-expanded beach with its watersports facilities. The new brochure is available free on request.

For copies of the brochure, further information and reservations for *Tryall Golf, Tennis & Beach Club*, contact **Scott Calder International, Inc.**, 152 Madison Avenue, New York, NY 10016, tel. (800) 336-4571 or (212) 889-0761. □

## Marketing Under Way On Behalf Of Small Hotels

(Continued from Page 24)  
ment of 14 hotels in the U.S. Virgin Islands to form the Small Hotels Committee of the St. Thomas/St. John Hotel Association, so he and his neighbors can fight the battle on a local level, while others struggle for regional recognition through the CHA. As fourth vice president of the Jamaica Hotel and Tourist Association, McIntyre-Pike is establishing a similar group, made up of about 40 properties.

### Funds Needed For Ads

The local associations are mostly concerned with raising sufficient advertising dollars so they can compete on the same level with the larger hotels. The Jamaica Tourist Board has already published a brochure describing the island's small hotels. "And we're planning to do some cooperative advertising," said McIntyre-Pike. "We want to get into flight magazines, as well. We haven't set a budget yet, but I'm sure it will be a substantial amount."

The St. Thomas/St. John

group has not decided on a marketing budget yet either, but Davis said they already have some specific plans. The St. Thomas/St. John Hotel Association prints a publication, called "Here's How," which features the local hotels. Davis said his group will be attempting to create a special section of the publication pertaining to the small hotels.

"We may come out with a special brochure that will highlight the small hotels," said Davis. "We want to try and let the smaller properties, who don't have the advertising dollars, go ahead and divide the advertising up among them."

Another major concern of the small hotels is what they called the "punitive levels of taxation" and lack of incentives for upgrading. The individual associations will be lobbying to force their governments to provide suitable tax breaks when the hotels take certain measures to improve their facilities, McIntyre-Pike said.

"Our costs are higher because we might have 20 rooms, but we have the same operational costs as the large hotels, which makes it really impossible to survive," said McIntyre-Pike. When Jamaica approved a large tax increase a few years ago, McIntyre-Pike said she almost lost her hotel. The property was already up for auction before she could raise the funds to save it.

"A lot of small businesses in

Jamaica went out of business," said McIntyre-Pike. "We feel that the government needs to help us with tax breaks and the

The list of proposals placed before the CHA board includes:  
• hiring a full-time CHA staff employee to work exclusively

small-hotel member;

• reactivating the Small Hotels Advisory Council (SHAC) teams to help individual hotel associations participate with the CHA and institution of Caribbean Hotel Training Institute courses when needed. (SHAC was never formally deactivated, but Davis said the council has not been used to its full potential recently);

• creation of an IT number for travel agents;

• publication of a small hotels booklet to categorize the properties and differentiate them from guest houses;

• urging individual hotel associations to each appoint one person to meet regularly with the Small Hotels Committee and update them on hotel news and island events;

• highlighting the small hotels in the Gold Book by a special identification system and enlarging the type of the number of rooms in each hotel.

*'What we're trying to do is get together so the little fellows can get some of the benefits the big fellows get. . . . The little guys make up the majority of the marketplace, but the big guys have more money.'*— Davis



financing with our refurbishment. If we get those breaks, then we will be able to put more money into marketing and get more recognition."

with small hotel members;

• appointment of vice president on the CHA's executive board dedicated to small-hotel matters and filled only by a



• Air Jamaica markets round-trip airfares to Montego Bay, from \$214 to \$254, and Kingston, from \$254 to \$304, for visits between two and 21 days in length, through June 30. (800) 523-5585.

• Sheraton British Colonial in Nassau, Bahamas, markets three- and seven-night "Heavenly Honeymoon" packages for the summer season, starting at \$267 and \$623, through Dec. 14. (800) 325-3535.

• Frenchman's Reef Beach Resort in St. Thomas, U.S. Virgin Islands, promotes three- and seven-night "Honeymoon Sunprize" packages, starting at \$571 per couple, through Dec. 20. (800) 524-2000.

• Martins Vacations markets three- and seven-night land/air packages at the Ramada Renaissance Hotel in Grenada, from \$399 to \$647, on BWIA International, through Dec. 15. (800) 841-1441.

• Wyndham Hotels markets summer rates for its three Nassau resorts—Wyndham Ambassador Beach Hotel, Cable Beach Hotel and Casino and the Royal Bahamian Hotel and Villas—from \$80 to \$170. (800) 822-4200.

**Antilles resorts**

Travel Agents:

**See ST. CROIX**

from **OUR**  
Point of View

and **SAVE**  
**UP TO 50%**

now through Dec. 20

**You sell best what you know best!**

**COLONY COVE**  
**SCHOONER BAY**  
**THE FREDERIKSTED**

Hotel Rooms  
and Resort Condos

**Toll Free Reservations**

**1-800-524-2025**

**SAVOY RESORTS PRESENTS**

**Passport to Paradise 1988**

**E • D • E • N • I • I**

A Savoy Resort  
ON THE BEACH

ALL INCLUSIVE -- COUPLES ONLY

**Club Americana**

A Savoy Resort  
ON THE BEACH

ALL INCLUSIVE -- FUN FOR ALL

Savoy Resorts has your Passport to Paradise: 4 exciting Summer Promotions including: Honeymooner's Sweepstakes, Travel Agent Contest, Free Upgrade, and A.M. IT Packages! Find out more about our Passport to Paradise Summer Promotions. Send your business card to: Passport to Paradise, Savoy Resorts, 301 Commerce, Suite 2200, Fort Worth, TX 76102. We'll send information on all our promotions to you. Remember, at all Savoy Resorts, YOU'RE #1 and our pleasure is in serving YOU!

For information and reservations: (800) 224-1558; in New York, call (212) 661-4510; in Canada, call (800) 531-6767; groups should call (800) 225-8529; or in New York, (212) 953-3560.

# HAWAIIANA RESORTS

At Home in the Islands



## Seventh night free!

Ahh, this is the life. A home of your own on the island of your choice. Nothing to do but play tennis or golf. Or sit on the beach.

At a Hawaiiana resort, you'll have all the comforts of home in Hawaii's most popular resort destinations. You'll enjoy spacious island living with the convenience of full kitchens. You'll be close to all the activities and attractions that make for a great Hawaiian vacation. And when you stay six nights, your seventh night is free.

We offer a range of beautiful accommodations that match your lifestyle and fit your budget. So call our toll-free number or see your travel agent. And make yourself at home in the islands.



**KAUAI**  
In Poipu:  
Whalers Cove and  
Kiahuna  
In Princeville:  
Sandpiper Village and  
Hanalei Bay Resort

**OAHU**  
In Waikiki:  
Discovery Bay  
On the North Shore:  
Kuilima Estates  
**HAWAII**  
In Kona: Kona Reef

**MAUI**  
In Kihei: Maui Vista and  
Lauie's Maui Beach Club  
In Kaanapali:  
Maui Kaanapali Villas  
and Kaanapali Royal



**Hawaiiana Resorts**

**1-800-367-7040**

In Canada, 1-800-423-8733, ext. 159

## Sandals Opens Its Newest Jamaica Property

On August 5, the new Sandals Negril is scheduled to open its doors to travelers. The \$10 million resort, set on 13 tropical acres, offers 160 loft-style oceanfront suites, all constructed with natural wood and stone and furnished to reflect an atmosphere of casual Caribbean elegance. Visitors at Sandals Negril, as well as at other Sandals Resorts properties, will enjoy perfectly care-free vacations because everything is included in one reasonable price. And during the summer and autumn months, the prices at Sandals' other Jamaican properties become even more reasonable.

Information about the Sandals Negril or any of Sandals Resorts' properties throughout the Caribbean can be obtained by calling Unique Vacations toll-free at (800) 327-1991.

## Colorful Alternatives in Grenada

Grenada, an intriguing option for first or long-time travelers to the Caribbean, has some colorful events planned this summer that should delight any visitor. From July 30 to August 2, the 24th annual Carriacou Regatta—in which Grenada-built boats of all description are entered—will be run; Grenadians will literally paint the town of Grenville during its annual Rainbow Festival, July 31-August 1; and annual Carnival festivities, including a calypso competition with participants from all over the Caribbean, will kick off in August.

The first new hotel in two years to open on Grenada's neighboring island, Carriacou, began welcoming visitors this spring. The Cassada Bay Resort offers splendid views of the bay, plus free ferry service to nearby islands for snorkeling, sunbathing and exploring. And at \$75 a night/double occupancy, the rates are extremely reasonable.

For more information about events, lodging or travel, contact Marilyn Marx at Karen Weiner Escalera Associates, 104 Fifth Avenue, 11th floor, New York, NY 10011, (212) 255-7403.

## EUROPE

### Elegance the Focus of English Arts Tour

Royal palaces, stately castles and antique collections of masterpieces—all these and more await art lovers, antique buffs and just plain Anglophiles on a unique 16-day "Treasure House" tour of

including a 20-percent discount on lunch and dinner. For details, contact the French West Indies Tourist Board at 212-757-1125.

These packages and many more are

detailed in the following chart. As virtually all of them include a bottle of bubbly in your room, roundtrip transfers from the airport and tips and taxes, these specifics are not mentioned. Reservations numbers

are included for easy reference; package rates may change slightly depending on dates. Most are valid through December, prolonging your Caribbean summer through the nippy days of fall. ■

|   | Nights | Cost               | Features  | Reservations                 |
|---|--------|--------------------|---|------------------------------|
| <b>DOMINICAN REPUBLIC</b>                             |        |                    |   |                              |
| <b>Casa de Campo</b>                                  |        |                    |   |                              |
| Experience it All (All-inclusive)                     | 3      | \$414/p            | Three meals; unlimited tennis, golf, horseback riding; biking and water sports  | 800-223-6620<br>305-856-7083 |
| Fitness and Beauty                                    | 3      | \$256/p            | Breakfast; massage and sauna; fitness and aerobics; manicure and pedicure   |                              |
| Tee Off   | 3      | \$242/p            | Breakfast; unlimited greens fees; free bucket of balls daily for driving range; cart for 18 holes daily                 |                              |
| Tennis with Style                                     | 3      | \$258/p            | Breakfast; unlimited day tennis, one hour night tennis per night, clinics, tournament                                   |                              |
| <b>GRENADA</b>  |        |                    |   |                              |
| <b>Ramada Renaissance</b>                             |        |                    |   |                              |
| Honeymoon Package                                     | 7      | \$1,028/c          | Four candlelit dinners; free tennis   | 800-228-9898                 |
| Water Sports  | 7      | \$912/c            | Continental breakfast; unlimited snorkeling and windsurfing; scuba course   |                              |
| 50-Plus   | 7      | \$585/c            | Continental breakfast; island tour; moonlight cruise; water sports  |                              |
| <b>JAMAICA</b>  |        |                    |   |                              |
| <b>Tryall Golf, Tennis and Beach Club</b>             |        |                    |   |                              |
| Golf Package  | 7      | \$468/p            | Breakfast; unlimited golf; caddy for 18 holes a day; half-hour lesson daily; bucket of balls on driving range           | 800-336-4571<br>212-889-0761 |
| Tennis  | 7      | \$400/p            | Unlimited tennis; three hours of organized play; three hours group instruction; ball boy an hour a day                  |                              |
| Honeymoon   | 7      | \$1,050/c          | Breakfast; water sports; river rafting; dinner for two in town  |                              |
| Trelawny  | 7      | \$565/p            | Meals; water sports; free tennis and instruction; exercise classes and sauna  | 800-223-0888                 |
| <b>PUERTO RICO</b>                                    |        |                    |   |                              |
| <b>Condado Plaza and El San Juan Hotel and Casino</b> |        |                    |   |                              |
| Puerto Rico Combo                                     | 7      | \$425 to \$1,353/p | Three nights at Condado; four nights at El San Juan; tour of Old San Juan; full breakfast; sports and activities        | 800-468-8588<br>800-468-2818 |
| <b>El San Juan</b>                                    |        |                    |   |                              |
| Honeymoon Extravaganza                                | 7      | \$770/p            | Full breakfast; tour of Old San Juan  | 800-468-2818                 |
| <b>Hyatt Regency Cerromar</b>                         |        |                    |   |                              |
| Splash  | 3      | \$191/p            |   | 800-228-9000                 |
| Total Vacation  | 3      | \$236/p            | Greens fees daily; hour of tennis and biking  |                              |
| Golfer's Challenge                                    | 3      | \$226/p            | Greens fees daily; bucket of balls, clinics   |                              |
| <b>Hyatt Dorado Beach</b>                             |        |                    |   |                              |
| Celebrate Together                                    | 3      | \$387/p            | Three meals; unlimited tennis and golf  | 800-228-9000                 |
| Legendary Golf  | 3      | \$211/p            | Unlimited greens fees, clinic, bucket of balls on driving range   |                              |
| <b>Palmas del Mar</b>                                 |        |                    |   |                              |
| Palmas Plus   | 3      | \$170/p            |   | 800-221-4874<br>212-983-0393 |
| Golf  | 3      | \$239/p            | Greens fees for three rounds, club storage and cleaning   |                              |
| Honeymoon   | 3      | \$219/p            | One round of golf; two hours biking; tennis   |                              |
| Wellness 2000   | 3      | \$450/p            | Wellness assessment; exercise and life prescription; unlimited exercise sessions  |                              |
| <b>Sands Hotel and Casino</b>                         |        |                    |   |                              |
| Come Play in the Sands                                | 3      | \$180/p            | Social activities; LeLoLai coupons; \$15 casino chips   | 800-443-2009                 |
| Honeymoon   | 3      | \$700/e            | One candlelight dinner; breakfast in bed  |                              |
| <b>ST. KITTS</b>                                      |        |                    |   |                              |
| <b>The Golden Lemon</b>                               |        |                    |   |                              |
| Honeymooner's Hideaway                                | 7      | \$799/p            | Breakfast, afternoon tea and candlelit dinners; island tour   | 803-686-5990                 |
| <b>ST. LUCIA</b>                                      |        |                    |   |                              |
| <b>Cunard La Toc</b>                                  |        |                    |   |                              |
| Honeymoon/Anniversary                                 | 7      | \$901/p            | AIRFARE; 1/2-hour golf and tennis lessons; unlimited water sports and tennis; \$300 bonus on Cunard cruise through 1989 | 800-528-6273                 |
| Sail 'N Stay  | 14     | \$1,709/p          | AIRFARE; seven nights aboard Cunard <i>Couriers</i> ; seven nights at resort  |                              |
| <b>ST. MARTIN/SINT MAARTEN</b>                        |        |                    |   |                              |
| <b>Belair Beach</b>                                   |        |                    |   |                              |
| Dream Honeymoon                                       | 7      | \$1,159/c          | Continental breakfast; snorkeling; cruise   | 800-622-7836<br>203-847-6377 |
| <b>Dawn Beach</b>                                     |        |                    |   |                              |
| Summer Action '88                                     | 7      | \$330/p            | Island tour; tennis; snorkeling   | 800-351-5656<br>212-840-6636 |
| <b>Point Piroette</b>                                 |        |                    |   |                              |
| Paradise Found  | 7      | \$534/p            | Villa; car rental; tennis   | 803-686-5990                 |
| <b>ST. THOMAS</b>                                     |        |                    |   |                              |
| <b>Frenchman's Reef</b>                               |        |                    |   |                              |
| SunPriae 1988   | 7      | \$616/p            | Free tennis   | 800-322-0029<br>212-575-8989 |
| <b>Ramada Yacht Haven</b>                             |        |                    |   |                              |
| Room 'N Wheels  | 3      | \$297/c            | Suzuki jeep   | 800-228-9000                 |

