

HISTORIC HOTELS OF AMERICA
ANNUAL VENDOR GUIDE

.....

2013-2014



**HISTORIC HOTELS
of AMERICA**

National Trust *for* Historic Preservation

Historic Hotels of America

2013 Annual Conference

The Pfister Hotel | Milwaukee, Wisconsin

November 19-21, 2013

**HISTORIC HOTELS OF AMERICA
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HISTORIC HOTELS of AMERICA

National Trust for Historic Preservation

WELCOME

The Historic Hotels of America Annual Vendor Guide lists exhibitors and sponsors at the 2013 Annual Conference at The Pfister Hotel in Milwaukee, Wisconsin. The guide is an easy reference to use when looking for a specific product or service throughout 2014.

Each exhibitor has special benefits exclusive to Historic Hotels of America members.

All of these companies support Historic Hotels of America by exhibiting at the Annual Conference or sponsoring a function. To thank them for their support, we encourage you to patronize them when making purchasing decisions.

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Historic Hotels of America 2013 Annual Conference Host

The Pfister Hotel
Milwaukee, Wisconsin

VENDOR LISTING

The American Indian Alaska Native Tourism Association (AIANTA)	4	IDeaS™ Revenue Solutions	12
American Express®	4	Kahler Slater	12
The American Queen Steamboat Company®	5	Majestic International	13
Bigelow® Tea	5	Marioff®	13
Buena Vista Winery	6	MICROS® Systems, Inc.	14
Coca-Cola®	6	Monarch Cypress	14
Digital Alchemy	7	Multi-Systems, Inc. (MSI)	15
Faribault Woolen Mill®	7	National Trust for Historic Preservation®	15
Feltus Hawkins Design	8	NAVIS	16
Front of the House, Inc.®	8	Odwalla®	16
Ghirardelli®	9	Orkin®	17
Gilchrist & Soames®	9	Resort Hotel Association	17
Guest Direct	10	Sabre Hospitality Solutions®	18
HD Supply®	10	Serta® International	18
Historic Hospitality Publishing	11	Standard Textile® Co., Inc.	19
HotelNeighborhood™	11	VFM Leonardo®	19
		<i>The Wall Street Journal</i> ®	20

THE AMERICAN INDIAN ALASKA NATIVE TOURISM ASSOCIATION (AIANTA)

www.AIANTA.org
+1 505 724 3592

Representative:

Aimee D. Awonohopay

Midwest Region Representative

St. Croix Chippewa Indians of Wisconsin

info@aianta.org

The American Indian Alaska Native Tourism Association (AIANTA) is a 501(c)(3) national nonprofit association of Native American, Alaska Natives, Native Hawaiians, and tribal businesses that was incorporated in 2002 to advance Indian Country tourism. The association is made up of member tribes from six regions: Alaska, Eastern, Midwest, Pacific, Plains, and the Southwest. AIANTA's mission is to define, introduce, grow, and sustain American Indian

and Alaska Native tourism that honors and preserves tribal traditions and values.

Benefit to Historic Hotels of America members:

- With more than 560 federally-recognized tribes across America, many of which maintain heritage and cultural centers, partnering with AIANTA is an opportunity to present a complete picture of the history and culture of a community and to create extraordinary travel experiences.

AMERICAN EXPRESS®

+1 212 640 6462

Representative:

Courtney Ginda

Senior Manager, Global Client Group

courtney.k.ginda@aexp.com

American Express® is a proud partner of Historic Hotels of America. Together the two companies have launched successful programs that have grown their luxury, leisure, and meetings and events businesses.

Benefits to Historic Hotels of America members:

- Member hotels receive a transaction rate discount.
- Member hotels can also benefit from a three-day payment plan.

THE AMERICAN QUEEN STEAMBOAT COMPANY®

www.americanqueensteamboatcompany.com
+1 901 654 2600

Representative:

Jeff Krida

Vice Chairman, Co-Founder

jkrida@aqsc.com

The American Queen Steamboat Company is proud to support historic preservation. The American Queen Steamboat Company donates \$5 to the National Trust for Historic Preservation in support of their Campaign to Save America's National Treasures for guests booking cruises on the American Queen Steamboat or the American Empress cruises.

