

## **CSM Sales Report May 2002**

No of days available: 22  
Total No of appts: 61  
Sales Meetings attended: 4  
Others: 2

### **Update on Sales Activity Plan for May**

#### **Corporate Company:**

1. Rates set up with Murray International Metals until end of year at £65BB. Rate also offered to associate companies.
2. TR Europe – based in Hamilton – quoted £80BB – will confirm acceptance of rate by letter in June
3. easyJet advised that business would continue to be strong throughout May. 200 room nights expected in June
4. Scotland Is – this company holds IT skills workshops on behalf of local businesses– came for lunch and s/round – interested in facilities and would use hotel in future. Meetings to start end of summer.
5. Hanover Housing came for lunch and s/round – interested for strategy meetings for up to 50 pax, next meeting in October – hotel unfortunately too small for AGM held in February– would consider for ad-hoc accommodation.
6. Ford Motor Company interested in hotel due to location – their offices are at Sighthill Industrial Estate – arranging s/round w/c 3/6.
7. Scottish Equitable – DM and MW met with Travel Manager and BTI at Aegon offices in Edinburgh Park. Interested in location – submitted proposal for 5 rooms per night at net rate of £68BB. They are looking at various suppliers and will advise if hotel is selected – potential 18 month contract.
8. RBOS – booking confirmed for 16-20/8/02 – rate of £90 per room – 46 rooms per night via CWLT on behalf of BSI at West Register Street,

Edinburgh – this is new RBOS call centre. More bookings now coming through on behalf of RBOS.

9. TM Retail: Corporate rate in place for three week block in June, Room nights are approx 7 per night for next three weeks.
10. Menzies Distribution good steady production approx 8 rooms per night.
11. Road Haulage Association: new conference account with bookings placed throughout February.
12. MacFarlane Smith: Contact Hugh Lapham, showround at hotel 28/5/02 This company has training business to place for 8-10 people – 20 dates. Decision date middle June.
13. Amey Highways: conference enquiry for June– worth £3000 – confirmed
14. HSBC: enquiry for 2 days – 15 pax – denied due to lack of space.
15. Aberdeen Football Club now made booking for August

### **Competitor hotel information**

N House advertising 2 for 1 - £19.95 for lunch or dinner - colleague eats free – throughout June, July and August

### **Additional meeting attended on behalf of Hotel**

SCDI lunch on 24/5– held at Jurys.  
European Business Seminar held at Queensferry Lodge Hotel re update on Rosyth and marketing opportunities via VisitScotland. Passed info onto MW.

### **Forward sales Activity for June**

Chase Aegon (Scottish Equitable)  
Chase HBOS tender  
Research on new local industrial estates – occupancy expected by September 02