

HISTORIC HOTELS
of AMERICA

National Trust *for* Historic Preservation™

HISTORIC HOTELS OF AMERICA
ANNUAL VENDOR GUIDE

.....

2014-2015



REPORTER PRINT, ORLANDO, FLA.
..... 188.....
..... Deputy.....

**HISTORIC HOTELS
of AMERICA**

National Trust *for* Historic Preservation™



Historic Hotels of America

2014 Annual Conference

The Hotel Hershey® | Hershey, Pennsylvania

September 30–October 2, 2014

HISTORIC HOTELS OF AMERICA
CONTACT

Erin Ross

Director, Marketing and Partnerships

+1 202 772 9982

eross@historichotels.org

HISTORIC HOTELS of AMERICA

National Trust for Historic Preservation™



WELCOME

The Annual Vendor Guide from Historic Hotels of America lists exhibitors and sponsors at the 2014 Annual Conference at The Hotel Hershey® in Hershey, Pennsylvania. This guide is an easy reference to use when looking for a specific product or service throughout 2015. Each exhibitor lists 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.

Historic Hotels of America

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

.....

SPECIAL THANKS TO THE
HISTORIC HOTELS OF AMERICA
2014 ANNUAL CONFERENCE SPONSORS

.....

Platinum Sponsor

American Express®

Welcome Reception Sponsor

Miles

Luncheon Sponsors

Coca-Cola®

Standard Textile Co., Inc.

Break Sponsor

The New York Times Company

VENDOR LISTING

American Express®	4	MICROS® Systems, Inc.	12
BCV	4	Miles	13
Coca-Cola®	5	Monarch Cypress	13
Deneen Pottery™	5	Multi-Systems, Inc. (MSI)	14
Digital Alchemy	6	National Trust for Historic Preservation®	14
Edify™	6	Northern Lights Restoration Inc.	15
Faribault Woolen Mill®	7	Organization of American Historians	15
FH Design	7	Orkin®	16
Front of the House®, Inc.	8	PKF Hospitality Research	16
Garnier-Thiebaut, Inc.	8	Rubbermaid®	17
Gilchrist & Soames®	9	Serta® International	17
Guest Direct	9	Social Tables	18
Historic Hospitality Publishing	10	Standard Textile Co., Inc.	18
Hotel Essence Photography	10	The New York Times Company	19
IDeaS™ Revenue Solutions	11	The Wall Street Journal®	19
Majestic International	11	Unico System®	20
Marioff®	12		



+1 212 640 6462

Representative:

Courtney Ginda

Senior Manager,
Global Client Group
courtney.k.ginda@aexp.com

AMERICAN EXPRESS®

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



www.bcvevolve.com

+1 312 203 9561

Representative:

Michael Byrne

VP, Sales
mbyrne@BCVevolve.com

BCV

BCV is the premier social media provider in the hospitality industry partnering with 100+ luxury hotels and resorts in North America and Caribbean. By delivering comprehensive strategy, management & 24/7 monitoring services, BCV ensures rapid social audience growth, increased user engagement, and strong ROI performance. Visit us at www.bcvevolve.com to learn more.

Benefit to Historic Hotels of

America members:

- Special Discounted Pricing—
Historic Hotels of America receive 15% off standard rates



www.coca-cola.com

+1 847 600 2321

Representative:

Tammy Rockow

Senior Sales Executive

trockow@coca-cola.com

C O C A - C O L A[®]

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



www.deneenpottery.com

+1 888 646 0238

Representative:

Niles Deneen

CEO, Marketing

niles@deneenpottery.com

D E N E E N P O T T E R Y[™]

Deneen Pottery is the premier producer of handmade logo coffee mugs with customized artwork. They are also a family business—started in 1972 by Mary and Peter Deneen in a two-car garage one block from the mighty Mississippi River. Today, Deneen Pottery is still in St. Paul, occupying over 16,000 square feet and employing 52 skilled craftspeople. Each item starts as a lump of clay and is touched by 24 pairs of hands throughout the production process. While every piece shares the same amazing level of quality, each one is also individually created so that no two are exactly alike.