Benefits to Historic Hotels of America members:

- American Queen and American Empress cruises include Historic Hotels of America member hotels on pre- and post-stays.
- The American Queen Steamboat Company provides special discounted employee, friends, and family rates.

BIGELOW® TEA

www.bigelowtea.com
+1 888 244 3569

Representatives:

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Gina Fabbricatore,

Region Manager, East Division

gfabbricatore@imsfood.com

R.C. Bigelow is a family owned business known for pioneering the specialty tea category over 65 years ago. Bigelow Tea takes pride in its heritage and successful growth from a one product entrepreneurial venture into a leading Specialty Tea Company. The Bigelow portfolio allows hotel guests to explore the world of tea through the flavorful Novus full-leaf teas and Novus loose

leaf teas, the popular Bigelow Specialty Teas, the on-trend Bigelow Organic Teas, and the single cup offerings (pods and K-cups).

Benefit to Historic Hotels of America members:

- Complimentary engraving on customized tea chests (depending on the tea type).

BUENA VISTA WINERY

www.boissetfamilyestates.com
+1 707 963 6948

Representative:
Peggy Gsell
Brand Director, California Wineries
peggy.gsell@boisset.com

Before there were vineyards in every valley north of San Francisco, before Napa and Sonoma were household names, before there was a California wine world at all, there was Buena Vista. Founded in 1857, Buena Vista is California's first premium winery, and its history is as colorful as it is proud. Today, the legend is being re-born under the vision of Jean-Charles Boisset. Just outside the town of Sonoma, the original winery is now a California Historic Landmark and home to the Winery, Tasting Room, and Visitor's Center.

Buena Vista wines are the finest expression of true varietal character, with great acidity, balance, and structure. Their personality reflects the region's abundant stylistic diversity across the five tiers: Private Reserve, Vinicultural Society, Carneros, The Count, and Sonoma.

Benefit to Historic Hotels of America members:

- Buena Vista Winery will provide account training and winemaker dinners.

COCA-COLA®

www.coca-cola.com
+1 847 600 2321

Representative:
Tammy Rockow
Senior Sales Executive
trockow@coca-cola.com

Expand your beverage program and save with additional discounts on all of Coca-Cola's products, including low-calorie soft drinks, juices, sports drinks, energy drinks, water, and vitamin water beverages.

Benefits to Historic Hotels of America members:

- Discount pricing on fountain syrup
- Fixed price ceilings on bottle and can beverages through 2016
- Free fountain equipment

DIGITAL ALCHEMY

www.digital-alchemy.com
+1 817 939 6781

Representative:
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Vice President, Business Development
and Founding Partner
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Digital Alchemy brings increased revenue through development of powerful guest relationships and targeted e-marketing offers. These automated messages, wrapped in rich images, are delivered at optimal times, and are available in formats optimized for email and for mobile devices. Additional micro mobile solutions with brand specific and expandable options are also available. These services are available at special pricing:

- Digital Alchemy Advantage CRM suite at up to 40% discount
- eBlast e-marketing campaigns with ROI guarantees
- Related CRM and comment card services at substantial discounts
- Micro mobile solutions with expandable options

Benefit to Historic Hotels of America members:

- Set-up costs will be waived with installation of Digital Alchemy through August 2014.

FARIBAULT WOOLEN MILL®

www.faribaultmill.com
+1 507 412 5527

Representative:
Michael Mooty
Director of Hospitality
michaelm@faribaultmill.com

Today, in a historic mill nestled along the banks of the Cannon River in Minnesota, a 147-year-old story is still being woven. Wool blankets, throws, and accessories are being made with proudly-maintained standards that stretch back to 1865. While Faribault Woolen Mill's

products are current and forward thinking, the techniques and machinery used to make them are virtually unchanged—now in the hands of a 5th generation of craftspeople who, each day, weave luxurious fibers and American pride together into something very special.

FELTUS HAWKINS DESIGN

www.fhdesign.com
+1 615 244 4328

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mfeltus@fhdesign.com

Rachel Riley, Marketing Coordinator
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FH Design is a full service interior architectural design firm specializing in boutique hotel design. Marjorie Feltus, Owner of FH Design, grew up in Natchez, MS in an antebellum home called Linden, circa 1790. She is the sixth generation since 1843 to reside there. It is only natural that Marjorie acquired her appreciation for historic preservation at an early age, now directing her talent and love of history to the hotel and hospitality industry.

