



BUSINESS TRAVEL

06 August, 2009



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Small businesses turning to barter in tough times

Found: a low cost travel solution. It's barter.

"As travel trends that save vacationers money gain popularity-- such as house swapping and staycations -- some individuals are using organized barter organizations as their low-cost travel solution," said a press release.

Luxury hotels and resorts nationwide have made headlines this summer for offering never-before-seen low room rates and special promotions.

As rates start to rebound as fall and holiday seasons approach, many people are searching for ways to still travel while not having to spend a lot of cash.

"Small business owners in particular are paying for their upcoming vacations by using trade dollars. This means that they are bartering their company's services," said the release.

In Arizona, more than 550 members belong to Arizona Trade Exchange, Phoenix's largest business-to-business trade network, where travel is a popular commodity. Members within the Arizona Trade Exchange have taken trips across the country, as well as visited international locales.

With the increasing popular staycation concept, Arizona Trade Exchange's local tourism-focused members include well-known hotel chains like Marriott and Carlson Brands, scenic golf courses, day spas, local tours and limousine rentals.

"Our members have taken vacations completely on trade, whether it be out of town or a local getaway," said Rob Miller, president of Arizona Trade Exchange. "These business owners simply rack up enough trade dollars to go on the vacation of their dreams, and we take care of all the arrangements when they are ready to book the trip."

By David Wilkening

