

Travelrest Limited

Ian Hall the managing director of Travelrest Limited has just completed the acquisition of the 19 bedroom Stanwell Hall Hotel near Heathrow Airport. Travelrest Limited was established in March 2000 specifically to acquire and manage hotels to operate in the fastest growing "budget" sector of the industry. Travelrest's first hotel was purchased in Fareham in June 2001 and has been very successful. Trading has improved through a wide range of initiatives and has regularly performed ahead of budget with increased monthly occupancy levels year on year and a very high customer satisfaction rate.

In November 2005 the company had the opportunity to purchase the freehold of a second hotel, Stanwell Hall. Ian Hall saw this as a good opportunity to acquire an underperforming hotel with considerable scope for improvement. Since Travelrest Limited was established, Roffe Swayne Partner Chris Baxter and his team has been retained to assist Ian Hall to help identify and appraise suitable opportunities to develop the Travelrest brand.

Roffe Swayne's Andrew Bagley has worked with Ian on a number of possible acquisitions by preparing the business plans. Andrew said "It's been a pleasure working with Ian and together researching the financial viability of various potential acquisitions culminating in the completion of Stanwell Hall." Roffe Swayne were also involved in sourcing the necessary bank finance, in this case, though Dawn Jacobs of Clydesdale Bank in Guildford.