



# Hotel operator buoyant about future

WHILE much has been written and said about the Tasmanian economy and business expectations, Hobart businessman Lloyd Clark is pretty buoyant about his business's future.

The Lenna of Hobart hotel has undergone (and is undergoing) significant refurbishment.

The next stage of the refurbishment, undertaken in stages beginning in 2007, should be completed in September this year.

Included in the work

was a connection to the Tas Gas natural gas network.

"At the time we made the decision to connect Lenna to natural gas network we were in the process of installing a new hot-water system for all guest rooms as part of the refurbishments," he said.

"Predicted future increases in the cost of electricity, which we are seeing today, caused us to look to natural gas as an alternative in the first place.

"When we crunched the numbers, and when we added the capital cost, a natural gas conversion stacked up really well."

Today, Lenna uses natural gas for hot water (guests and in-house laundry), heating (historic buildings and functions rooms) and cooking.

Tas Gas marketing manager Grayson Genders said he was pleased that a prestige property such as Lenna of Hobart had seen the benefits of natural gas and had connected to the network.

"The development of natural gas as an alternative energy source in Tasmania has meant businesses can now tap into a substantially lower-cost and cleaner energy source," he said.

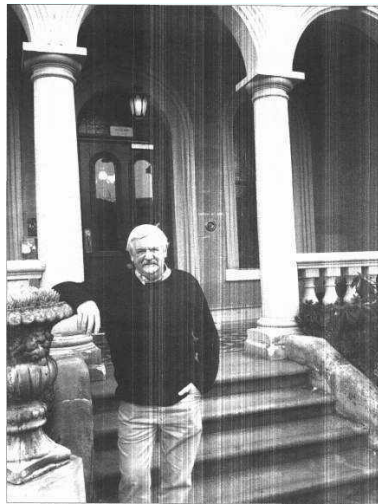
"And as energy prices have risen steadily over the past five years, businesses like Lenna have turned to natural gas to reduce their operational costs."

Mr Clark, who has owned and operated Lenna with his wife, Jan, since 1985, said the hotel had enjoyed extremely good levels of business over the past five years.

"In that time the Tasmanian economy has been pretty good," he said.

"This year has been harder, but given the economic conditions and business expectations that have been widely reported, that is hardly surprising.

"But as of now we are still a little ahead of last year on turnover, which is obviously a very pleasing result."



Lloyd Clark: "When we crunched the numbers, and when we added the capital cost, a natural gas conversion stacked up really well."