# WE'LL WINE AND DINE 'EM ARUBA-STYLE... AND THEY CAN LEAVE THEIR MONEY AT HOME.

## BUSHIRI BOUNTY:

ARUBA'S ONLY  
"ALL-INCLUSIVE" VACATION—  
COSTS LESS THAN COMPARABLE  
PROGRAMS ELSEWHERE  
IN THE CARIBBEAN!

# \$70

from

\*daily per person, double occupancy, based on standard room (not including  
airfare). 4 days/3 nights to 8 days/7 nights \$210 to \$560 (plus airfare).

### INCLUDES:

- Air-Conditioned Accommodations
- Round Trip Transfers
- Breakfast, Lunch & Dinner Daily
- Hors d'Oeuvres, Midnight Buffet, Snacks
- Unlimited Liquor
- Live Entertainment Nightly—Cultural, Folkloric, etc.
- Tennis and Watersports
- Clinics (Tennis, Watersports, Crafts, etc.)
- Aerobics Classes (with qualified instructor)
- Shopping/Walking Tours
- Glass-Bottom Boat Trip (transportation not included)
- Adults' & Children's Activities with prizes
- Indoor & Outdoor Games
- Nightly Tour to Casino & Disco (return transportation not included)
- Manager's Cocktail Party (weekly)
- Theme Parties All Week Long
- Taxes, Tips, Baggage Handling, Portage

The BUSHIRI BEACH RESORT, a complete playground where all the fun's  
included in one low price! 150 magnificent rooms and Aruba's most beautiful  
beach. Eff. 4/10 to 12/23/88. Rates on request for superior/deluxe rooms,  
single & triple occupancy, and children. Certain restrictions apply.

*Bushiri*  
BEACH RESORT, ARUBA

For information and reservations, call:

Nationwide 1-800-622-7836 • Connecticut only: (203) 846-4140

LaCURE Villa vacations are commis-  
sionable at 10 percent. (800) 387-2715;  
(800) 387-2720; (800) 387-2726.

The recently reopened Club St.  
Lucia/Smugglers Village has undergone  
a multi-million dollar conversion into an  
all-inclusive property. Special features are  
greens fees, golf clubs, horseback riding  
and full-day Pirate's Cruises in a three-  
masted tall ship. All-inclusive rates begin at  
\$98 per person, per day. (800) 223-9815.

Also on the island of St. Lucia, the Bar-  
nard Group has unveiled plans for a \$15  
million all-inclusive spa resort. The "Body  
Holiday" club will open Dec. 1, stressing  
a vacation designed specifically to pamper  
and fortify the body in a spa-like at-  
mosphere. Extensive sports and fitness  
facilities and low-calorie dining will be  
features of the club. (800) 221-1831.

In French St. Martin, Club Le Grand  
Beach Resort now has all-inclusive vaca-  
tions priced at \$290 per person. A  
minimum seven-night stay is required. The  
76-unit resort is currently undergoing a  
30-room expansion program. (800)  
221-1831.

To the north, in addition to its Club Med  
property, Bermuda also has the all-  
inclusive Harmony Club. Special features  
at the 71-room resort are kimonos in the  
room, hair dryers and bathroom toiletries,  
as well as a la carte American breakfasts,  
English afternoon tea, evening cocktail par-  
ties, gourmet dinners and unlimited  
beverages. All-inclusive rates range between  
\$220 and \$300 per room, double. (800)  
225-5843. □

The most  
important thing  
we're rebuilding  
is our reputation.



Time and money will renovate a hotel. It took a lot of both to remodel our 200 guest  
rooms, each featuring a private balcony with an ocean view. But to restore a  
reputation, that takes more than elegantly appointed rooms. It takes dedication, like  
that of our new American Management. They understand that if a guest isn't  
completely charmed by his first stay, then there won't be a second. After changing  
hands 3 times, The Curacao Caribbean Hotel is finally in the right hands.

## CURACAO CARIBBEAN HOTEL CASINO

Curacao, Netherlands Antilles

For reservations and information call 1 (800) 444-1010 In IL (312) 452-4333 Telex 910 2504 129



The Treasure Cay Beach Hotel in Abaco, The Bahamas, has  
converted to the all-inclusive concept with the Treasure  
Islands Club.

Airlines' Fare Play

Don't let the fear of flying airfares stop you from looking into a Caribbean vacation this summer. Airfares are generally lower in the summer, and many airlines even offer bargain tour packages that include accommodations and hotel transfers. Following is a list of airline specials with their starting rates.

American Airlines

Through their Fly A-Away Vacations program, American is offering package tours to 21 destinations through their San Juan hub. A sample is a seven-night stay at the St. Lucian in St. Lucia, including water sports, day tennis and U.S. departure tax, starting at \$620. Book through your travel agent or GoGo Tours.

The Bee Wee Beat

To Barbados from Baltimore, seven nights at your choice of hotels start at \$499, including tax and service charges. BWIA offers similar packages to other Caribbean destinations, with departures from New York and Baltimore. Call 800-638-1832 for details.

Cheap Room at the Inn

From the Bahamas down to Barbados, island hotels reduce their rates up to 50 percent in the summer. A week on

Anguilla, including airfare, could cost you less than a summer house on the Cape. And in the bargain you'll find the

|                                   | Rate  | Summer Discount | Extras                | Reservations              |
|-----------------------------------|-------|-----------------|-----------------------|---------------------------|
| <b>ANGUILLA</b>                   |       |                 |                       |                           |
| Cap Juluca                        | \$150 | 40%             |                       | 800-235-3505/212-308-3330 |
| Cinnamon Reef                     | \$120 | 52%             |                       | 800-223-1108              |
| Coccoloba                         | \$100 | 66%             | Full breakfast        | 800-351-5656              |
| Malliouhana                       | \$200 | 43%             |                       | 800-372-1323/212-898-1323 |
| <b>ANTIGUA</b>                    |       |                 |                       |                           |
| Halcyon Cove                      | \$105 | 48%             |                       | 800-223-1588/212-861-4540 |
| Jumby Bay                         | \$400 | 34%             |                       | 800-437-0049/212-879-9190 |
| Royal Antigua                     | \$ 75 | 67%             |                       | 800-223-1588/212-861-4540 |
| <b>ARUBA</b>                      |       |                 |                       |                           |
| Aruba Palm Beach                  | \$ 75 | 49%             |                       | 800-345-2782              |
| Divi Divi                         | \$100 | 55%             |                       | 800-367-3484              |
| Golden Tulip                      | \$ 90 | 38%             |                       | 800-344-1212              |
| <b>BAHAMAS</b>                    |       |                 |                       |                           |
| Green Turtle Club                 | \$ 95 | 30%             | Breakfast, dinner     | 800-327-0787              |
| Ocean Club                        | \$115 | 24%             |                       | 800-327-0787              |
| Paradise Island Resort and Casino | \$105 | 37%             |                       | 800-327-0787              |
| Windermere Island                 | \$ 48 | 37%             |                       | 800-327-0787              |
| Xanadu                            | \$145 | 31%             |                       | 800-327-0787              |
| <b>BARBADOS</b>                   |       |                 |                       |                           |
| Cobblers Cove                     | \$179 | 55%             | Breakfast, dinner     | 800-223-6510/212-832-2277 |
| Glitter Bay                       | \$105 | 42%             |                       | 800-223-6510/212-832-2277 |
| Paradise Beach                    | \$110 | 32%             |                       | 800-222-0939              |
| Royal Pavilion                    | \$145 | 47%             |                       | 809-422-4111              |
| Sandy Lane                        | \$140 | 77%             |                       | 800-223-5672/212-541-4400 |
| Treasure Beach                    | \$ 95 | 51%             |                       | 800-223-6510/212-832-2277 |
| <b>BONAIRE</b>                    |       |                 |                       |                           |
| Bonaire Beach                     | \$ 70 | 36%             | Continental breakfast | 800-223-9815/212-848-6636 |
| <b>BRITISH VIRGIN ISLANDS</b>     |       |                 |                       |                           |
| Long Bay Beach                    | \$ 60 | 50%             |                       | 800-223-5695/212-725-5880 |
| Peter Island                      | \$340 | 25%             | Three meals, sports   | 800-346-4451/212-861-4540 |
| <b>CAYMAN ISLANDS</b>             |       |                 |                       |                           |
| Hyatt Regency                     | \$120 | 40%             | Deluxe room           | 800-228-9000              |
| Royal Palms                       | \$ 80 | 30%             |                       | 809-949-2836              |
| <b>CURACAO</b>                    |       |                 |                       |                           |
| Princess Beach                    | \$ 40 | 43%             |                       | 800-223-9815/212-848-6636 |
| <b>GRENADA</b>                    |       |                 |                       |                           |
| Calabash                          | \$120 | 40%             | Breakfast, dinner     | 800-845-9504              |
| Ramada Renaissance                | \$ 95 | 32%             |                       | 800-2-RAMADA              |
| Spice Island Inn                  | \$135 | 20%             |                       | 800-225-5463/212-848-6636 |



SANDALS RESORTS

Cayman AirTours

Cayman Airways is offering vacation, dive and honeymoon packages at a variety of island hotels. A basic two-night package starts at \$249 per person, or \$389 for seven nights. Transfers, U.S. departure tax and discount coupons are included. Call 800-247-2966 for more information.