From interior architecture, construction management, and procurement to furnishings, finishes and artwork selections. FH Design manages complex projects down to the minute detail. They create distinctive spaces that are designed to shape perception and impact the brand experience. The results are unique environments intended to reflect their clients' brand and culture.

FRONT OF THE HOUSE, INC.®

www.frontofthehouse.com
+1 305 467 0037

Representative:

John Kelly
National Sales Manager
johnk@foh.cc

FOH, Inc.® designs and manufactures trendsetting dinnerware, buffetware, and serveware that is commercial grade and easy on the bottom line. FOH (Front of the House, Inc.®) has become the hospitality industry's authority on tabletop and presentation trends. They have perfected the recipe of designing and manufacturing smart, savvy, commercial-grade serving solutions. Everything is designed and

manufactured by FOH, Inc.® allowing them to offer the best quality at the best price and the capability to customize all items to showcase originality.

Benefits to Historic Hotels of America members:

- Savings from 5%-20%
- 72-hour order turnaround
- Exceptional quality, durability, and value

GHIRARDELLI®

www.ghirardelli.com
+1 888 402 6262

Representative:
Amy Brading
Business to Business Sales
abrading@ghirardelli.com

As America's longest operating chocolate manufacturer, Ghirardelli has established its position as America's premium chocolate company for over 160 years. Ghirardelli hand selects the world's finest cocoa beans and uses only the purest ingredients for their award-winning distinctively intense chocolate. Ghirardelli specializes in premium hotel and

travel amenities, event favors, and corporate gifts for the hospitality industry, as well as premium ingredients and syrups for food and beverage, catering, and room service.

Benefits to Historic Hotels of America members:

- Free imprint on items that can be customized
- No minimum order

GILCHRIST & SOAMES®

www.gilchristsoames.com
+1 317 781 5836

Representatives:
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Brian Garrett, Executive Vice President Sales
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Gilchrist & Soames is a sophisticated purveyor of fine English toiletries. From the selection of distinctive house-brand and retail collections to complete bespoke services, Gilchrist & Soames provides a superior guest experience. Gilchrist & Soames pursues eco-friendly practices in all aspects of product creation, from ingredients and packaging to sourcing and manufacture.

Benefits to Historic Hotels of America members:

- Purchase any luxury collections at discounted pricing 5%-20% lower than standard pricing.
- In addition, Gilchrist & Soames offers customers same day shipping and online ordering. Hoteliers may request complimentary samples at customer@gilchristsoames.com.

GUEST DIRECT

www.guestdirect.com
+1 800 332 3756

Representatives:

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rnolan@customerdirect.com

Michael Horst, VP of Strategic Partnerships

mhorst@customerdirect.com

Guest Direct is North America's leader in U.S.-based call center services for the hospitality industry. Providing call center support to the world's finest hotels and resorts since 2003, Guest Direct has developed a uniquely effective approach to enhancing property performance by enhancing the guest experience.

Benefits to Historic Hotels of America members:

- Guest Direct's property specific reservation sales program Enhances Your Property's Performance by increasing booking conversions and improving RevPAR.
- Guest Direct's hospitality trained agents enhance your guests' experience by delivering professional, friendly interactions allowing your operation to focus on the in-house guest with undivided attention.

HD SUPPLY®

www.hdsupply.com
+1 917 698 0086

Representative:

Wayne Schneider

National Account Manager

wayne.schneider@hdsupply.com

At HD Supply, everything is focused on helping to exceed hotel guests' expectations. With more than 27,000 items in stock and thousands more online, HD Supply is the single-source supplier for all OS&E, maintenance, and FF&E requirements.

HD Supply offers fast, free delivery on most orders to most areas: hotels can order only what they need when they need it.

