YOUR COMPETITION WANTS YOU TO THROW THIS LETTER AWAY!
Announcing the new and fully updated 1988/89 "OFFICIAL HOTEL AND RESORT GUIDE"...

Mail the enclosed No-Risk OHRG Subscription Certificate today and receive, at no extra cost, THE 1989 OHRG CRUISE DIRECTORY -- the essential guide to the world's major cruise lines and ships.

PLUS: a 32% discount off the regular subscription price to OHRG -- if you act now.

Dear Travel Agent:

You wouldn't send a luxury-loving executive and spouse to a no-frills motel, would you?

And I know you wouldn't intentionally book a client whose passion is golf into a resort miles from the nearest links.

Yet, if you don't own a copy of the 1988/89 edition of OFFICIAL HOTEL AND RESORT GUIDE, you're in danger of doing just that.

As you know, OHRG is the most authoritative and accurate source of objective, detailed information on more than 25,000 hotels and resorts throughout the world -- valued for its in-depth descriptions of each facility plus its unbiased QUALITY RATING SYSTEM travel agents find so helpful.

But ... and here's my point ... unless your agency has an active subscription to the current edition of OHRG, you're in danger of giving your customers wrong information every time someone asks you about a hotel or resort.

Take a look at your agency's old OHRG right now. (I'm assuming you have one, of course.) Is it the 1988/89 edition? And are you now receiving updated listings from us about every other month? If the answer is "no", the information in your OHRG is no longer current. And dangerously out of date.


NOW YOU CAN ORDER THE 1988/89 EDITION OF OHRG AND EXAMINE IT IN YOUR OFFICE FOR 30 DAYS -- WITH NO RISK OF ANY KIND.

The solution? The solution is the all new, completely updated, and fully revised 1988/89 edition of OHRG: over 2,900 big pages providing

(over, please)
detailed coverage of 25,000 hotels and resorts in the U.S.A. and 266 other countries worldwide. (See enclosed brochure for details.)

To bring your agency up-to-date on what's happening in hotels and resorts, simply mail the enclosed No-Risk Subscription Certificate. With your paid order, we'll send you the big 4-volume 1988/89 edition of OFFICIAL HOTEL AND RESORT GUIDE plus the 1989 OHRG CRUISE DIRECTORY.

When the guides and directory arrive, put them to work in your agency for the next 30 days.

If you're not absolutely convinced that OHRG is worth having, simply return OHRG and the Cruise Directory to us and we'll refund your money in full. I can't think of a fairer way for you to make a decision about OHRG without risk or obligation of any kind.

DETAILED INFORMATION YOU CAN'T FIND ANYWHERE ELSE.

Take a look at the sample OHRG pages opposite (reprinted from the 1988/89 edition of OHRG.) Note that each and every listing tells you:

- Independent Quality Rating (OHRG features an easy-to-use 10-point rating system)
- Extensive description of the hotel
- Map coordinates (to help you pinpoint the hotel's location)
- Distance from airport
- Room rates and credit cards accepted
- Toll-free 800 numbers
- Meeting and banquet facilities
- Hotel or resort's name, address, phone
- Telex numbers
- Commissions paid
- Profile of accommodations
- Facilities and services (do they have a pool? spa? health club? lounge? bar? restaurant? gift shop? etc.)
- Information on property renovations
- Name of the hotel manager
- Number of guest rooms
- Airline access codes
- And much, much more...

Example: Looking for a European-style hotel in San Francisco? Consider the Donatello. Located on Post Street, it's within walking distance of Union Square and only 20 minutes from the airport. Accommodations include plush, soundproof guest rooms and 7 suites -- all with balconies. And if your client is planning a business conference, the Donatello's meeting facility holds up to 80.

Or how about a client planning a trip to Australia? Take a look at the Sydney Boulevard, a deluxe hotel on William Street. The views of the harbor are spectacular -- especially from the top-floor restaurant and rooftop heated pool. And it's conveniently located just 6 miles from the airport.

(continued on page 4)
SYDNEY, N.S.W.  
(Served by Kingsford-Smith Int’l Airport (SYD), 6.20 miles southwest of Sydney)


BARKER LODGE  (see Sydney Airport)

* THE SYDNEY BOULEVARD HOTEL
See Adv., page 289

THE SYDNEY BOULEVARD HOTEL  300R  
Nigel Harper, General Manager

ADDRESS  
60 William Street (1911)  
PHONE (02) 2277  
CABLE Boulevard

CLASS-TYPE  Deluxe Hotel

AFFILIATIONS  
Southern Pacific Hotel Corp.  