- All stoneware is lead free and food safe
- Microwaveable
- Oven and Freezer Safe
- Dishwasher Friendly
- Very *Very* Durable

Benefit to Historic Hotels of

America members:

- Set-up fee will be waived for orders made by December 31, 2014



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

Representative:

Shannon Bedard

Vice President,
Business Development and
Founding Partner
shannon@digital-alchemy.com

DIGITAL ALCHEMY

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 2015



www.edifyu.net
+1 888 850 4025

Representatives:

Ansley Schroth

Account Executive
ansley@smartfolksonline.com

Ashley Jones

Client Services Manager
ashleyjones@smartfolksonline.com

Cardin McKenna

Client Services Manager
cardin@smartfolksonline.com

EDIFY™

Edify™ is a "Cloud Based" software platform that reinforces employees' job skills, property standards, company culture, and compliance requirements. Utilizing "Game Mechanics," employees take a quick, simple, and fun quiz each day about their job and are ranked on the Leaderboard, earn points, and badges. Edify is a new and unique way to keep employees engaged and up to date on their job skill in order to consistently provide a superior guest experience.

Benefits for Historic Hotels of America members:

- Edify will reinforce associate knowledge on your property's story and relevant historical significance
- Nearly 80% of American travelers prefer to stay in historic neighborhoods and buildings to experience a sense of authenticity in a destination. Edify will encourage your associates to take ownership of the property's story and relevance to the guest experience
- Edify is an investment in employee education and training, and therefore an investment in the preservation of the historical significance of the property



www.faribaultmill.com

+1 507 412 5527

Representatives:

Elizabeth Hudson

Business Development

elizabethH@faribaultmill.com

Vishal Bhatnagar

Hospitality—Sales and Marketing

vishalB@faribaultmill.com

FARIBAULT WOOLEN MILL®

The Faribault Woolen Mill Story:

Established in 1865 on the banks of the Cannon River in Faribault, Minnesota, the Faribault Woolen Mill is a living testament to American craftsmanship, producing fine woolens renowned for their comfort and quality. It is the last remaining mill in America producing goods from raw wool to finished woolens under one roof. For the last half of the 20th century, the mill produced over half the wool blankets made in America. And since the 1890s we've supplied millions of blankets to America's

armed forces. The mill's rich archive provides inspiration for an updated yet timeless collection of blankets, throws, scarves, and accessories. And our fine woolens are found in some of the most revered stores around the world.

Benefit to Historic Hotels of America members:

- 5% off wholesale prices



FELTUS HAWKINS DESIGN

INTERIOR ARCHITECTURE | PLANNING | PROCUREMENT

FH DESIGN

FH Design is a full service interior architectural design firm specializing in boutique hotel design and branding. Marjorie Feltus Hawkins, Principal of FH Design, is the sixth generation since 1843 to grow up at Linden, circa 1790, an antebellum bed and breakfast in Natchez, Mississippi. 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 hospitality industry.

FH Design understands first impressions and strives to give clients a competitive edge with a brand promise that sets them apart. Design services include project management, brand image development, programming, interior design, detailed construction drawings, furniture and accessory selection, procurement and installation. FH Design manages complex projects down to the minute detail, resulting in distinctive, unique environments that capture each client's brand and culture.

www.fhdesign.com

+1 615 244 4328

Representatives:

Erin Simpkins

VP of Residential Design

esimpkins@fhdesign.com

Marjorie Feltus

Principal

mfeltus@fhdesign.com



www.frontofthehouse.com
+1 305 467 0037

Representative:

Rachel Martin
Regional Sales Director
rachel@foh.cc

FRONT OF THE HOUSE®, INC.

FOH, Inc.® designs and manufactures trendsetting dinnerware, buffet ware, and serve ware that is commercial grade and easy on the bottom line. FOH (Front of the House®) 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



www.gtlinens.com
+1 888 812 6670

Representatives:

Caroline Papelier
National Sales Manager
caroline@gtlinens.com

Rita Berrada
National Sales Manager
rita@gtlinens.com

GARNIER-THIEBAUT, INC.

Garnier-Thiebaud was founded in 1833 with the marriage of two weavers from Gerardmer in the heart of the Vosges region in France. The company has successfully preserved the spirit and authenticity of that period. Garnier-Thiebaud belongs to the HDM group, the oldest textile group in Europe since 1673. It has been operated since then by the same family for 13 generations.

With its corporate office in Arlington, VA and its warehouse and sewing room in South Boston, VA, GT manufactures and stocks bed linen from 180-600 thread count in 100%

cotton and in poly/cotton, several designs of terry towels, a wide variety of table linen in 100% cotton, in poly/cotton, and in 100% polyester, bath robes, and accessories.