Jamaica Air Tours

Midwesterners are winners with this summer's Air Jamaica packages. From Chicago, a seven-night stay at couples-only Sandals Royal Caribbean starts at \$1,362 per person including service charges and taxes, meals and activities. And a quick getaway to Montego Bay's Wexford Court is just \$502 for three nights. Departures from other midwestern cities such as Cleveland, Cincinnati, St. Louis and Des Moines are available for minimal extra charges. Call Air Jamaica at 800-523-5585 for details. ■



come. The Caribbean Expedition Program begins October 15 in the Caymans, November 12 in Belize and December 3 in Curaçao and Bonaire. For details, contact TMES at Box 27116, Oakland, CA 94602; 800-9MANTAS or in California, 800-2MANTAS.

► **Epicures take note:** The Lantana Colony Club is the only Bermudian resort to win *Hideaway Report* editor Andrew Harper's Epicurean Award for its outstanding cuisine and service. Call 800-468-3733.



High marks for Bermuda's Lantana.

► **A Cooler Cornucopia** is what businessman Steve Fassih had in mind when he moved to Grenada and launched Grenada Wine Coolers. Mango, golden apple, sorrel, guava and cherry are a sampling of the flavors he produces with plenty of local fruit and an old island recipe. Naturally fermented, the coolers supposedly retain as much as 70 percent of their vitamins and minerals, he says. And at about nine proof, they also pack a healthy kick. Available anywhere and everywhere in Grenada, the "revolutionary" sweet wines go down best with a spritz of soda.

► **The Carib Link** simplifies inter-island travel from Antigua with high-speed ferry connections to nearby Montserrat, Guadeloupe and Dominica, while the new 320-passenger *Carib Jet* services Martinique, St. Lucia, St. Kitts/Nevis, St. Maarten and St. John. Round-trip fares range from \$44 to \$160. Call 809-462-4225 for reservations.

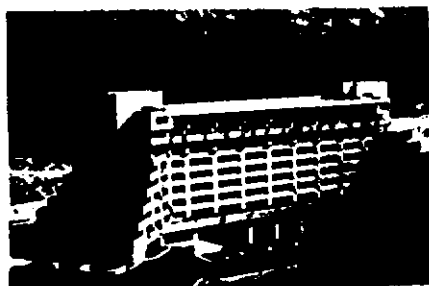
► **Honeymoon on the House:** All four SuperClubs in Jamaica and Couples St. Lucia will feature a monthly newlywed draw—awarding one happy couple a refund for most of their honeymoon bill. To try your odds, call the all-inclusive SuperClubs (Boscobel Beach, Couples, Couples St. Lucia, Hedonism II, Jamaica-Jamaica) at 800-858-8009 or 516-868-6924.

► **A new treasure in St. Barts,** Les Islets Fleuris in Lorient provides accommodations on this most expensive of Caribbean islands at truly bargain prices! Rates for two in a garden cottage bedroom are just \$45; a three-night package is \$120. All cottages have fully-equipped kitchenettes for self-catering and large terraces. For more information, contact C. Tiberghien, Islets Fleuris, Hauts de Lorient 97133, St. Barts, French West Indies; 590-276422.

► **Leave Le Boat** is the greatest yacht charter concept since bareboating. Yachties can now charter a Le Boat yacht in one of the French West Indies—Guadeloupe, Martinique or St. Martin—sail to their hearts' content and leave their boat on another French isle. There is no return fee for one-way charters of two or more weeks. For more information on Le Boat, contact Evelyn Gresser, P.O. Box E, Maywood, NJ 07607; 800-922-0291 or in New Jersey, 201-342-1838.

► **The longest Happy Hour in Cancún** is just one reason to visit the new Ramada Renaissance Hotel, Cancún. Boasting 226 deluxe rooms including three penthouse and junior suites, the pyramid-shaped Renaissance has several restaurants, water sports and a

The Ramada Renaissance Cancún.



large free-form swimming pool. Summer rates start at \$190 double occupancy. For reservations, contact Ramada at 800-228-9898.

► **Cool jazz and hot rhythms** make their way to Aruba every weekend in June for the first annual Jazz and Latin Music Festival. Performers include Ruben Blades, Hiroshima, The Wave, Al Jarreau, Spyro Gyra, George Benson and José Feliciano. Tickets, ranging from \$25 to \$40, are available at Ticketron or on the island. Call 800-TO-ARUBA for details.

► **Get Eurofit** at Bermuda's Sonesta Beach Hotel and Spa. An exercise and nutrition regimen designed for guests to continue at home, the program fea-



A Swedish body massage at Sonesta.

tures Finnish sauna, Turkish steam treatments and whirlpool baths, exercise classes and weight workouts, tennis and swimming. Sonesta's spa packages pamper with Swedish body massage, facials, fitness consultations and more. Calorie-controlled meals are optional. Seven nights of Eurofit are \$1,610 including all meals; a three-night refresher \$495; a four-night mini-spa \$720. Call 800-343-7170 for reservations.

► **A bittersweet deal:** Learn to scuba or sail for free at the Bitter End Yacht Club in the BVIs. A bigger, better Bit-

# CARIBBEAN HIGHLIGHTS

## Aruba

**Pro-Am High Winds Tournament, June 5-12.** An exciting boardsailing competition in one of the world's best locations. Eagle Beach.

## Anguilla

**August Week Holidays, July 29 to August 6.** A week of fun-filled festivities including boat races, carnival celebrations and parades.

## Antigua/Barbuda

**Carnival, July 25 to August 2.** A week of celebration, with calypso competitions and street parades. St. John's.

## Barbados

**Crop Over Festival, July 9 to August 1.** A traditional festival honoring the hard-working laborers at the completion of the sugarcane harvest. Celebrations include cultural shows, donkey cart parades, street fairs and calypso competitions. At the finale, "King and Queen of the Crop" are selected.

## British Virgin Islands

**Virgins Cup, July 17.** A regatta featuring women racing around the islands and anchoring at Norman Island. Apres-race fun at B.V.I.'s only floating restaurant, William Thorton.

**Summer Festival, July 26 to August 5.** A fun-filled week complete with nightly entertainment, parties and dancing. The Miss B.V.I. Pageant highlights the event, along with a cultural parade on August Monday as the grande finale. Tortola.

## Cayman Islands

**Million Dollar Month Fishing Tournament, throughout June.** Each weekend fishermen compete to catch the largest blue marlin for a million-dollar prize.

## Dominica

### St. John's

**Cabarete Windsurfing Championship, June 21-26.** A world cup event. Cabarete.



## French West Indies

**Bastille Day, July 14.** In true French style, islanders celebrate this patriotic holiday with military parades, fireworks and festivities. All islands.

### GUADELOUPE

**Tour de la Guadeloupe, August 5-14.** A 10-day international bike race covering the entire island.

**Fête des Cuisinières, August 6.** A gala event honoring the island's chefs and their mouth-watering creations. A colorful parade and a five-hour feast highlight the event. Pointe-a-Pitre.

### MARTINIQUE

**17th Festival of Fort-de-France, during August.** A month-long cultural extravaganza featuring major international artists in dance, music and theater.

**Tour de la Martinique, July 15 to 24.** A professional international bike race island-wide.

### ST. BARTHELEMY

**Patron Saint Day, August 24.** A fête with the look and feel of a French country fair. Colorful booths line the streets during the day and wining, dining and dancing fill the evening.

## Guernsey

**Carnival, August 8-9.** The excitement begins early in August when the singers and dancers start their preparations for the carnival. Colorful parades, festive jump-ups and Calypso competitions are enjoyed by visitors and Grenadians alike. St. Georges.

## Jamaica

**Reggae Sunsplash, August 15-20.** This musical extravaganza, in its 11th year, brings internationally famous musicians and music lovers to the island where reggae was born. At the Bob Marley Stadium, Montego Bay.

## Netherlands Antilles

### CURACAO

**Open International Windsurf Championship, July 14-19.** This third annual event features windsurfers from around the globe.

### SABA AND STATIA

**Saba Carnival, July 24-31.** The entire island celebrates with picnics, sporting events and fun-filled recreational activities. Bottom.

**Statia Carnival, during August.** Carnival Village becomes a colorful mecca filled with people, local foods, games and contests. Oranjestad.

## Puerto Rico

**Summer Arts Festival, August-October.** The grounds of Parque Central de San Juan fill with dancing, craft shows and art exhibits.

## St. Kitts and Nevis

**Culturama, July 28-August 4.** A six-day celebration of the island's history, folklore, arts and culture. Nevis.

## St. Lucia

**Fête de la Place, June 29.** This colorful festival shows off the market vendors of the island. Stalls are decorated and family and friends gather for a high mass and grand feast.

## St. Vincent and the Grenadines

**Carnival '88, June 26-July 5.** Carnival excitement includes the Miss Carnival show featuring carnival queens from many Caribbean islands. A steel band competition will be held July 4, along with an afternoon jump-up. A street parade brings the fun-filled week to a close.

## Turks and Caicos

**Carnival, August 27-28.** A celebration of fun, food and dancing. Grand Turk.

## U.S. Virgin Islands

**U.S.V.I. Open Atlantic Blue Marlin Tournament, August 24-26, 28.** The Virgin Islands' boasts nine world records for Blue Marlin fishing and excitement abounds as anglers try to capture a 10th.

### ST. JOHN

**St. John Carnival, June 27-July 4.** A miniature version of the annual St. Thomas Carnival with food, contests and parties. Cruz Bay.

### ST. THOMAS

**Hook In and Hold On, last week in June-July 5.** Ninth annual international boardsailing race.

**Arts Alive Fair, August 4-6.** Local artists and craftsmen display and sell their works. Tillet's Art Complex.

per person, per night through Dec. The 150-room property provides guests with all the features of an all-inclusive vacation, including unlimited liquor. (800) 622-7836.

In The Bahamas, an all-inclusive vacation at Paradise Island Resort & Casino's Club Paradise is now available. The new beachfront tower was designed exclusively for club use, although the resort's 12 gourmet and specialty restaurants are open to club vacationers. (800) 321-3000.

Resorts International works with Perillo Tours on all-inclusive Club Perillo vacations. The corporation sells over 30,000 packages to Nassau annually, all featuring roundtrip air via Pan Am, accommodations at Resorts International properties, meals, dinner wines, tips, taxes and transfers. Prices begin at \$699. (800) 431-1515.

A similar set-up is available in neighboring Cable Beach at the lovely Nassau Beach Hotel. The Palm Club is a posh all-inclusive located within the larger property, offering guests the convenience of a package and the luxury of an upscale hotel. Three-, four- and seven-night vacations are available, priced from \$499 per person through Dec. 20. (800) 225-5843.

Treasure Cay Beach Hotel in the more northerly Abaco islands has converted to the all-inclusive concept with the Treasure Island Club. The 100-room resort has a challenging 18-hole golf course on its grounds, and a private out-island playground accessible only via boat. Seven-night prices begin at \$945. (800) 327-1584.

Secret Harbour, one of Grenada's small luxury hotels, is now a fully-inclusive, couples only property—Grenada's first. Included are oceanview accommodations, all meals, unlimited liquor, sports, room service and airport transfers. Rates through Dec. 20 begin at \$390 per person for three nights. (800) 551-4000.

The SeaGarden Beach Resort, formerly Club Paradise, is a new 100-room all-inclusive hotel in Montego Bay, Jamaica. An extensive improvement project currently underway will enhance guest facilities and landscaping following the introduction of four- and eight-day all-inclusive packages. Rates begin at \$327 per person through Dec. 12. The hotel's colonial ambience and lush gardens echo the country inns of New England, despite their unmistakably tropical surroundings. (800) 545-9001.

**L**ACURE's Secret Escapes also presents a different type of all-inclusive holiday in individual, oceanfront villa accommodations located in Jamaica, Barbados, St. Lucia, St. Barts, St. Martin and The Bahamas. Included in the luxury packages are a staff of four (housemaid, cook, gardener and laundress), three gourmet meals daily, rental car, a continuously stocked bar and sporting activities nearby. Diversions include golf, tennis, horseback riding and sailing.

Seven-night programs are priced between \$870 and \$1,690 per person.