Benefits to Historic Hotels of America members:

- Next day delivery
- No freight and no minimum order size

HISTORIC HOSPITALITY PUBLISHING

www.historichospitalitybooks.com
+1 615 391 2660

Representatives:

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dkempf@swpublishinggroup.com

Shiela Thomas, Publishing Consultant
sthomas@frpbooks.com

Historic Hospitality Publishing is an imprint of the Southwestern Publishing Group, a 155-year-old company in Nashville, Tennessee. They collaborate with historic hotels, resorts, inns, spas, and other noteworthy properties to develop custom books and cookbooks for sales and marketing. In addition, they offer full editorial and design services as well as marketing consultation, free storage, flexible payment plans, and distribution.

Benefits to Historic Hotels of America members:

- Complimentary on-site custom book consultation with a seasoned publishing consultant.
- Custom Marketing Materials Package with a custom book publishing agreement by May 31, 2014. A \$500.00 value.

HOTELNEIGHBORHOOD™

www.hotelneighborhood.com
+1 410 991 1701

Representatives:

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Kurt Bradshaw, Vice President, Sales
kurt.bradshaw@hotelneighborhood.com

HotelNeighborhood is a digital platform that connects hotel guests with in-house and local dining recommendations and includes “guest only” offers, including a percentage off, free menu items, and more.

Benefits of HotelNeighborhood:

- No cost for hotels or in-house restaurants

- Increased guest satisfaction with special offers at nearby restaurants
- Additional tools to support front desks and concierges
- Innovative and mobile friendly platform

Benefit to Historic Hotels of America members:

- Pre-market access to HotelNeighborhood platform

IDEAS™ REVENUE SOLUTIONS

www.ideas.com
+1 952 698 4200

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nick.molitor@ideas.com

IDEaS Revenue Solutions – a SAS Company, helps independent hotels compete by offering pricing and revenue management software, services and consulting to help them understand,

anticipate, and react to consumer behavior and, ultimately, drive better revenue and profits.

Please visit www.ideas.com for more information.

KAHLER SLATER

www.kahlerslater.com
+1 414 272 2000

Representative:

David Plank
Associate Principal
dplank@kahlerslater.com

Founded in 1908, Milwaukee-based Kahler Slater is a creative, multi-disciplinary design enterprise of architects, designers, and consultants working with visionary clients throughout the world. The Kahler Slater Hospitality Team uniquely combines a passion for hotel, spa, and resort projects with a specialized expertise in the restoration and renovation of historic properties,

such as The Pfister Hotel, The American Club, Nittany Lion Inn, and the Skirvin Hilton. Their collaborative approach and in-depth knowledge of hotel and resort development from a business perspective results in architecture that improves their clients' bottom line.

MAJESTIC INTERNATIONAL

www.majesticinternational.com
+1 949 487 0023

Representative:
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Vice President, USA Hospitality Division
wman276006@cox.net

Majestic International's bathrobes are specifically designed to meet the needs of luxury properties. Majestic International offers the finest bathrobe selection in the industry with an array of classic designs suitable for all climates. Products range from soft supple waffle cotton to tailored microfiber and elegant terry collections. The new Panama robe is made from a modal fabric, which yields the ultimate in softness at a competitive price.

Benefits to Historic Hotels of America member hotels:

- Special member pricing
- Green/sustainable options
- In-house design capability
- No stock minimum orders
- No rush delivery surcharge

MARIOFF®

www.marioff.com
+1 508 361 7245

Representative:
Adam Tracy
Regional Sales Manager
adam.tracy@marioff.net

Marioff is the leading developer of water mist fire protection technology and supplies system solutions worldwide. The company designs and manufactures all key components of the water mist fire protection system under the name HI-FOG. It uses up to 90 percent less water than traditional sprinkler systems.

Marioff is part of UTC Climate, Controls & Security Systems, a unit of United Technologies Corp.

Benefits to Historic Hotels of America members:

- Less Damage: HI-FOG uses 70-90 percent less water than traditional sprinkler systems.
- Less Water Infrastructure Needed: HI-FOG draws its own water from compact, on-site tanks.

MICROS[®] SYSTEMS, INC.

www.micros.com

+1 866 287 4736

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MICROS Systems, Inc. provides leading enterprise-wide applications, services and hardware for the hospitality and retail industries. Serving an extensive portfolio of clients worldwide, MICROS solutions are utilized in over 567,000 hotels, casinos, restaurants, retail, leisure and entertainment, fuel and convenience,

cruise, and travel operations in more than 180 countries. MICROS combines its industry knowledge and expertise to provide cloud-based, mobile and on-premise solutions that allow its clients to streamline operations and successfully engage their customers.