DESCRIPTION/LOCATION: International high-rise hotel (1973) with spectacular views of Harbour and Opera House - Sit between Kings Cross and Darling Harbour - Walking distance from shopping and entertainment - 6 miles from airport - Renovations 1985.

ACCOMMODATIONS: All rooms with bath, air-conditioning, TV, radio, phone, tea/coffee maker, refrigerator, and minibar - 13 Suites - 24-hour Room Service.

FACILITIES/SERVICES: The Palm Room Restaurant with seasonal menus and nightly entertainment in elegant setting - The Boulevard Bar for meals and drinks - The Lift, a top-floor rooftop city and harbor for buffett lunch, Sunday brunch, after-theatre supper and music - Radio/TV - The ROYAL AUSTRALIA, an English-style bar - Meetings to 40 - Rooftop heated Indoor Pool - Terrace/balcony/lounge - Hairdresser - Shops and Services - Same-day Laundry/Dry Cleaning - Underground Parking

RATES: EP, F/D/TWB 190-250 (147.28-185.50), E 350-600 (261.31-456.11) - Credit Cards: AE CB DC MC VISA - Trade Discount: 25-30%

*RESERVATIONS: In NA, 40-43-4747, in L.A. (213) 637-0564, by rest of CA toll free 1-800/252-2155, rest of USA toll free 1-800/252-2155; rest of USA: 213-252-5166

BRONTE INN 73R

ADDRESS: 107 Macquarie St, Bronte  POSTAL CODE: 2024 PHONE: (02) 3922-2222

DESCRIPTION: Mid-fee Suburban Hotel (1965) overlooking surf-ring beach, 8 km from city center - 6 km from airport (three transfer). An conditioned rooms with bath, shower, phone, color TV and radio - 24-hour Room Service - Licensed Restaurant - 24-hour Coffee Shop - Cocktail Lounge - Fireplace - Meeting facilities to 200 - Swimming Pool - Parking - Spa, sauna, gymnasium, golf and tennis courts.

RATES: On request CREDIT CARDS: AE BC CB DC VISA

CAMBRIDGE INN 135R

ADDRESS: 212 Riley St, Riley St POSTAL CODE: 2001 PHONE: (02) 1111-1111

DESCRIPTION: First Class Multistory Business-oriented Hotel (1979) - 4 miles from international airport - Rooms include air conditioning, phone, color TV and radio - 24-hour Room Service - Licensed Restaurant - 24-hour Coffee Shop - Cocktail Lounge - Gymnasium - Meeting facilities to 100 - Underground Car Park - Renovations in 1983


CHATEAU COMODORE HOTEL 95R

ADDRESS: 14 Macquarie St, Potts Point POSTAL CODE: 2011 PHONE: (02) 2505-2500

DESCRIPTION: Fabulously appointed First Class Hotel (1970) overlooking Sydney Harbour, near Circular Quay, 10 miles from city center - 24 miles from airport - All rooms with air conditioning, phone, color TV and radio - 24-hour Room Service - Licensed Restaurant and Bar - Free Parking.

RATES: EP, F/D/TWB 110-140 (91.60-119.70), E 150-200 (121.60-151.70) - COMMISSION: R-10/CREDIT CARDS: AE DC JCDB MC VISA

FACILITIES/SERVICES: Travel Vouchers - CTV MV VTV TRADE DISCOUNT: 50% - Rayon Hotel name indicates commission is paid to travel agents

* preceding hotel name indicates commission is paid to travel agents

SAN FRANCISCO - CALIFORNIA

Suits with air conditioning, phone with bath extension, radio and color TV (movies) - Rooftop, Chinese and Continental Restaurants - 3 Bars - Dancing and Entertainment - 24-hour Bar - Organs for cocktail, piano and afternoon jazz - Convention facilities to 2500 - Fine Dining - Shopping Gala Discount Shops - Laundry/Dry Cleaning - Indoor Valet Parking.

RATES: EP Main Building $140 D/TWB 140 Tower SWB $150 D/TWB 205 Taxi TBR 450 2BRD 600 - Taxe extra COMMISSION: R-10 CREDIT CARDS: AE CB DC MC VISA

THE DONATELLO F-3

Giancarlo Paternia, General Manager

ADDRESS: 501 Post Street (94102)  
PHONE: (415) 735-7120  
CABLE: Donatellos

DESCRIPTION/LOCATION: European-style Hotel (1969) offering many personal touches - Located in the center of business, shopping and theater district - Walking distance of Union Square and Moscone Convention Center - 20 minutes from San Francisco International Airport.

ACCOMMODATIONS: All rooms with bath, air conditioning, color TV, radio, phone, and room service - Each room with view of Union Square and cable TV.