Continued on next page...



presents

## Jamaica's All Inclusive Vacations

### N E G R I L

*Hedonism II*

3 Nights.....\$390.00 p. p.  
7 Nights.....\$910.00 p.p.

### O C H O R I O S

*Club Americana*

3 Nights.....\$308.00 p.p.  
7 Nights.....\$682.00 p.p.

*Children Accepted*

### R U N A W A Y B A Y

*Jamaica Jamaica*

3 Nights.....\$390.00 p.p.  
7 Nights.....\$910.00 p.p.

### M O N T E G O B A Y

*Sandals Royal Caribbean*

3 Nights.....\$875.00 per couple  
7 Nights.....\$1775.00 per couple

*All packages include:*

*Roundtrip transfers, accommodations, breakfast, lunch & dinner daily  
Wine with meals.*

*Use of tennis courts—All water sports—hotel tax & service.*

**13% COMMISSIONS — Super low air fares from ATL/MIA/NY/BWI/PHL**

For Further Information:

Call NY (718) 856-7711, 1-800-221-6686 • Florida 1-800-233-7744  
Atlanta, Ga. 1-800-822-3622 or (404) 688-0035

JAMAICA

SAVOY RESORTS  
PRESENTS

## Passport to Paradise 1988 Club Americana

ALL INCLUSIVE FUN FOR ALL

Everyone can enjoy our all-inclusive party plan at Club Americana: spacious accommodations, daily buffets, unlimited beverages, including wine, beer and bar drinks, watersports and much more. It's Jamaica's finest Fun-For-All resort and your Passport to Paradise. But the amenities don't end there. SERVICE is at the top of the list, because at Club Americana YOU'RE #1 and our pleasure is in serving YOU!



For information and reservations (800) 223-1588 in New York, call (212) 661-1510 in Canada, call (500) 531-6717. Groups should call (800) 225-8529 or in New York, (212) 983-3540. CREDIT CARDS: AMERICAN EXPRESS, VISA, MASTERCARD. PARKING: \$5.00. SALES TAX: 12.5%. SINGLE ROOM: \$125.00. TIPS: \$15.00. WINE: \$10.00.

**SAVOY  
RESORTS**

## Taking my lettuce to the Caribbean

Milton Bass

**O**RDINARILY, like Professor Higgins in Shaw's "Pygmalion," I'm a patient kind of man. But when my lettuce seeds did not poke their tiny green heads above the surface three weeks after being planted in our frigid soil, I took immediate action.

I packed my wife and three packets of lettuce seed — Black Seeded Simpson, Romaine Cos and Summer Bibb — into appropriate containers, and drove to Bradley International Airport in Hartford. We then boarded American Airlines Flight 637 to San Juan, Puerto Rico, which took 3½ hours, shifted over to American Airlines 234 to St. Maarten, which took 35 minutes, then transferred to Tyden Air, which brought us to Anguilla in 7 minutes, and changed to a taxi which took 20 minutes to get us to Coccoloba Plantation. Fifteen minutes later my lettuce seeds were in the ground outside our villa, surrounded by the soft pink frangipani and the bright yellow allamanda. What I am getting at is if a garden refuses to come to me, I go to the garden spot.

You may well ask why the British West Indian island of Anguilla for my horticultural pursuits. First of all, the new 51-room hotel is managed by an old Caribbean friend, David Brewer, and I figured that the people who had named the place Coccoloba (which means sea grape in ancient Arawak) Plantation would not be averse to my planting experiments along the lettuce line. And there was one other little matter, of course. The off-season rates had just gone into effect, dropping something like 60 percent as quick as the sun dips over the edge of the blue-green Atlantic at this time of year. In other words, growing conditions were perfect.

Even in the best of circumstances, however, lettuce does not spring up overnight. One must patiently wait. Luckily, there were other things to do to occupy the time. Like sitting along the 2 miles of pure-white, soft-as-silk sand while watching the pelicans ply their daily trade. My companions and I tried to recollect the exact lines of Dixon Lanier Merritt's limerick about the pelican, but all we really established were the first and last lines. For the record, this is the full quote:

*A wonderful bird is the pelican.*

*His bill will hold more than his belican.*

*He can take in his beak*

*Food enough for a week,*

*But I'm damned if I see how the belican.*

I also spent a great deal of time watching the sweat break down my reddening belly, arising now and

again to wash it off in the soothing Caribbean. The water is so clear in this area of the world that one doesn't need snorkeling equipment to see the treasures of the sea. A quick duck of the head and a wonderland of brightly-colored fish and flora is exposed.

There were, of course, the meals. Breakfasts of mounds of fresh tropical fruits, freshly baked croissants and brioches and prune danishes, all followed by plain old eggs and bacon and sausage and waffles and pancakes. Just outside the kitchen area, shaded by the bright red bougainvillea trees was a large tomato plant with fruit the size of golf balls. Figuring the chef, a Frenchman named Eric Sculler, who was as quick with words as he was with outstanding cuisine, might be interested in my lettuce, I inquired about his garden. The tomato garden, it turned out, was planted by a broom. When the kitchen was swept out one night, a few bits of tomato were brushed into the dirt, and *voilà*, one of the best-looking tomato plants I ever saw. If mine look like that in August, I will be the envy of the neighborhood.

*You may well ask why the British West Indian island of Anguilla for my horticultural pursuits. The off-season rates had just gone into effect.*

Anguilla has a few things going for it that my garden doesn't enjoy. The temperature goes up to 85 degrees every day and down to somewhere between 70 and 75 degrees every night. This time of year the rain comes down as in Camelot — quick, hard showers that never occur at an inconvenient time. September and October are quite different, I was assured, so I invited all the Anguillians to come visit us in the Berkshires during their rainy season.

There will be enough room because there are only some 7,000 of them on the island. There are also 6,000 cars, which shows that the cars breed almost as profusely as the Anguillians don't. There are also five stop lights on the island, which is 16 miles long and 3 miles wide, and we encountered all five of them during our peregrinations. Since Anguilla is a British "possession," its people drive on the left side of the road, but since the average speed of vehicles ranges between 20 and 35 miles per hour, the accident rate is low even for outlanders.

Anguilla already has what Gov. Michael S. Dakakis and the Rev. Jesse Jackson are promising (Vice President Bush thinks we already have it) for the United States — full employment. I almost applied for a job as a policeman because there is a shortage of such (the crime rate is practically nil, but you need guys at each of the stop lights). In addition to the burgeoning tourist business and the amount of construction that goes with it, the island income is supplemented each year by about \$3 million from the British government. In 1968, the Anguillians declared their independence, and the British dropped several hundred paratroops onto the sandy beaches and scrub. Their reception ranged from "Hello, mon, how you doing?" to "Would you like a glass of iced tea?" The Anguillians didn't mind being a British colony; they just didn't want to be booked in with the islands of Nevis and St. Kitts, which were getting the lion's share of the British money. Now St. Kitts and Nevis are independent and having economic problems, while Anguilla is still a colony and doing very nicely, thank you. As happened with us in Grenada, the "invaders" put in paved roads, built water storage areas, and helped with schools, medical facilities, a library, a radio station and a power plant. Our taxi driver showed us the frameworks of the new hospital and airport.

"When will they be ready?" we asked.

He smiled.

"They were supposed to be ready last year," he said. "Someday. Someday soon. Or if not, someday later."

The other big piece of construction on the island is a huge house for movie macho man Chuck Norris. It is a pink building with a big wall going up around it, as if Chuck needed a wall to protect his property. The rumor on Anguilla is that Clint Eastwood has also bought a few beach lots and will be building soon. If those two guys should have a falling out, they would have to bring back the British paratroopers. Or Arnold Schwarzenegger.

I now have a sad story to tell. Each morning I would check the little circle of hard ground where I had planted my lettuce seeds. Nothing. Each evening on the way to dinner I would check them again. Nothing.

On the final morning, I was annoyed enough to poke around with a stick, but I couldn't even find the seeds. We arrived home after midnight; so I had to wait until the morning to check the progress of the seeds I had laid down a month ago. Still nothing. Nothing in the Caribbean and nothing in Richmond. I still have some seeds. Where next? □

# Grenada anticipates great '88

The first new hotel to open on Carriacou in two years, *Cassada Bay*, made its debut this season on Grenada's sister isle. All of its 18 accommodations of rough-cut timber, housed in nine cabins with two units each, are decorated with pine furniture and feature bedroom, living room, verandah, and bathroom. All offer splendid views of the bay. Special attractions of the property include traditional West Indian cuisine and free ferry service to nearby islands for snorkeling, sun-bathing and exploring. From April 7 to December 14, rates are \$75, MAP, based on double occupancy. For reservations and information, call (809) 428-1900 or write *Cassada Bay Resort*, Carriacou, Grenada, West Indies.

### Hotel update:

In Grenada, new developments are also underway at *Blue Horizons Cottage Hotel*, *Calabash Hotel*, *Spice Island Inn*, and *Maffiken Holiday Apartments*.

*Blue Horizons Cottage Hotel*, a 28-suite, four-studio property, nestled on a terraced hillside in a tropical garden setting, has refurbished and redecorated all of its original 16 suites and its restaurant; *Calabash Hotel*, a luxury 22-suite resort at L'Anse aux Epines, will build additional units and enlarge rooms, and swimming pools are being added to some existing units; *Spice Island Inn* is beginning an expansion project to include the addition of 14 rooms—10 suites and four pool suites,

bringing the total number of rooms to 42, and a tennis court will also be added at the property; and *Maffiken Holiday Apartments* overlooking Grand Anse Beach has more than doubled its capacity with the addition of seven new self-contained units, each featuring bedroom, living and dining areas, a well-equipped kitchen, bath and patio.

For rates and information on these and other properties, contact *International Travel and Resorts* at (800) CALL-GND, or (212) 840-6636; in Canada, call (800) 468-0023.

### Flight update:

Daily flights to Grenada will be available with BWIA International's increased service from New York for the summer season. From July 8 to September 6, 1988, BWIA will offer daily service from New York's JFK International Airport to Grenada, direct on Mondays, Wednesdays and Fridays and with a change of planes in Antigua on other days. Additionally, there will be daily direct service from Miami International Airport to Grenada. For reservations and information, call BWIA International at (800) 327-7401 or (212) 581-3200.

*Spice Air*, a new charter operator, offers day trips from Grenada to a multitude of Caribbean destinations. Excursions are arranged for groups of up to eight and are available to Grenada's sister island Carriacou and as far south as Caracas and north to St. Martin. Rates begin at \$540 per charter. For

further information, contact *Spice Air* at (809) 444-4362.

### Park update:

Educational videos are now available to tourists in the Grand Etang National Park Visitor's Center, and outdoorsmen can take advantage of newly blazed trails and designated campsites, barbecue areas, and lookout points in the park. A mini-zoo and additional picnic sites and trails are slated for mid-1988. At *Levera National Park*, in the northern part of Grenada, plans for 1988-89 include the construction of a visitors center for expositions and the clearing of beach trails for hikers through this intriguing and environmentally rich part of the island.

### People to people program:

This newly-expanded program matches visitors to the island with Grenadians who share similar interests for a personal intercultural exchange. The program, which is free of charge, was launched several months ago and has met with huge success. For information, contact *Grenada Tours and Travel*, P.O. Box 46, St. George's, Grenada, West Indies.

### Diving:

The *Bianca C*, a Costa Cruises passenger ship that sank off Grenada in 1961, is the largest shipwreck in the Caribbean—a prime site for dive enthusiasts. H.M.C. Diving Center now provides state-of-the-art diving equipment, as well as use of an underwater video camera with casings for beach or underwater photography. □



from New York  
\$ 459 pp

## Martins Vacations, Inc.

presents



Includes:

- Roundtrip airfare on BWIA scheduled flights
- Three (3) nights superior oceanview accommodation
- Sunfish sailing, snorkelling, tennis
- Roundtrip transfers
- Continental breakfast daily
- Welcome drink
- Hotel taxes and gratuities

Special packages available for longer stays. Surcharge applicable for Sat/Sun travel.

For reservations contact Martins Vacations, Inc.

Miami  
(305) 594-4561

Florida  
(800) 762-3636

National  
(800) 841-1441



from Miami  
\$ 399 pp

## Biras Creek offers family vacation package

For less than \$60 per person per day, a family of five can enjoy the natural splendors of *Biras Creek*, one of the Caribbean's most exclusive resorts in Virgin Gorda. The price includes three superb meals a day.

The *Ultimate '88 Family Vacation Break*, effective June 25 through September 4, 1988, is an eight-day/seven-night package costing \$1,988 for up to a family of five. The package includes: deluxe two-suite, two-bath private cottage and patio; three meals a day; beach barbecues twice a week; complimentary tennis; unlimited use of watersports equipment, including windsurfers, sailboats, snorkeling equipment plus instruction; half-day family outing by boat to the Baths, Virgin Gorda's spectacular seaside grottos; supervised activities for children ages 6-11; suitable activities for children ages 11-16; a "Romantic Evening Guarantee", including a sunset sail aboard a 43-foot sloop, followed by an elegant dinner for parents in the resort's open-air dining room (while the children enjoy an early dinner and appropriate post-dinner activities); and round-trip transfers between the resort and Virgin Gorda airport.