MONARCH CYPRESS

www.monarchbathbedspa.com

+1 413 229 8200

Representatives:

Gene Faul, CEO, Hotel Division
ichief@aol.com

Karen Faul, President, Hotel Division
karenfaul@monarchrobe.com

Monarch Cypress is headed up by industry veterans Gene Faul, CEO, and Karen Faul, President. Their bathrobes, towels, and now Liddell Linens can be found at many of the world's most prestigious hotels and spas. Monarch Cypress products are a perfect

match for Historic Hotels of America. Come see what they have to offer.

Benefit to Historic Hotels of America members:

- No minimum order size for bathrobes unless it has hotel logo embroidered then the minimum order is 12 bathrobes.

MULTI-SYSTEMS, INC. (MSI)

www.msisolutions.com
+1 602 385 3926

Representatives:

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Robert C. Bansfield, Senior Executive Officer
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Serving the hospitality industry since 1990, MSI (Multi-Systems, Inc.) is a leading supplier of cloud-based hotel technology and guest service solutions. With an installed customer base of over 5,800 hotels and resorts throughout North America, MSI is one of the largest providers of fully integrated property management, sales and catering, marketing, point of sale, web booking, and centralized corporate services. MSI specializes in “total system solutions” for

management companies and hotel chains—with a focus on simplicity, reliability and integration. MSI provides cloud based central reservation, property management, and secure credit card processing systems as “one source solutions” for its hospitality customers. For more information on MSI, visit www.msisolutions.com.

Benefit to Historic Hotels of America members:

- MSI will provide one additional day of training at no charge.

NATIONAL TRUST FOR HISTORIC PRESERVATION®

www.preservationnation.org
+1 202 588 6046

Representative:

Kevin Blackerby, Associate Director of
Partnership Engagement, Marketing
kblackerby@savingplaces.org

The National Trust for Historic Preservation works to save America’s historic places for the next generation. They take direct, on-the-ground action when historic buildings and sites are threatened. Their work helps build vibrant, sustainable communities. The National Trust advocates with governments to save America’s

heritage, and they strive to create a cultural legacy that is as diverse as the nation itself so that all of us can take pride in our part of the American story.

Historic Hotels of America is the official program of the National Trust for Historic Preservation.

NAVIS

welcome.thenavisway.com
+1 800 257 4602

Representative:
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The NAVIS Reservation Sales System helps resorts and hotels increase leisure revenue dramatically. Using innovative technologies and client-proven best practices, the NAVIS system increases conversion, optimizes marketing, and captures more data about reservations staff, callers, leads, and business.

- Accurately measure the performance of hotel reservations staff
- Implement proven programs to increase conversion rates
- Accurately measures online and offline marketing campaigns
- Reallocates marketing spend to what works

ODWALLA®

www.odwalla.com
+1 847 600 2676

Representative:
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National Account Development Manager -
Odwalla Foods
ratwood@coca-cola.com

Odwalla has over 35 delicious beverage and nourishing food-bar varieties. Odwalla offers positive branding with premium, natural, earth-friendly products and ideas for hotels, including breakfast, meeting breaks, café, pool, gym, spa, and golf.

Benefits to Historic Hotels of America members:

- Special national discount pricing
- Guaranteed sales (no spoilage)
- Free use of merchandising equipment

ORKIN®

www.orkincommercial.com
+1 770 220 6173

Representative:
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National Account Manager
ehardawa@rollins.com

Atlanta-based Orkin, LLC serves more than 1.7 million clients through more than 400 locations across the world. Thousands of satisfied hospitality customers benefit from their programs and services every day. Orkin is actively involved with many industry associations to stay abreast of the trends and issues that affect hotel operations. Orkin offers a direct priority line and will respond to requests within two hours and if needed have someone on-site within 24 hours.

Orkin also guarantees total satisfaction with their service or you don't pay. It's that simple. To learn more or to request a free consultation, call +1 800 466 7546 or visit orkincommercial.com

Benefits to Historic Hotels of America members:

- Orkin will waive the initial service fees.
- Orkin will provide you with a dedicated toll free number for 24/7 service request with guaranteed two-hour response time.