Benefit to Historic Hotels of America members:

- The exclusive partnership with Historic Hotels of America gives hoteliers the ability to purchase any hospitality collection at discounted pricing that is 10% lower than standard pricing



GILCHRIST & SOAMES®
EST. LONDON, ENGLAND

www.gilchristsoames.com

+1 317 781 7013

Representatives:

Doug Gross

National Sales Director

dpgross@gilchristsoames.com

Ian Koehler

Director of Key Accounts

ikoehler@gilchristsoames.com

GILCHRIST & SOAMES®

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:

- The exclusive partnership with Historic Hotels of America gives hoteliers the ability to purchase any luxury collections at discounted pricing that is anywhere from 5%-20% lower than standard pricing
- In addition to the negotiated pricing that is always available, Gilchrist & Soames offers customers same day shipping and online ordering. Hoteliers may request complimentary samples at customer@gilchristsoames.com



www.guestdirect.com

+1 800 332 3756

Representatives:

Evan Blanco

VP of Business Development

eblanco@customerdirect.com

Michael Horst

VP of Strategic Partnerships

mhorst@customerdirect.com

GUEST DIRECT

Guest Direct is proud to be a preferred provider of private label, bilingual Central Reservation Office services for Historic Hotels of America and the prestigious member hotels and resorts it serves.

The partnership between Historic Hotels of America and Guest Direct has augmented the marketing efforts of HistoricHotels.org and led to an increase of 634% in voice channel bookings since October 2013. The National Toll Free Number for Historic Hotels of America is projected to deliver year-end revenues

of \$2.4 million, directly benefiting member hotels.

As a Historic Hotels of America member hotel, Guest Direct will provide Central Reservation Office services tailored for your hotel, delivering a reservation experience that leads to consistently higher average nightly rates, and improved reservation conversions.

Benefits to Historic Hotels of

America members:

- Discounted member pricing
- Minimum volumes and set-up fees waived



historichospitalitybooks.com
+1 615 391 2660

Representatives:

Dave Kempf
President
dkempf@swpublishinggroup.com

Sheila Thomas
Publisher
sthomas@frpbooks.com

HISTORIC HOSPITALITY PUBLISHING

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, 2015, a \$500.00 value



hotelessencephotography.com
+34 952 897 865
+34 609504729

Representative:

Michelle Chaplow
Founder
michelle@chaplow.com

HOTEL ESSENCE PHOTOGRAPHY

Professional hotel photographer Michelle Chaplow and her crew specialize in photographing historic hotels and resorts worldwide. They cover architectural photography, exteriors, interiors, and environmental portraits of hotel staff. "Our top priority is to capture the very essence of your historic hotel." Working with lighting specialists, art directors, stylists, and digital editors to achieve exactly the right look, feel, and message about a hotel, the Essence team offers a unique service carrying

out luxury hotel photography commissions around the globe.

Benefits to Historic Hotels of America members:

- Complimentary image review
- 10% discount on a photo shoot



www.ideas.com
+1 952 698 4200

Representatives:

Jeff Roark
Sales Representative
jeff.roark@ideas.com

Sam Hassanein
Solutions Engineer
sam.hassanein@ideas.com

IDEAS™ REVENUE SOLUTIONS

IDEaS Revenue Solutions, a SAS company, provides industry-leading forecasting, pricing, and inventory management controls to drive better revenue for our clients. In combination with a hotel's Revenue Management team, every single day, IDEaS provides profitable, data-driven, and fact-based decisions to help hoteliers be more successful.

IDEaS has moved beyond a 'rooms only' approach. Understanding meetings & events business contributes a large percentage of profit for hotels, IDEaS has entered the new

frontier of revenue management by optimizing function space revenue.

Their innovation continues with IDEaS Reputation Pricing module, allowing hoteliers to integrate the impact of guest ratings and reviews into pricing uplift.

For more details about the IDEaS solutions and how they can address hospitality revenue management challenges, visit www.ideas.com.