Accessible only by boat, *Biras Creek* is surrounded by 100 acres on the northern end of the island. In this remote setting, the resort becomes a world of its own, a world of gently lapping tides, cooling breezes, and exotic tropical birds and plants.

Dotted along the beach at Biras Creek are 16 cottages—the full extent of the resort's accommodations. Each cottage features two suites, outdoor garden showers, and furnished patios.

On a hill above Biras Creek's cottages sits a stone castle featuring an open-air dining room noted for its imaginative cuisine and fine wines; a bar and lounge; and a patio for evening dancing under the stars.

Activities include tennis, bikes at your cottage door, sailing, snorkeling, nature trails for hiking, and picnics provided by Biras Creek's kitchen. There's a white sand beach, a freshwater pool at the shore's edge, and nearby islands to explore.

Virgin Gorda may be reached via San Juan or St. Thomas. From San Juan, Eastern Metro Express and American Eagle offer a reliable, 50-minute flight eastward to Virgin Gorda; from St. Thomas travelers can connect to Virgin Gorda by ferry or plane. The new North Sound Express Ferry also offers regularly scheduled connections to Virgin Gorda from Tortola and Beef Island.

For further information, call (800) 223-1108 or (809) 494-3555. □

## Martins Vacations features summer Grenada packages

Martins Vacations, Inc. is featuring four-day/three-night packages to the West Indian island of Grenada through December 15, 1988. A choice of ten hotels is offered at prices starting at \$329 per person, based on double occupancy. Additionally, an all-inclusive, eight-day/seven-night package is available at *Secret Harbour Hotel* for \$1,129 per person. All plans include accommodations, round-trip airfare from Miami on BWIA International, and airport transfers.

Martins Vacations features the following properties: *Hibiscus Inn*, *No Problem Apartments*, *Flamboyant*, *Blue Horizons*, *Coyaba*, *Horse Shoe Beach*, *Cinnamon Hill*, *Ramada Renaissance*, *Spice Island Inn*, *Calabash*, and *Secret Harbour*. For *Spice Island Inn*, rates include Modified American Plan (breakfast and dinner daily). *Blue Horizons* and *Ramada Renaissance* rates include a 10% service charge.

Grenada, the "Isle of Spice", is best known for its authentic West Indian flavor, lush mountainous beauty, and 45 white sand beaches.

For information and reservations, contact **Martins Vacations, Inc.**, 1150 N.W. 72nd Ave., Suite 320, Miami, FL 33126, tel. (800) 841-1441, (800) 762-3636 (FL), or (305) 594-4561. □

## HEYWOODS BARBADOS



Heywoods has it all on 30 tropical landscaped acres... 306 rooms in 7 different buildings located on one mile of golden sandy beach, tennis, squash, golf, windsurfing, sailing, diving, three pools, crafts market, duty-free shopping, informal and gourmet dining. And you're never, ever, crowded.

Ah, Heywoods. Ah, Paradise!

For information or reservations, call I.T.R. toll free 800-223-9815. In New York, 212-840-6636.

# BWIA To Offer Daily Summer Service To Grenada

BWIA will offer daily service to Grenada this summer from New York, between July 8 and September 6. BWIA will make direct flights from JFK on Mondays, Wednesdays and Fridays, and on the remaining days, there is a plane change in Antigua. In addition to this service,

the carrier will be making direct daily service from Miami to Grenada.

A new charter airline, Spice Air, has started up on Grenada. The airline offers excursions for groups of up to eight people.

Destinations include Grenada's sister island, Carri-

cou, plus points as far south as Caracas, Venezuela, or as far north as St. Maarten. Rates start at US\$540 per charter.

In other news from Grenada, the first new hotel on Carriacou opened this season. The Cassada Bay Resort has nine cabins, each

with two units. Each unit has a living room, bedroom, bathroom and verandah.

Current rates are US\$75. MAP, based on double occupancy (valid to December 14). The resort offers free ferry service to nearby islands for snorkelling.

A number of existing properties on Grenada itself have completed or are undergoing renovations. The Blue Horizons Cottage Hotel, with four studios and 28 suites, has refurbished the original 16 suites and La Belle Creole restaurant.

The Calabash Hotel, a 22-suite property at L'Anse aux Epines, plans to expand

existing rooms and add additional capacity. Swimming pools are also being added to some of the existing units.

Spice Island Inn located on Grand Anse Beach is adding ten suites and four pool suites to its current inventory of 28 rooms.

Maffiken Holiday Apartments has added seven new suites, more than doubling its room capacity. Each unit has a bedroom, living/dining room, a kitchen, bathroom and patio. A cook is available on request.

For further information or reservations for these four properties, contact International Travel and Resorts by calling (800) 468-0023 toll free. (DM)

## Classifieds

### Travel Consultant

- Minimum 1 year IATA experience
  - No Saturdays, no evenings
  - Sabre experience an asset
  - Excellent training program.
- Call:  
UNIGLOBE Airway Travel  
(416) 677-6606

### P. LAWSON TRAVEL

Requires corporate travel consultant. Bolton/Brampton area. Minimum 3 years IATA. Reservec/Sabre experience. Company benefits.  
Call Penny  
(416) 453-0250

### Advertising Sales Rep.

Required for well established Publishing Company. This junior position will appeal to someone with at least one year of sales experience. Knowledge of the printing industry helpful. Salary, Commission and Car Allowance. Please send resume care of:

John Cunningham  
310 Dupont Street  
Toronto, Ontario  
M5R 1V9

### CLASSIFIED ADS

\$28 per column inch. Closing 16 days prior to issue date. Call (416) 968-7252.

### W Royal Cruise Line

Sales position available in Eastern Canadian provinces of Ontario, Quebec, Nova Scotia, Prince Edward Island, Newfoundland, and New Brunswick. Royal Cruise Line offers unique opportunity to franchise this sales territory and earn excellent commissions by marketing and selling Royal Cruise Line cruises to retail Travel Agencies.

Please send resume to:  
Pbil Zeck  
One Maritime Plaza, Ste. 660  
San Francisco, CA 94111  
No Phone Inquiries

### Staff on vacation or lam?

Senior freelance consultant for short or long term assigns. 19 yrs. exper. in vac. and comm. travel. Reservec and Ticket Printer. Full refs. available. Call Pat Dowd (416) 923-6905

### RELIEF AGENT

Snr. corp. travel specialist with 15 years experience available for temporary assignments of one or two weeks. SABRE, RESERVEC, MAC, MATRIX and GLOBAL trained. Call: Darrell Baechler (416) 961-2972

UNTERBERG, LABELLE, JENNEAU, DESSUREAULT & Associés  
1860 SHERBROOKE QUÉST, SUITE 700, MONTREAL H3H 1E8  
TEL: (514) 934-0841

PAUL G. UNTERBERG, B. COM., B.C.L.  
AVOCAT

Member: ACTA, PATA, IFTTA  
Languages: English, French, German, Spanish

## CTP Asks Agents:

What is your reaction to the fact that B.C.'s Registrar has asked Ontario tour ops to consider subscribing to the B.C. Travel Assurance Fund?



DICK WILSON,  
PRESIDENT,  
WILSON TOURS,  
VANCOUVER

Don't tell me that we're headed for a National Registrar of Travel! No, I don't agree with it at all. We should get rid of the Registrars' offices. The more the bureaucracy, the more the screw ups. It's time the public took care of themselves.

Page 28 Canadian Travel Press



SUSAN SNIDER,  
MANAGER, B.C.,  
FUN SUN TOURS,  
VANCOUVER

B.C. consumers are protected by the B.C. fund, aren't they? However, a lot of bookings are done through Ontario operators. Since our fund has to pay out because of an Ontario collapse, we should know a little more about them. This may be the way.



GEORGE TAYLOR,  
PRESIDENT,  
ATLAS TRAVEL  
SERVICE, VANCOUVER

Did anybody take time to think this through? Has the astronomical administration problem been considered? Would it come under Provincial or Federal jurisdiction? It doesn't sound reasonable to me in the way it is presently portrayed.



TONI BOLTON,  
MANAGER,  
AMERICAN EXPRESS  
TRAVEL CO.,  
VANCOUVER

Why should they (Ontario) pay into B.C.'s fund? I think that (the Registrar) could spend more time checking on what's happening here at home. Who next to join? Alberta, Manitoba, California ... It's nonsensical.



LAURIE RADLOFF,  
REGIONAL PRESIDENT,  
(W. CANADA),  
UNIGLOBE,  
RICHMOND B.C.

From our point of view, we would like them to register and share the responsibility. The burden of keeping the fund alive should be lifted from the retail agent, with a realistic division between agent and operator.

April 21, 1988

# Sales Rack

## Egypt Circular

Agents and spouses attending the African Travel Association Congress in Zimbabwe this May will be given a 30% discount on all of the Egyptian packages listed in Naggar Tours' 1988/89 brochure, "Egypt As Never Before." Contact 323 Geary St., Suite 100, San Francisco CA 94102. Tel. 800-443-NILE.

## Blandings Portfolio

Blandings, a U.K.-based agency, has a portfolio of 64 properties in Great Britain open to Americans as holiday homes. The homes range from Scottish castles to cozy thatched cottages. Contact Vera G. Williams Int'l Properties, 2841 29th St. NW, Washington DC 20008. Tel. 202-328-1353.

## WMA Brochure

World Marketing Associates has released its brochure of Britain programs. Several alternatives for British travel are listed. Contact WMA, 7136 W. Grand Ave., Chicago IL 60635. Tel. 800-621-3405; 312-889-6015.

## Swissair Publication

"Swissair's World," a 48-page brochure produced by the airline describes 34 land packages in conjunction with 20 independent tour operators for the 1988 summer season. Most concentrate on Switzerland, but also include the Mediterranean, Balkan countries, Egypt and Africa. Contact 312-641-8820.



A waterfall in Grenada.

## Grenada Guide

The Grenada Dept. of Tourism has issued a new brochure highlighting the Isle of Spice. Included are color photos and lists of attractions. Contact 800-638-0853; in Canada 416-595-1339.

## San Francisco-area Tape

Travel agents can gain a regional view of the San Francisco Bay Area with a new video tape, "It's Your Vacation." The 12-minute film covers attractions accessible within a two-hour drive of the Golden Gate City. Either a \$15 deposit or outright \$15 purchase is required. Contact Vacation Film, GSFBAVC, PO Box 387, Santa Clara CA 95052. Tel. 408-296-7111.

## Hershey Brochure

The Hershey Philadelphia Hotel features a variety of romantic and family mini-vacations in its 1988 Packages brochure. Contact the hotel at Broad Street at Locust, Philadelphia PA 19107.

## Fam Facts

Fam Facts has completed the 1987 edition of the trade discount manuals. Directories include: Cruises, Ground Transportation & Rail, Tours, Hotels & Car Rentals, Airlines & Attractions. Information is arranged by geographical location and companion restrictions. Contact 800-522-2093.

## Caribbean Folder

To assist agents in planning and preparing clients' travel during the offseason (mid-April to mid-December), the Caribbean Tourism Association has published two new folders: "A Sample Listing of Hotel Price Reductions" and "Calendar of Special Events and Holidays—A Sample Listing for 1988." Contact CTA, 20 E. 46th St., New York NY 10017. Tel. 212-682-0435.

## AIDS Information

The American Hotel & Motel Assn. has published an informational booklet aimed at educating lodging industry employees about AIDS, "AIDS: Questions and Answers for Lodging Industry Employees." Sources such as the American Red Cross and the Dept. of Health and Human Services are quoted. The book is free to AH&MA members; non-members pay \$1 (plus stamped, self-addressed envelope). Contact Communications Dept., AH&MA, 1201 New York Ave., NW, Washington DC 20005-3917. Tel. 202-289-3131.

## Dayton Airport

Dayton-area passengers can learn about the \$50 million renovation project underway at Dayton International Airport with a construction pamphlet listing each area of the airport that will be renovated and/or enlarged. Contact 513-898-4631.

## Club Lanai Brochure

Club Lanai in Maui has issued a brochure on its one-day getaway package. Guests can "do it all" or "do nothing at all" on the secluded beaches, bicycle paths and from the glass-bottom boat. Contact 808-871-1144.



The Worthington Hotel offers a number of packages.

## Worthington Packages

Ft. Worth's Worthington Hotel has printed a "Values in the Grand Tradition" brochure, detailing special packages offered by the four-star hotel. They range from packages for the business traveler to a honeymoon night for newlyweds. Contact The Worthington Hotel, 200 Main St., Ft. Worth TX 76102. Tel. 800-433-5677; 800-772-5977 in Texas.