RESORT HOTEL ASSOCIATION

www.RHAinsure.com
+1 804 525 2035

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Vice President -
Marketing & Business Development
bree@rhainsure.com

The Resort Hotel Association (RHA) provides insurance exclusively for independently-owned hotels, resorts, and spas. Resort Hotel Association leverages the buying power of members' 22,000

guestrooms and \$8 billion in property values into a high-quality, stable insurance program, with some of the best rates in the industry.

SABRE HOSPITALITY SOLUTIONS®

www.sabre-holdings.com
+1 682 605 2371

Representative:
Paolo Torchio
Vice President,
E-Marketing & Revenue Consulting
paolo.torchio@sabre.com

Sabre Hospitality has a far reaching, global perspective into the hospitality industry. The eMarketing team has years of experience and has received over 100 website and digital marketing awards in the last two years alone. Strategically positioned around the world, their team provides

the highest level of consultative support on Internet marketing programs driving more business directly to hotels.

Sabre Hospitality provides:

- Web creative design and development
- SEM

SERTA® INTERNATIONAL

www.serta.com
+1 312 399 7208

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dluzzo@sertanational.com

Serta® Mattress is proud to be the #1 Mattress Company in the USA that is endorsed by more hotel chains than any other bedding manufacturer, known as “The World’s Best Mattress™.” Serta is committed to quality, comfort, support, and durability that has made them the leader in the hospitality industry. Serta’s philosophy is to understand the hotel’s overall direction in design, comfort, and budgets to meet their long-term capital expenditure.

Serta is the Official Mattress of the National Sleep Foundation.

Take advantage of factory-direct special pricing on the “Preferred Hotel Sleepers.”

Benefits to Historic Hotels of America members:

- No minimum required to order.
- Warranty of 10 year non-prorated against manufacture defect.
- Product is locally produced with factory direct shipping.

STANDARD TEXTILE® CO., INC.

www.standardtextile.com
+1 513 761 9255 x2532

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Standard Textile Hospitality Division offers a complete line of textile products designed to increase guest satisfaction and lower operating costs. They are revolutionizing the hospitality industry with patented products that combine luxurious comfort with unsurpassed durability and superior cost management.

- Discounted national pricing.
- Access to the new Todd-Avery Lenahan collection.
- Room Ready For You Laundered with Tide®, saving 8-10% by avoiding the first wash cycle.

Benefit to Historic Hotels of America members:

- Receive national contract Historic Hotels of America special pricing through 2014.

VFM LEONARDO®

www.vfmleonardo.com
+1 214 774 9804

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VFM Leonardo is a technology and online media company for the global hospitality industry. VFM Leonardo provide e-marketers at hotel brands, management companies, and hotel properties with technology, sales conversion tools, and a global travel media network that enables them to better visually merchandise their hotels to millions of in-market travel shoppers monthly. Their core products, the VScape® Digital Asset Management System and VBrochure™ Online

Merchandising System, leverage the VNetwork™ - the largest media syndication network in the industry.

Benefits to Historic Hotels of America members:

- Unlimited No Cost Updates.
- The VBrochure license price includes a Facebook suite of Apps, Smartphone and Tablet websites, Web Galleries for use on a hotel's vanity/independent site.

THE WALL STREET JOURNAL®

www.info.wsj.com/mynews
+1 877 WSJ TRAVEL

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From its inception in 1889 to today, *The Wall Street Journal* continues to be one of the most influential and respected news publications – and is America’s top-selling newspaper. Winner of 35 Pulitzer Prize Awards and considered the gold-standard of journalism, *The Wall Street Journal* is the industry leader delivering the most crucial news of the day, insightful opinion,

and fair-minded analysis. More than two million people read *The Wall Street Journal* every day including travelers staying at Historic Hotels of America.

Benefit to Historic Hotels of America members:

- Special discounts just for Historic Hotels of America members (over 70% off of the print retail rate).

HISTORIC HOTELS of AMERICA

National Trust *for* Historic Preservation



Historic Hotels of America

1875 Connecticut Avenue, NW, Suite 1115 | Washington, DC 20009 | + 1 202 772 8000

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**HISTORIC HOTELS OF AMERICA
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