Benefit to Historic Hotels of America members:

- Historic Hotels of America members receive preferred pricing from IDEaS



www.majesticinternational.com
+1 949 487 0023

Representative:

William Mangold
VP, USA Hospitality Division
wman276006@cox.net

MAJESTIC INTERNATIONAL

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 members:

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



www.marioff.com

+1 508 361 7245

Representatives:

Adam Tracy

Regional Sales Manager

adam.tracy@fs.utc.com

Eric Moore

Director Sales and Marketing

eric.moore@fs.utc.com

MARIOFF®

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 United Technologies Building & Industrial Systems Group.

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



www.micros.com

+1 866 287 4736

Representatives:

Beth Munsey

Director Brand Development,

Hotel Major Accounts

bmunsey@micros.com

Chris Aylward

Regional Sales Manager

caylward@micros.com

Michael Dunn

Director of Sales, MICROS

eCommerce

modunn@micros.com

MICROS® SYSTEMS, INC.

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.

Benefit to Historic Hotels of America members*:

- 20% discount off service fees, if signed by December 31, 2014

**Certain rules apply, see MICROS employee for details.*



www.milespartnership.com
+1 800 683 0010

Representatives:

Karin Mast

VP of Business Development,
Hospitality
karin.mast@milespartnership.com

Paul Winkle

Senior Vice President,
Global Marketing
paul.winkle@milespartnership.com

Scott Bacon

VP of Business Development,
Hospitality
scott.bacon@milespartnership.com

MILES

Miles has a proven track record of growing revenue for hotels and resorts. Their solutions orientated approach increases bookings for leisure and group segments. Whether you are looking for a marketing analysis with actionable recommendations or a full service agency partner, you'll benefit from Miles' expertise in travel marketing.

Benefit to Historic Hotels of America members:

- Historic Hotels of America members will receive a free website assessment indicating how your hotel ranks organically against your closest competitors



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

Monarch Cypress is the leading supplier of the best bathrobes, towels, and sheets to the world's best and most luxurious hotels and spas. The hotel division office is in Sheffield, Massachusetts and is headed by long-time industry veterans Gene and Karen Faul.

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



www.msolutions.com

+1 602 385 3926

Representative:

Donna Martin

Eastern US Sales Manager

donna.martin@msolutions.com

MULTI-SYSTEMS, INC. (MSI)

MSI (Multi-Systems, Inc.) is a leading supplier of cloud-based hotel technology and guest service solutions since 1990. With an installed customer base of more than 5,800 hotels throughout North America, MSI is a one-source solutions provider of fully integrated, cloud-based hotel technology services. MSI TruCloud services include guest and property management, CRS and channel management, secure credit card processing, guest loyalty and national sales, sales and catering, mobile solutions, and web booking engines.

Benefit to Historic Hotels of America members:

- MSI will provide one additional day of on-site training at no additional charge (T&R excluded)



www.preservationnation.org

+1 202 588 6046

Representative:

Kevin Blackerby

Associate Director of Partnership

Engagement, Marketing

kblackerby@savingplaces.org

NATIONAL TRUST FOR HISTORIC PRESERVATION®

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.



northernlightsrestoration.com
+1 607 589 6090

Representative:

Robert Stephens
President & Founder
NLC813@aol.com

NORTHERN LIGHTS RESTORATION INC.

Since 1992, Northern Lights Restoration has been a national leader in providing quality On-Site Furniture Restoration and Historic Preservation for the commercial markets.

Our customers include historic hotels, colleges, universities, resorts, and unified court systems across the United States.

From one-of-a-kind antiques to a 500-guestroom hotel or university residence hall, Northern Lights Restoration has the knowledge, skill set, and experience to restore and preserve any type of architectural woodwork and furniture on site at a minimal cost.

At Northern Lights Restoration, we have pioneered an on-site restoration program that is quick, clean, and cost effective. Our skilled staff can restore 12 to 24 sets of bedroom furniture in

one day. All finishing products are Earth friendly and hand applied, giving our customers the best service at a minimal cost. Our Historic Preservation program will bring new life to the faded, worn wood detail within your facility. From grand stairwells to hand carved trim, we can make it look like new, while keeping the originality and patina of the wood.

Benefits to Historic Hotels of America members:

- Northern Lights Restoration can assist in keeping the appearance of your hotel up to date
- Northern Lights Restoration's services are very cost effective and extend the use of your furniture
- Northern Lights Restoration's on site refinishing process is 100% GREEN



www.oah.org
812-855-7311

Representative:

Annette Windhorn
Lectureship Program Coordinator
awindhorn@oah.org

ORGANIZATION OF AMERICAN HISTORIANS

Founded in 1907, the Organization of American Historians is the largest professional society dedicated to the teaching and study of American history. The mission of the organization is to promote excellence in the scholarship, teaching, and presentation of American history, and to encourage wide discussion of historical questions and the equitable treatment of all practitioners of history.