## Bicycle Tours

Island Bicycle Adventures lists in a new brochure its 1988 pedaling tours of Hawaii, and new for this year, a 23-day tour of Southern China in the fall. Contact 569A Kapahulu Ave., Honolulu HI 96815. Tel. 808-955-6789.

## Society Expeditions

Society Expedition Cruises has published "New World Adventures," detailing upcoming cruises in South America, Alaska, Iceland and other out-of-the-ordinary destinations. Contact 3131 Elliot Ave., Suite 700, Seattle WA 98121. Tel. 206-285-9400.

## Collette Packages

Collette Tours has released its 1988 USA & Canada brochure, featuring 30 programs and including a new tour to Glacier National Park and Sun Valley. The Glacier trip is Collette's first offering of a rail/coach program. Contact 124 Broad St., Pawtucket RI 02860. Tel. 800-832-4656.

## Mobil Guide

Mobil, famous for its travel guides, has released a "Lodgings for Less" book, assembled with the budget-conscious traveler in mind. Mobil's standard features, such as the star-rating

system for hotels and restaurants, are included, only with cost-cutting as a theme. Cost is \$5.95, available at bookstores.

## Texas Attractions

Planning motorcoach tours of Texas will be made easier with the new "Texas Attractions Guide," published by the state Tourism Division. The 95-page book lists: 362 Texas attractions, divided into seven regions; state CVBs; major Texas events; and selected state parks and guest/dude ranches. Contact Tourism Division, Texas Dept. of Commerce, PO Box 12008-Capitol Station, Austin TX 78711.

## Massachusetts B&Bs

The new "Spirit of Massachusetts Bed and Breakfast Guide" features more than 400 individual B&Bs, reservation services and guest houses there. Listings are divided geographically, with the price range from \$28 to \$120. Contact Bed and Breakfast Guide, Mass. Office of Travel and Tourism, 100 Cambridge St., 13th Floor, Boston MA 02202.

## TOUR DESK / THE CARIBBEAN

Great Southern Outfitters and Travel, a wholesale tour operator specializing in diving vacations, has set a series of inclusive packages.

The Great Southern Island Adventures will feature Divi Hotels and the Peter Hughes Diving operations at their select resorts. The programs will include roundtrip air from most major gateways, transfers, superior accommodations from three to seven nights, meal plans, diving and other watersports, hotel taxes and service charges.

All packages are commissionable to travel agents and dive shops, and can be booked with one call through Great Southern's toll-free number.

Adventure packages are currently being offered to Aruba, Barbados, Bonaire, Cayman Brac, New Providence Island (Bahamas), St. Croix, St. Maarten and Peter Hughes 110-foot Sea Dancer liveaboard in the Turks and Caicos.

Special group departures are also available on select dates for those interested in diving with others.

Great Southern Island Adventures can be booked by calling (800) 322-7547 or (601) 353-7547 in Mississippi.

The Golden Tulip Aruba Caribbean is offering special summer packages for honeymooners and scuba divers, effective through Dec. 19.

The honeymoon plan, available in the fall as well, is available for four or eight days. It features ocean or gardenview accommodations with private balcony, minibar and king-sized bed, daily American breakfast buffets, one candlelit dinner for two, a bottle of champagne on arrival, his and hers T-shirts, a tropical fruit basket, and a Golden Tulip cocktail.

## Trinidad Eases Passport Rule

PORT OF SPAIN, Trinidad — Trinidad & Tobago announced that passports are no longer required for American visitors.

Instead a birth certificate supported by some legal document of identification with a photograph, such as driver's license or voter registration card, will be accepted. The new rule applies to Americans visiting Trinidad & Tobago for not more than two months.

In other news, the Trinidad & Tobago Tourist Board has moved to a new address in New York. It is now at 118-35 Queens Blvd., 15th Floor, Forest Hills, New York 11375. The new telephone number is (718) 575-3909.

Couples can also enjoy a sunset cruise, use of designer bathrobes, free daytime tennis, chaise lounge and towel at poolside or the beach, and the manager's cocktail party.

Rates, per couple for the four-day plan are \$499 for superior, and \$594 for deluxe. The eight-day plan is priced at \$944 and \$1,555, respectively. Rates do not cover service charges, government tax, or transfers.

For more information on the honeymoon plan, call Golden Tulip Worldwide Reservations at (800) 344-1212 or Robert Reid Associates at (212) 832-2277 or (800) 223-6510.

The dive package is available for four, six or eight days. Offered in conjunction with Pelican Watersports, the Scuba in Aruba rates are based on per person, double occupancy.

The plan includes accommodations with private balcony, a Golden Tulip T-shirt, welcome cocktail, manager's cocktail party, free tennis, use of the resort's health and fitness center, and transfers.

Rates are available for divers and nondivers accompanying a diver in the same room. The four-day plan includes one, 2-tank dive (wall), two wreck dives, one reef dive. It is priced at \$275 for diver, \$160 for nondiver, double occupancy.

The six day plan includes the same amount of dives plus one night dive. It is priced at \$400 for a diver and \$260 for nondiver, double occupancy.

The eight-day plan has unlimited diving and is priced at \$610 for diver and \$360 for nondiver, double occupancy.

Rates quoted are based on availability and are exclusive of 15% service charge and a 5% room tax. Packages are commissionable at 10%.

Dive packages include tanks, backpack, weights, belt and boat trips. Divers should bring mask, fins, regulator, compensator, depth gauge, and wet suit. All items are also available on a rental basis.

Packages are available for certified divers only, and all divers should have their certification card. The resort also has its own full-time certified diving instructor and a free introductory dive course is given in the pool for non-divers.

For reservations and further information, contact Pelican Water Sports and Maduro Travel, at (305) 373-3331 or (800) 327-6709.

Martins Vacations is featuring four-day packages to Grenada through Dec. 15.

A choice of 10 hotels is offered at prices starting at \$329 per person, based on double occupancy. Additionally, an inclusive eight-day package is available at Secret Harbour Hotel for \$1,129 per person. All plans include accommodations, roundtrip air fare from Miami on BWIA and airport transfers.

Martins is featuring the following properties: the Hibiscus Inn, No Problem

Apartments, Flamboyant, Blue Horizons, Coyaba, Horse Shoe Beach, Cinnamon Hill, Ramada Renaissance, Spice Island Inn, Calabash and Secret Harbour.

For Spice Island Inn, rates include Modified American Plan (breakfast and dinner daily). Blue Horizons and Ramada Renaissance rates include a 10% service charge.

For information and reservations, contact Martins Vacations at 1150 NW 72 Ave., Suite 320, Miami, Fla. 33126; (800) 841-1441, (800) 762-3636 in Florida and (305) 594-4561 in Miami.

Aruba's Bushiri Beach Resort has set its summer rate schedule.

The resort, which recently opened a new 100-room wing, is offering standard accommodations for \$70 per person, double occupancy through June 24, and from Sept. 5 through Nov. 18.

From June 25 through Sept. 4 and from Nov. 10 through Dec. 23, there is an additional \$10 per person, per night charge.

The rates cover airport to hotel transfers, accommodations, all meals, hors d'oeuvres and late night snacks, unlimited alcoholic and nonalcoholic beverages, nightly entertainment, dancing, tennis, water sports, a supervised children's program, sightseeing and shopping excursions, boat trips, and all tips.

This summer, in a room specially designed for activity,

the Bushiri will offer a full program of supervised aerobics. For those who prefer a more substantial exercise regimen, the resort has a fully equipped gymnasium. Language, arts and crafts, dancing and other instructional activities for guests are offered daily.

For further information, call Sari Schwartz at (800) 622-7836 or (203) 847-1642 in Connecticut.

Alken Tours has announced its lineup of fam tours to the Caribbean for May and June.

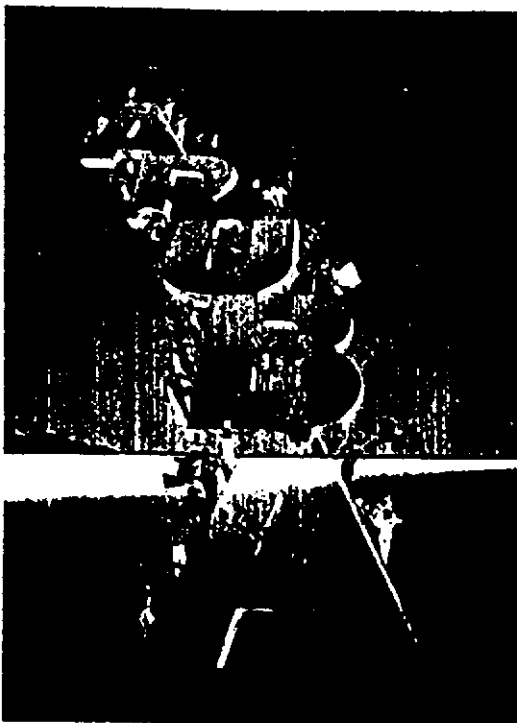
A fam trip to the Dominican Republic is set for May 18 to 21 and is being offered in conjunction with American, Casa de Campo and the Hispaniola hotels.

Several tours are available during June. Aruba is hosting a fam trip in conjunction with their tourist board and American from June 1 to 4. A fam to Antigua is slated for June 9 to 12, with accommodations provided by the Royal Antiguan, and air courtesy of American.

The Sands Hotel & Casino is the featured hotel on the Puerto Rico fam set for June 15 to 18. St. Maarten is the last trip planned for June 24 to 27 in cooperation with the tourist board and American.

Fam tours are \$118 per person, by invitation only, and are limited to two passengers per agency.

For more information and reservations, contact Cheryl Rigsby at (718) 856-7711 in New York and (800) 221-6686, elsewhere in the U.S.



## in the Dutch Caribbean.

Now offers Fabulous Champagne Spree Treats. Plus 4 fun-filled add-ons packed with profits.

Here's a welcome package that makes Aruba a breeze to sell. Your clients get:

1. Guaranteed upgraded rooms at attractive prices.
2. Features from champagne to free tickets.
3. Choice of four special add-on packages.
  - Dine Around & Entertainment Week
  - Exploration & Discovery Week
  - Aquasports Fiesta
  - Aruba plus South America

And check these Champagne Savings: Basic Champagne package rates start at \$253 (plus air fare) for seven nights, per person, double occupancy. Effective from April 10 through December 14. Add-on packages start at \$95 per person.

Call 1-800-TO-ARUBA. (In NY, 212-246-3030)

Participating Tour Operators in the USA:

Adventure Tours, Alken Tours, Aruba International Travel Inc., Berardi Tours, Cavalcade Tours, Flyfare, GOGO Tours, Globetrotters, Red & Blue Tours, Third Century Tours, Traits & Tourism International.

Aruba. One happy island. Come.

# TOUR DESK/THE CARIBBEAN

Great Southern Outfitters and Travel, a wholesale tour operator specializing in diving vacations, has set a series of inclusive packages.

The Great Southern Island Adventures will feature Divi Hotels and the Peter Hughes Diving operations at their select resorts. The programs will include roundtrip air from most major gateways, transfers, superior accommodations from three to seven nights, meal plans, diving and other watersports, hotel taxes and service charges.

All packages are commissionable to travel agents and dive shops, and can be booked with one call through Great Southern's toll-free number.

Adventure packages are currently being offered to Aruba, Barbados, Bonaire, Cayman Brac, New Providence Island (Bahamas), St. Croix, St. Maarten and Peter Hughes 110-foot Sea Dancer liveaboard in the Turks and Caicos.

Special group departures are also available on select dates for those interested in diving with others.

Great Southern Island Adventures can be booked by calling (800) 322-7541 for

Couples can also enjoy a sunset cruise, use of designer bathrobes, free daytime tennis, chaise lounge and towel at poolside or the beach, and the manager's cocktail party.

Rates, per couple for the four-day plan are \$499 for superior, and \$594 for deluxe. The eight-day plan is priced at \$944 and \$1,555, respectively. Rates do not cover service charges, government tax, or transfers.

For more information on the honeymoon plan, call Golden Tulip Worldwide Reservations at (800) 344-1212 or Robert Reid Associates at (212) 832-2277 or (800) 223-6510.

The dive package is available for four, six or eight days. Offered in conjunction with Pelican Watersports, the Scuba in Aruba rates are based on per person, double occupancy.

The plan includes accommodations with private balcony, a Golden Tulip T-shirt, welcome cocktail, manager's cocktail party, free tennis, use of the resort's health and fitness center, and transfers.