FACILITIES/SERVICES: Award-winning Donatello Restaurant serving Northern Italian cuisine - Cocktail Lounge - Elegant Lobby - Conference facilities accommodating 60 persons - Concierge - Dining Service.

RATES: EUROMANIAN  
Single with Bath 150-210  
Double with Bath 190-250  
Each Additional Person 20  
Credit Cards: AE CB DC MC VISA - Trade Discount: Inquire Direct

*STILL FREE RESERVATIONS: In CA, 1800/702-1967; rest of USA 1800/227-3184

FOUR SEASONS CLIFF HOTEL 305CO

SAN FRANCISCO 305

ADDRESS: 305 Battery St, Battery POSTAL CODE: 94104 PHONE: (415) 775-4700  
CABLE: Four Seasons 305,

DESCRIPTION: First Class hotel in building dating from 1911, renovated in 1984. Located adjacent to Crocker Galleries complex, 2 blocks from Union Square and 1 block from Union Station.

FACILITIES/SERVICES: 20 suites - 100% smoke-free - Laundromat - Continental Breakfast - Superb Service.


GALLERIA PARK HOTEL 177R

ADDRESS: 191 Sutter St POSTAL CODE: 94104 PHONE: (415) 779-3460  
CABLE: Galleria Park

DESCRIPTION: First Class hotel in building dating from 1911, renovated in 1984 - Located adjacent to Crocker Galleries complex.

FACILITIES/SERVICES: 7 suites - 100% smoke-free - Spa - Breakfast - Continental Breakfast - Conference facilities accommodating 100 persons.

RATES: EP, F/D/TWB 175-225 (141.60-179.50) - Tax 10% - COMMISSION: R-10 CREDIT CARDS: AE CB DC DIS JCB MC VISA TRAVEL VOUCHERS: CTV MV VTV TRADE DISCOUNT: 40%

HANDELRY MOTOR INN 93R

ADDRESS: 260 0 Farrell St POSTAL CODE: 94102 PHONE: (415) 490-2520  
CABLE: Hanchery Motor Inn

DESCRIPTION: Offering Classic Motor Hotel Hotel (1964) in central downtown location - 2 blocks from Union Square, 2 miles from Fishermans Wharf - Fully equipped rooms and suites with air conditioning, color TV (movies), private balcony - Roof Top Bar and Lounge - Conference facilities accommodating 100 persons.

RATES: EP, F/D/TWB 80-120 (64.80-96.00), E 125-160 (99.60-125.50) - Tax 10% - COMMISSION: R-10 CREDIT CARDS: AE CB DC DIS JCB MC VISA TRAVEL VOUCHERS: CTV MV VTV TRADE DISCOUNT: 30%

* preceding hotel name indicates commission may be at least one year old

SECTION: A-2  
Not valid after December 1988

SECTION: A-1  
Not valid after December 1988

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Only OHRG gives you the complete inside story on virtually every hotel and resort worth staying at both here and abroad.

**OHRG KEEPS YOU CURRENT AND MAKES YOU THE EXPERT.**

As you know, things change fast in the travel business. Rates go up. New hotels open monthly. Old ones close their doors, change management, go up or down in quality and service, or add new facilities.

But your subscription to OHRG makes it easy to keep up: Five times a year, we'll send you supplements updating and replacing current listings as new information comes in. (The 3-ring binder format makes it easy to remove and insert pages for photocopying and updating. And the new binder design prevents pages from ripping.)

Within a year, virtually *every page* of your OHRG will have been updated. Result: You can always provide recommendations and information to your clients with confidence ... when you are a subscriber to OHRG.

**ACT NOW AND SAVE $110.**

A year's subscription to OHRG normally sells for $265. And the CRUISE DIRECTORY, sold separately, is priced at $75. Total value of the package: $265 + $75 = $340. But if you act now, I'll make you an offer that's hard to refuse:

1. Complete and mail the enclosed No-Risk Subscription Certificate by November 15, 1988 and you get both the 1988/89 OHRG PLUS the 1989 CRUISE DIRECTORY for only $230 -- a savings of $110 -- 32% off the regular package price of $340.

2. As soon as we receive your paid order, we'll send you the complete OHRG -- four big volumes in sturdy 3-ring binders. An invaluable reference set you and your clients will benefit from throughout the year.

   Display the distinctive silver binders proudly. They say to your customers: "At this agency, we go the extra mile to give you the best service possible."

3. When you receive your OHRG -- and the CRUISE DIRECTORY -- use them in your agency for the next 30 days. If for any reason ... or for no reason ... you decide that OHRG is not for you, simply return the CRUISE DIRECTORY and the four-volume OHRG to us and we'll refund your money in full.