PEST CONTROL DOWN TO A SCIENCE™

www.orkincommercial.com

+1 770 220 6173

Representatives:

Chiram Hughes

Regional Sales Manager

chughes@rollins.com

Eric Hardaway

National Account Manager

ehardawa@rollins.com

ORKIN®

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
- Provide you with a dedicated toll free number for 24/7 service request with guaranteed two-hour response time



www.pkfc.com/en/pkf-hr/

+1 404 809 3969

Representative:

R. Mark Woodworth

President

mark.woodworth@pkfc.com

PKF HOSPITALITY RESEARCH, A CBRE COMPANY

PKF Hospitality Research (PKF-HR), is the research division of PKF Consulting USA, a CBRE company.

PKF-HR owns the database for *Trends® in the Hotel Industry*, the statistical review of U.S. hotel operations, which first appeared in 1935 and has been published every year since. The *Trends®* data is used to produce custom financial reports for clients that enable them to benchmark hotel revenues, expenses, and profits.

Beginning in 2007, PKF unveiled its powerful Hotel Horizons®, an economics-based hotel forecasting model that projects five-years of supply, demand, occupancy, ADR, and RevPAR for the U.S. lodging industry, 55 major markets, six chain-scales, and six location categories.

With a long-standing tradition of tracking and forecasting the lodging industry, PKF-HR has the technical capacity to conduct custom research, the analytical skills to interpret the data, and the access necessary to gather confidential performance information from the industry.

Benefits to Historic Hotels of America members:

- Receive a one-time complimentary copy of PKF Hospitality Research's (PKF-HR) custom econometric forecast of aggregate performance of the Historic Hotels of America member hotels. The four-page forecast report will include five year projections of occupancy, ADR, RevPAR, supply, and demand
- Receive 20% discount off the purchase of a custom BenchmarkSM



rubbermaidcommercial.com
+1 800 347 9800

Representative:

Barbara Coen
Senior National Account Manager
barbara.coen@newellco.com

RUBBERMAID®

Rubbermaid Commercial Products (RCP), the leader in innovative, solutions-based commercial products, has launched a sleek new line of cleaning solutions designed to enhance usability and visual aesthetics. In response to hospitality trends and needs, the Executive Series™ features an updated uniform look. In their on-going quest to upgrade and enhance cleaning solutions for Historic Hotels of America members, RCP's new line will continue to improve workability, efficiency, and productivity, with design and style that complement the overall property environment.

Additionally, RCP is excited to announce the launch of the Executive Series Quick Cart – The industry's most durable mobile cart solution. The

Rubbermaid Quick Cart blends seamlessly into the environment, empowering Historic Hotels of America members to deliver a premium guest experience.

Benefits to Historic Hotels of America members:

- Local Rubbermaid associates available for consult, surveys, and product demonstrations
- Products designed to:
 - Discreetly refresh guest rooms & public spaces
 - Quickly clean high traffic areas
 - Professionally maintain the property
 - Support Food & Beverage with complete line for Front and Back of House



www.serta.com
+1 312 399 7208

Representatives:

Carlos Canjura
National Contract Sales Manager
ccanjura@sertanational.com

Christine Weber
Key Account Representative
cweber@sertanational.com

Deanna Luzzo
Key Account Manager
dluzzo@sertanational.com

SERTA® INTERNATIONAL

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



www.socialtables.com
+1 877 973 2863

Representatives:

Erin O'Boyle
Account Executive
erin@socialtables.com

Lauren Kalina
Business Development Associate
Lauren@socialtables.com

SOCIAL TABLES

Social Tables provides cloud-based hospitality software that assists event and meeting professionals in executing tasks in a more strategic and collaborative manner. The SaaS product suite enhances hotel planners' operational efficiency by enabling them to access their work from anywhere, at any time. The collaborative functionality of the product saves users time (an average of two hours per hotel planner per week) and enhances

communications with clients by allowing parties to work together instantaneously.