Rates are available for divers and nondivers accompanying a diver in the same room. The four-day plan includes a 2-tank, dive

The eight-day plan has unlimited diving and is priced at \$610 for diver and \$360 for nondiver, double occupancy.

Rates quoted are based on availability and are exclusive of 15% service charge and a 5% room tax. Packages are commissionable at 10%.

Dive packages include tanks, backpack, weights, belt and boat trips. Divers should bring mask, fins, regulator, compensator, depth gauge, and wet suit. All items are also available on a rental basis.

Packages are available for certified divers only, and all divers should have their certification card. The resort also has its own full-time certified diving instructor and a free introductory dive course is given in the pool for non-divers.

For reservations and further information, contact Pelican Water Sports and Maduro Travel, at (305) 373-3331 or (800) 327-6709.

Martins Vacations is featuring four-day packages to Grenada through Dec. 15.

A choice of 10 hotels is offered at prices starting at \$329 per person, based on double occupancy. Additionally, an exclusive eight-day package

apartments, Flamboyant, Blue Horizons, Coyaba, Horse Shoe Beach, Cinnamon Hill, Ramada Renaissance, Spice Island Inn, Calabash and Secret Harbour.

For Spice Island Inn, rates include Modified American Plan (breakfast and dinner daily). Blue Horizons and Ramada Renaissance rates include a 10% service charge.

For information and reservations, contact Martins Vacations at 1150 NW 72 Ave., Suite 320, Miami, Fla. 33126; (800) 841-1441, (800) 762-3636 in Florida and (305) 594-4561 in Miami.

Aruba's Bushiri Beach Resort has set its summer rate schedule.

The resort, which recently opened a new 100-room wing, is offering standard accommodations for \$70 per person, double occupancy through June 24, and from Sept. 5 through Nov. 18.

From June 25 through Sept. 4 and from Nov. 10 through Dec. 23, there is an additional \$10 per person, per night charge.

The rates cover airport to hotel transfers, accommodations, all meals, hors d'oeuvres and late night

the Bushiri will offer a full program of supervised aerobics. For those who prefer a more substantial exercise regimen, the resort has a fully equipped gymnasium. Language, arts and crafts, dancing and other instructional activities for guests are offered daily.

For further information, call Sari Schwartz at (800) 622-7836 or (203) 847-1642 in Connecticut.

Alken Tours has announced its lineup of fam tours to the Caribbean for May and June.

A fam trip to the Dominican Republic is set for May 18 to 21 and is being offered in conjunction with American, Casa de Campo and the Hispaniola hotels.

Several tours are available during June. Aruba is hosting a fam trip in conjunction with their tourist board and American from June 1 to 4. A fam to Antigua is slated for June 9 to 12, with accommodations provided by the Royal Antigua, and air courtesy of American.

The Sands Hotel & Casino is the featured hotel on the Puerto Rico fam set for June 15 to 18. St. Maarten is the last trip planned for June 24 to 27 in cooperation with the

The six day plan includes the same amount of dives plus one night dive. It is priced at \$400 for a diver and \$260 for nondiver, double occupancy.

Miami on BWIA and transfers.

Martins is featuring the following properties: the Hibiscus Inn, No Problem

and all tips.

This summer, in a room specially designed for activity,

New York, 6686, elsewhere in the U.S.

summer packages for honeymooners and scuba divers, effective through Dec. 19.

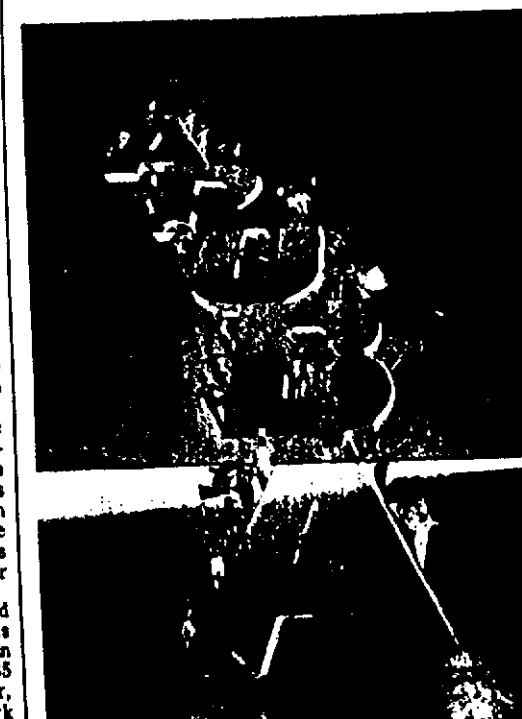
The honeymoon plan, available in the fall as well, is available for four or eight days. It features ocean or gardenview accommodations with private balcony, minibar and king-sized bed, daily American breakfast buffets, one candlelit dinner for two, a bottle of champagne on arrival, his and hers T-shirts, a tropical fruit basket, and a Golden Tulip cocktail.

## Trinidad Eases Passport Rule

PORT OF SPAIN, Trinidad — Trinidad & Tobago announced that passports are no longer required for American visitors.

Instead a birth certificate supported by some legal document of identification with a photograph, such as driver's license or voter registration card, will be accepted. The new rule applies to Americans visiting Trinidad & Tobago for not more than two months.

In other news, the Trinidad & Tobago Tourist Board has moved to a new address in New York. It is now at 118-35 Queens Blvd., 15th Floor, Forest Hills, New York 11375. The new telephone number is (718) 575-3909.



## in the Dutch Caribbean.

Now offers Fabulous Champagne Spree Treats. Plus 4 fun-filled add-ons packed with profits.

- Here's a welcome package that makes Aruba a breeze to sell. Your clients get:
1. Guaranteed upgraded rooms at attractive prices.
  2. Features from champagne to free tickets.
  3. Choice of four special add-on packages.
    - Dine Around & Entertainment Week
    - Exploration & Discovery Week
    - Aquasports Fiesta
    - Aruba plus South America

And check these Champagne Savings: Basic Champagne package rates start at \$253 (plus airfare) for seven nights, per person, double occupancy. Effective from April 10 through December 14. Add-on packages start at \$95 per person.

Call 1-800-TO-ARUBA. (In NY, 212-246-3030) Participating Tour Operators in the USA: Adventure Tours, Alken Tours, Aruba International Travel Inc., Beraldi Tours, Cavakade Tours, Flyfair, GOGO Tours, Globetrotters, Red & Blue Tours, Third Century Tours, Trails & Tourism International.

**Aruba. One happy island. Come.**

## Caribbean Cuisine Reflects Both Native and Colonial Cultures

Continued from Page C3

ping or strolling around St. John's. It offers a variety of local dishes such as dumpling and mackerel, curried conch and other fresh fish.

Reasonably priced island dishes are also served at the 18 Carat in the heart of St.

rant, set in an old home built as a bishop's church. Here they feature Caribbean seafood and U.S. prime beef.

Finally, there is the elegant Clouds at the Halcyon Cove Beach Resort. The nouvelle cuisine maximizes local seafood and the freshest vegetables and fruits

cuisine and foods here.

The Spanish, Dutch, French and English ships all sailed through these islands in the 17th and 18th centuries. Some claimed these islands briefly, at least long enough to leave their mark in terms of custom, language and cuisine.

Life here is centered

with an appetizer of cold red-pepper soup.

Breadfruit was brought to Grenada on the Bounty from Tahiti. History reports that Captain Bligh left one tree in St. Vincent and one in Grenada as an economical means of feeding the slaves.

Dining in Grenada is West

tries. Capone's is an intimate Italian establishment with a pizza and ice cream parlor.

It's setting is a 1920's speakeasy with a player piano, live music twice weekly, and a bar staffed by "gangster" bartenders and checks delivered in violin cases.

For more sophisticated



**Ramada International** — Bert Pegutler, a 25-year international hotel industry veteran, has been appointed general manager for the 150-room Ramada Yacht Haven Hotel in St. Thomas. Pegutler joined Ramada in May 1984 as

executive chef and food and beverage manager of the Ramada Hotel, Abu Dhabi, United Arab Emirates. In October 1985 he was promoted to manager of the Ramad Dhalra hotel in Jabal Dhanna, U.A.E.

Prior to his Ramada association, he served in a number of hospitality capacities in Switzerland, Austria, England, Argentina and Saudi Arabia. In addition, he has owned and operated two hotels.

**First Resort Corporation** — Bruce Hearn has been named general manager of the St. James Club in Antigua. Most recently general manager at the Stouffer Grand Beach Resort in St. Thomas, Hearn also has worked for Rockresorts at both Little Dix Bay and Caneel Bay; the Quail Lodge in Carmel, California; and the Williamsburg Inn in Virginia.



**Spice Island Inn** — Royston Hopkin (l.) has been named chairman and managing director of the Grenada property. Hopkin has been associated with Spice Island Inn since 1970 when he served as director. In 1975 he assumed the position of deputy managing director, and held that position until he acquired a majority interest in the property. In addition to being the presi-

**Advertising Reservations**  
**April 5, 1988**

**Artwork Deadline**  
**April 15, 1988**

For immediate information, contact:

**Pablo Gonzalez,**  
 Sales Representative  
**Publishing Resources, Inc.**  
 Phone: (809) 724-0318/722-2031  
 Fax: (809) 721-6034

dent of the Grenada Hotel Association, Hopkin is also a director of CHA, co-owner of the Blue Horizons Hotel, director of Ross Point Inn, Ltd., and serves on the Board of the National Economic Council for Grenada.

In addition, *Arnold Hopkin (c.)* has been named deputy managing director of the Spice Island Inn.

*Augustus Cruickshank (r.)*, most recently the manager of the Vue Pointe Hotel in Montserrat, has been named general manager of the 18-suite property. He comes to the new position with extensive background in hotel management at the Hyatt Regency Hotels in Vancouver, Canada, the Grenada Resorts Corporation and several other Caribbean properties. Grenadian-born Cruickshank is a graduate of British Columbia University in Canada.

## CALENDAR UPDATE

CHA Board of Directors Meeting  
Chicago Hilton 1988  
Chicago, IL

April 21-27  
ITX 88  
International Travel Industry Expo  
Chicago, IL

April 15-18  
IATA Annual Convention & Show  
Lexus Ananda Hotel  
Dallas, TX

April 24-29  
COTAL Congress  
Montevideo, Uruguay

May 17-20  
European Incentive & Business  
Travel & Meeting Exhibition '88  
Palace Exhibition Centre  
Geneva, Switzerland

May 21-27  
1988 Caribbean Hotel Industry Conference  
GHI 88  
Caribbean Hotel Association  
Jamaica, Jamaica

September 27-29  
Incentive Travel & Meeting Executives Show  
(ITME)  
Conrad Plaza  
Chicago, IL

October 23-29  
ASTA 88 World Travel Congress  
Budapest, Hungary

# NEW MEMBER Discount Card To Be Issued

CHA's 1988/89 membership year gets off to a good start with a new look.

The newly designed Member/Discount Card is **effective April 1, 1988 through March 31, 1989**. This card, and this card only, will be acceptable for CHA member identification purposes **after** the April 1, 1988 date. This includes eligibility for discount rates at CHA member hotels.

### Important Note to All CHA Hotel Members:

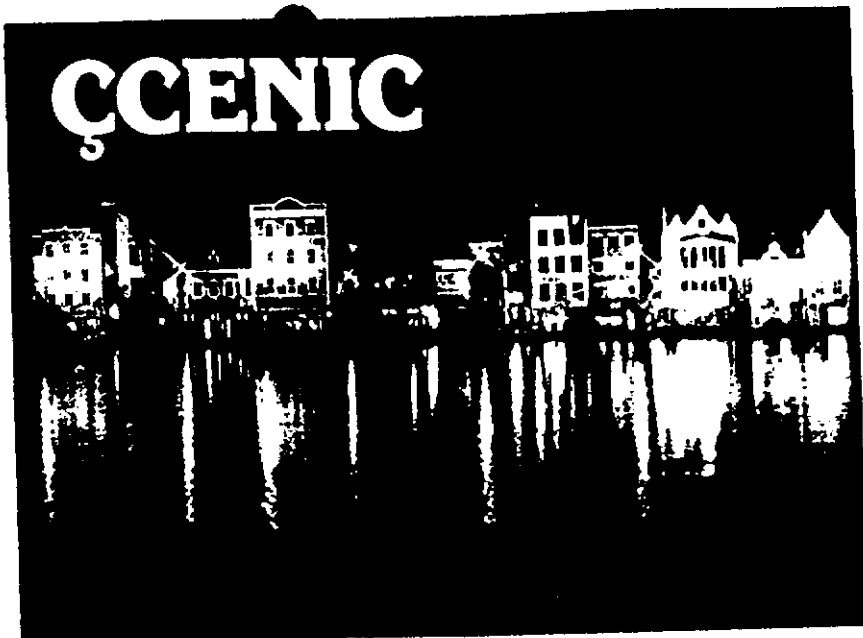
Please clip out this notice and post it at your front desk for proper member identification.