   The travel agency business has been -- and always will be -- a service business, first and foremost. And part of that service is providing your clients and prospects with the most accurate, complete, and up-to-date destination information available. OHRG is the invaluable tool that provides that information for you. Why not mail your No-Risk Subscription Certificate today ... before your next client calls.

   **Sincerely,**

   Elaine Shusterman
   Publisher

P.S. Remember, you have everything to gain and nothing to lose. Act now, and get the 1988/89 OHRG ... before your competitors do! This special offer expires November 15, 1988.
What agents are saying about OHRG.

"OHRG is the best resource when you are looking for unbiased information on a hotel. We turn to the OHRG to find out what facilities are available, what the rates are, and who to call to make the booking. Although we do have many other references, OHRG has always been tops."

—Phillip G. Daviddoff, CTC
Becht Travel Consultants, St. Louis, MO

"I especially like the date and where the hotel was built, when it was renovated, how many rooms, the amenities in the hotel. You can become an instant expert with your client if you will just read OHRG before they come in for their appointment."

—Jeanne L. Epping
Santa Cruz Travel, Inc., Santa Cruz, CA

"OHRG has more information than all the others. So we use it every day. If I'm sending someone to a property that I don't know, I rely on OHRG. I deal with the car rental, and if I make a mistake about a property, I've lost them. That's why I need OHRG."

—Karen Hewett
Village Travel, La Jolla, CA

"I find the quality ratings important, because no matter how much you have traveled—and I am a very well traveled travel agent—you can never, ever know all the hotels. So I depend on the OHRG. It's really quite a lot."

—Linda D. Nira, CTC
Nira Travel Service, Mount Sores, FL

"The CR there's no getting a full description of the hotel. You only get where it's located. If you want a more in-depth description, you definitely would go to OHRG. It's just difficult to operate properly without the book."

—Ellen Cassman, CTC
Happy Falls Travel, Long Island, NY

"I make at the pages (from OHRG), make copies of them for the clients, and highlight certain things as they come to take home and make decisions."

—Nancy Lowry
Ask Mr. Fost/West Bend Travels, West Bend, WI

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• New, sturdy 3-ring binders and rip-resistant pages
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1. **AN INDEPENDENT QUALITY RATING SYSTEM YOU CAN RELY ON.**
   OHRG is valued by travel agents worldwide for its objective, unbiased quality ratings. An easy-to-use 10-point rating system gives you an instant picture of whether a particular facility is right for your client.

2. **THE MOST COMPREHENSIVE DIRECTORY IN THE INDUSTRY.**
   2,900 big pages with descriptive listings for over 25,000 resorts and hotels located in the U.S. and 266 other countries in the Western Hemisphere, Europe, Africa, Asia, Australia, and the Pacific—color-coded and clearly organized for easy reference.

3. **DESCRIPTIVE WRITE-UPS ON OVER 25,000 HOTELS.**
   Accurate and detailed write-ups of every hotel and resort make it easy to describe properties to clients and prospects. In addition, you can photocopy and mail or FAX OHRG pages to clients who want to review printed descriptions before making a decision.

4. **HELPS YOU PLAN YOUR CLIENT'S TRIP.**
   Our unique Facility Locators give you an area-by-area breakdown of special attractions and activities—essential for planning itineraries for your clients.

5. **CONTAINS MORE MAPS THAN PREVIOUS EDITIONS.**
   OHRG includes 287 city and regional maps so you can tell your clients exactly where hotels are located in relationship to airports, train and bus depots, convention centers, attractions, shopping, downtown areas, and other places they want to visit.

6. **DIRECTORY OF HOTEL REPRESENTATIVES.**
   An alphabetical listing giving detailed information on virtually every hotel rep in the world. Updated twice a year to ensure accuracy.

7. **OHRG HELPS MAKE SURE YOU COLLECT YOUR COMMISSION—AND TELLS YOU IN ADVANCE HOW MUCH YOU'LL BE PAID.**
   Codes in each listing tell you the commission each facility pays to travel agents, how to collect your payment, and if there have been payment problems in the past.

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☐ Check enclosed* ☐ Please charge my: ☐ American Express ☐ MasterCard ☐ Visa
Card #_________________________ Exp. Date__________ Signature _________________

☐ Bill me (Please note: Your OHRG and CRUISE DIRECTORY will be shipped upon receipt of payment)

OUR GUARANTEE TO YOU:
You may examine these directories and use them at your agency for 30 days, without risk or obligations of any kind. If for any reason, or for no reason, you decide that OHRG is not for you, simply return OHRG and the CRUISE DIRECTORY and we will refund your money in full—no questions asked.

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