Benefit to Historic Hotels of America members:

- Historic Hotels of America members will have the ability to access a free 14-day full-access trial of Social Tables

standardtextile 

www.standardtextile.com
+1 513 761 9255 x2532

Representatives:

Greg Eubanks
Vice President, Hospitality Sales & Marketing
geubanks@standardtextile.com

Jeff Frey
Vice President, Hospitality Program Development
jfrey@standardtextile.com

STANDARD TEXTILE CO., INC.

Standard Textile is guided by one shared purpose: to help their customers succeed. Founded in 1940, Standard Textile has developed a culture of innovation, quality, and service. A vertically integrated company, they are the world's leading provider of end-to-end solutions for the hospitality market. With more than 70 patents to our name, their products are engineered to deliver an enhanced guest experience and reduced operational costs. Unlike anything else on the market today, Standard Textile's patented sheeting and terry product innovations are Room Ready For You® Laundered With Tide® and ready for immediate use, right out of the box. Standard Textile's exclusive terry line, Elevations™, provides

targeted weight distribution that focuses loft and absorbance in the center of the towel—where performance matters most. Woven Jacquard designs accent each end of the towel to create a nearly indiscernible variance in loft. The result is a towel that offers measurable laundry savings to Historic Hotels of America.

Benefits to Historic Hotels of America members:

- Discounted national pricing
- Patented Centium Core Technology® durability and strength
- Room Ready For You® Laundered With Tide®
- Elevations™ Terry—Performance where it counts

The New York Times

www.nytimes.com/hotel

+1 844 NYT CORP or

+1 844 698-2677

hotelamenity@nytimes.com

Representative:

Christy Sanders

Corporate Sales Manager,

Digital

christy.sanders@corporatedigital.com

com

THE NEW YORK TIMES COMPANY

The New York Times Company is a global media organization dedicated to enhancing society by creating, collecting, and distributing high-quality news and information. It has been awarded 114 Pulitzer Prizes and citations—more than any other news organization. The site outranks all other major news sources, with more than 42 million users worldwide. The Digital Hotel Program adds the highest level of prestige and global perspective to your guest programs. Your guests

receive full digital access to NYTimes.com, as well as its international edition at INYT.com and the Chinese edition.

Benefit to Historic Hotels of America members:

- Special group rates, easy implementation, dedicated customer support, and complimentary promotional items

THE WALL STREET JOURNAL.

online.wsj.com

+1 877 WSJ TRAVEL

Representatives:

Jim Donovan

National Accounts Director

jim.donivan@dowjones.com

Joanne Pinter

Travel Amenity Program Manager

joanne.pinter@dowjones.com

THE WALL STREET JOURNAL®

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. With surprisingly affordable options, *The Wall Street Journal*, available in both print and

digital editions, keeps guests up-to-date on everything from global news to sports, travel, fashion, and entertainment

Benefit to Historic Hotels of America members:

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

www.unicosystem.com

+1 800 527 0896

Representative:

Scott Intagliata

Director of Marketing
scott@unicosystem.com

UNICO SYSTEM®

For over 25 years, the Unico System has been the premier central heating and air conditioning solution for the historic renovation market. The modular system takes up one-third the space of traditional heating and air conditioning systems, which allows the system to be installed without the need for soffits or bulkheads, which can mar the original architecture of the structure.

The Unico System is the only product endorsed for heating and cooling older buildings by the National Trust for Historic Preservation and has been installed in a number of national

monuments and historic structures, including President Lincoln's Cottage, President Truman's Little White House, the Petersen House, and many others.


Benefit to Historic Hotels of America members:

- Fits any space, requiring little to no remodeling of the historic structure
- Energy efficient – 0% duct leakage and 0% thermal loss
- Very quiet performance
- Draft free, even temperatures keeps guests comfortable
- Outlets match any hotel décor

8
Margaret Pitt wife

TO

By



Deputy.

REPORTER PRINT, ORLANDO, FLA.

188

2557 1/6 full mch
25 du

**HISTORIC HOTELS
of AMERICA**

National Trust *for* Historic Preservation™



Historic Hotels of America

2014 Annual Conference

The Hotel Hershey® | Hershey, Pennsylvania

September 30–October 2, 2014

**HISTORIC HOTELS OF AMERICA
CONTACT**

Erin Ross

Director, Marketing and Partnerships

+1 202 772 9982

eross@historichotels.org

Historic Hotels of America

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