**Caribbean Hotel Association Members must present this card to verify eligibility for any and all CHA member discounts and services. Accept no other card!**



Questions? Contact CHA:  
Tel: (809) 725-9139 • Cable: CARHOTA  
Telex: 325-2361 • Fax: (809) 725-9108

# SCENIC



The streets of Willemstad are a cosmopolitan blend of people, styles and architecture. Yes, Curacao presents unique scenery from another time, but English speaking guests—and the American dollar—are perfectly at home here. Amid 38 secluded beaches, restaurants, nightlife, gambling, shopping, scuba, windsurfing and so much more. Curacao. If we spell 'scenic' in our own unique way, it's because we have a style all our own.

## CURACAO

Charm with a Dutch accent

For details contact The Curacao Tourist Board,  
400 Madison Avenue, NY, NY 10017 (212) 751-8266 or (800) 332-8266

The most  
important thing  
we're rebuilding  
is our reputation.



Time and money will renovate a hotel. It took a lot of both to remodel our 200 guest rooms, each featuring a private balcony with an ocean view. But to restore a reputation, that takes more than elegantly appointed rooms. It takes dedication, like that of our new American Management. They understand that if a guest isn't completely charmed by his first stay, then there won't be a second. After changing hands 3 times, The Curacao Caribbean Hotel is finally in the right hands.

### CURACAO CARIBBEAN HOTEL CASINO

Curacao, Netherlands Antilles

For reservations and information call 1 (800) 444-1010 In IL (312) 452-4333 Telex 910 2504 129

340-room palace-like Jaragua Resort, Casino and European Spa has an exciting, pulsating Latin rhythm and myriad facilities. Dining here is excellent, with masterpieces created daily by chefs from four countries. Rates begin at \$95 and are subject to change. (800) 223-9815.

### Grenada

The "isle of spice" beckons to those looking for a friendly honeymoon spot that's yet to be discovered by the masses. A two-mile expanse of soft white sand and adjoining 20 acres of lush tropical grounds are enjoyed by honeymooners at the 186-room Ramada Renaissance Hotel. Situated on pristine Grande Anse beach, the hotel offers a romantic package priced from \$458 per couple for three nights, and a seven-night plan from \$978. Special features are candlelit dinners in the Terrace Restaurant and a moonlight cruise. (800) 2 RAMADA.

### Jamaica

Jamaica's earthy island beat, exotic culture, geographic blessings and vast array of accommodations have combined to make the island one of the world's most popular among honeymooners—regardless of budget. While Jamaica's many couples-only resorts are enjoying record guest numbers, its ultra-luxury resorts are equally prosperous.

Eden II, Savoy Resorts' couples-only luxury resort in Ocho Rios, has a newly-wed package that combines personalized honeymoon amenities with features of an all-inclusive Eden II vacation. Special extras include a wedding photograph, a mystery gift and a personalized video. Through Dec. 19, seven-night package





Coccoloba Plantation managing director E. David Brewer and wife, Michelle, congratulate Edward H. Darrach, of Bristol Marketing Travel Service, N.Y., (left) on winning a week-long vacation for two to Coccoloba, a 50-villa resort on Anguilla. Darrach won the vacation during Coccoloba's reception for travel agents and media at the Waldorf-Astoria in N.Y. Joining them is Patricia Ayers, of American Airlines, that provided roundtrip airfare to Anguilla for the prize winner.

casino, restaurants, theaters and a large duty-free shopping complex. Also planned are new Hyatt and Ramada resorts and train service between the water-

## Bushiri Beach Resort Celebrates Opening of New Beach & Wing

This month the Bushiri Beach Resort will celebrate the opening of its new beach and a 100-room new wing addition by offering reduced guest rates. During the March

celebration, the hotel will provide its standard accommodations at \$89 per person, double occupancy. Superior and deluxe rooms will be available at \$114 and \$139 respectively, a reduction averaging \$30 per room.

The Bushiri's \$99 per person March rate includes air-transport to hotel transfers, accommodations, all meals, unlimited alcoholic and non-alcoholic beverages, entertainment, tennis, water-sports and other activities, a supervised children's program, sightseeing and shopping excursions, a boat cruise and tips.

The resort's expanded recreational facilities also include a new, fully-equipped gymnasium and a program of supervised aerobics in a specially designed room. For further information on the Bushiri Beach Resort, call Sari Schwartz at (800) 622-7838; In Conn., call (203) 847-1642.

## Isle of Spice Brochure

The Grenada Department of Tourism has issued a brochure, highlighting the Isle of Spice. For copies of the pamphlet, and further information on Grenada, call (800) 638-0852; in New York, (212) 687-9554.



Gathered at the meeting of the Grand State Chapter of the Caribbean Association were (l-r): Barbara J. Borty, Atlantic Travel, Tourism Association; W. Caldwell, N.Y.; E. Barbara Imperial of Greenfield Travel Service, N.Y.; and Barbara Thornton, Florham Park Travel, Florham Park, N.J., and Barbara Brown, the French West Indies Tourist Board. The meeting, which was held at the Sheraton New York Airport Hotel in Elizabeth, was hosted by Windsor Cruises and the French West Indies Tourist Board.

## For Grand Hyatt Hotel March Caribbean Gov't. Ball Scheduled

The "Governments of the Caribbean State Ball" is scheduled March 25 in the Empire State Ballroom of the Grand Hyatt Hotel in New York City. Approximately 500 attendees, including ministers, directors of tourism, and other high ranking dignitaries from the 25 member-countries of the Caribbean Tourism Association, will assemble in New York for the event.

The day prior to the ball, the spring board of directors meeting of CTA will be held. On March 25, a delegation of the representatives from the Caribbean will be received by Mayor Edward Koch at City Hall. A request for issuing a city proclamation, designating the week of March 21 as "Caribbean Tourism Week" is being studied. For further information on the Governments of the Caribbean State Ball, call Brown, Caribbean Association, 20 East New York, N.Y. 100 682-0435.

## Travel Impression Shows Bermuda

Travel Impression produced its spring and fall Bermuda line. This year's program includes four packages of more than 45 hotels and houses. Pricing is attractive, with tax and charges covered. For information, call 625-0350 or (404) 451-1000.

## BE THERE! DON'T MISS THE ALL NEW CARIBBEAN TRAVEL TRADE EXPOSITION GET THE VERY LATEST INFORMATION ON SELLING THE BEST SUN, SEA AND SAND VACATION DESTINATIONS 5:30 - 7:30 P.M.

| Date     | City & Location  |
|----------|--|
| March 14 | Denver, CO—The Carlton Hotel<br>—Trade Show plus "The Great Caribbean Travel Game"                         |
| 15       | San Francisco, CA—The Sheraton Palace Hotel<br>—Trade Show   |
| 16       | Los Angeles, CA—Viscount Hotel<br>—Trade Show plus Presentation by Barbados                                |
| 17       | San Diego, CA—Calamarian Resort Hotel<br>—Trade Show plus Presentations by Caribbean Governments           |
| 21       | Hempstead, NY—Grand Royal Hotel<br>—Trade Show plus Presentation by Aruba                                  |
| 22       | East Rutherford, NJ—Sheraton Meadowlands Hotel<br>—Trade Show plus Presentation by Expedition Cruise Lines |
| 24       | New York, NY—Omni Park Central<br>—Trade Show plus Presentation by The Bahamas                             |
| 26       | Houston, TX—Hotel Inter-Continental<br>—Trade Show plus Presentation by The Houston Chronicle              |
| 29       | Dallas, TX—Loew's Anatole<br>—Trade Show plus Presentation by DMI Hotels                                   |
| 30       | San Antonio, TX—La Mansion del Norte Hotel<br>—Trade Show plus Presentations by Caribbean Governments      |
| April 11 | Norfolk, VA—Holiday Inn Waterside<br>—Trade Show plus Presentations by Caribbean Governments               |
| 12       | Raleigh, NC—North Raleigh Hilton<br>—Trade Show  |
| 13       | Atlanta, GA—Stouffer Waverly Hotel<br>—Trade Show  |
| 14       | Miami, FL—Sheraton River House<br>—Trade Show plus Presentation by The Bahamas                             |

\* Toronto Trade Show starts at 6:00 p.m. YOU'LL FIND CURRENT PRODUCT INFORMATION ON CARIBBEAN COUNTRIES, MAJOR WHOLESALERS, AIR CARRIERS, CAR RENTALS AND A VARIETY OF THE REGION'S HOTELS AND RESORTS. THE CARIBBEAN HAS A WARM SPOT FOR YOU... AND YOUR CLIENTS!

For more information, contact THE CARIBBEAN TOURISM ASSOCIATION — (212) 682-0435

March 14, 1988

a sun-filled hour or two. Flights depart San Juan at 2:10 P.M. Thursday through Monday. For details call American or Premiere Resorts at 800-223-6620.

► **Learn to be a skipper** at the Copper & Lumber Store Hotel, Antigua. The hotel's Antigua School of Sailing teaches guests to sail 50-to-30-foot ocean yachts in four short days as part of a seven-night package. Lessons are based on American Sailing Association standards. Through May 3, packages are available for \$820. For details phone 800-845-9504 or in South Carolina 803-785-5236.

► **Honeymoon watch:** Aruba honeymoon packages at a number of island resorts make for ideal getaways. Including seven-night stays, champagne

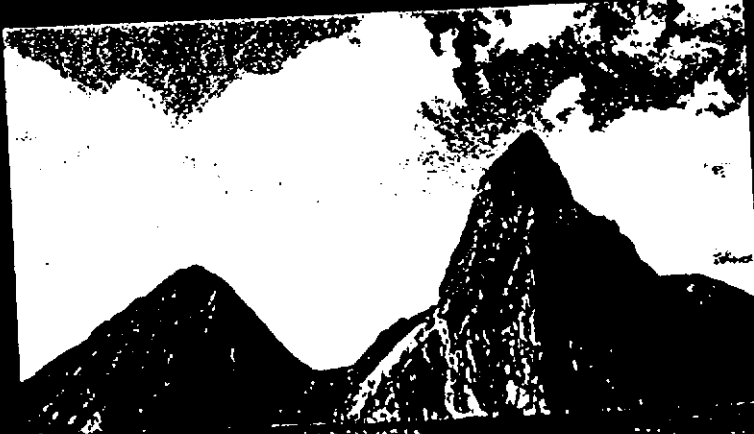
and flowers and a sunset cruise for two, packages range from \$740 to \$1,606 per couple. Call 800-TO-ARUBA for details.

► **Grenada's newest cache:** Just off Grand Anse Beach the *Bianca C*, a cruise ship that sunk in 1961, awaits divers with a penchant for exploring the underwater world. Home to angel-fish, dolphin, amberjack and tuna, *Bianca C* at 600 feet long is reportedly the largest wreck in the Caribbean. Underwater Discovery at the Ramada Renaissance Hotel, with an array of water sports, offers dives to *Bianca*. For details call Ramada International at 800-228-9898.


► **Cruise extravaganza:** "The World by Sea, A Cruise to Discovery" is a dramatic film presentation touring 50

U.S. cities over the next two years. Sponsored by Cruise Lines International Association and Eastman Kodak Corporation, the film explores the romantic ports of the Caribbean—and the rest of the world. Watch your local paper for details.

► **Coffee, tea or booze?** ALM Antillean Airlines now offers *unlimited* complimentary alcoholic and non-alcoholic beverages on all flights. And they stock top brands such as Bacardi and Seagram's—not to mention Curaçao-produced Amstel beer. ALM also offers an in-flight, duty-free boutique featuring such popular fragrances as Chanel No. 5, Opium and Chloe. For more information on ALM, which services the Netherlands Antilles from New York and Miami, call 800-327-7230 or 305-592-7646.



*Virgin Forests,  
Towering Peaks and  
Hummingbirds*



**St. Lucia**  
IN THE CARIBBEAN  
WHERE WONDERS NEVER CEASE

Reservations and departure information available by phone. ST. LUCIA TOURS: 407-478-4351. NORTON: 212-697-2315



**POINTE SERAPHINE**  
*Duty-free shopping  
at its best!*