



# 2014 PREFERRED ALLIANCE PARTNERS

---



P R E F E R R E D   H O T E L   G R O U P <sup>™</sup>



*Preferred*  
HOTELS & RESORTS

SUMMIT  
HOTELS & RESORTS

STERLING  
HOTELS

SUMMIT  
SERVICED RESIDENCES

STERLING  
DESIGN

*Preferred*  
RESIDENCES

*Preferred*  
BOUTIQUE

PREFERREDHOTELGROUP.COM

## PREFERRED ALLIANCE PARTNERS

### BARTER SERVICES

ACTIVE INTERNATIONAL \_\_\_\_\_ 1

### BATHROOM AMENITY

FRESHENDS \_\_\_\_\_ 3

### BEVERAGES

COCA-COLA \_\_\_\_\_ 2

DANONE WATER OF AMERICA \_\_\_\_\_ 2

LAURENT-PERRIER \_\_\_\_\_ 5

ODWALLA \_\_\_\_\_ 7

### COMPUTER/SERVERS

DELL: COMPUTERS \_\_\_\_\_ 3

### CREATIVE & MARKETING SERVICES

DIGITAL ALCHEMY \_\_\_\_\_ 3

HYPERDISK MARKETING \_\_\_\_\_ 4

LEONARDO \_\_\_\_\_ 5

MICROS \_\_\_\_\_ 6

MILES \_\_\_\_\_ 6

SABRE HOSPITALITY SOLUTIONS \_\_\_\_\_ 8

USFI \_\_\_\_\_ 9

### CREDIT CARD PARTNER

AMERICAN EXPRESS® \_\_\_\_\_ 1

### FITNESS EQUIPMENT

PRECOR \_\_\_\_\_ 7

### GUEST/SPA AMENITIES

GILCHRIST & SOAMES \_\_\_\_\_ 4

### HOSPITAL RECYCLING PROGRAM

CLEAN THE WORLD \_\_\_\_\_ 2

### INTERIOR DESIGN & AMENITIES

ROOM 360° \_\_\_\_\_ 8

### LUXURY BED & BATH LINENS

MAJESTIC INTERNATIONAL \_\_\_\_\_ 6

PROTECT-A-BED \_\_\_\_\_ 7

STANDARD TEXTILE \_\_\_\_\_ 9

### LUXURY MATTRESSES

SERTA® INTERNATIONAL \_\_\_\_\_ 8

### LUXURY OUTLET SHOPPING

CHIC OUTLET SHOPPING\* \_\_\_\_\_ 2

### ONLINE TRAVEL RESOURCE

KIWI COLLECTION \_\_\_\_\_ 5

LUXURY LINK AND  
FAMILYGETAWAY.COM \_\_\_\_\_ 6

### PUBLICATIONS

USA TODAY \_\_\_\_\_ 9

THE WALL STREET JOURNAL \_\_\_\_\_ 9

### REVENUE OPTIMIZATION

IDEAS REVENUE SOLUTIONS \_\_\_\_\_ 4

NAVIS \_\_\_\_\_ 7

### STAFFING & RECRUITMENT

HCAREERS \_\_\_\_\_ 4

LOGI-SERVE \_\_\_\_\_ 5

### TABLETOP DESIGN SOLUTIONS

FRONT OF THE HOUSE, INC. \_\_\_\_\_ 3

### WORLDWIDE CAR HIRE SERVICE

SIXT RENT A CAR \_\_\_\_\_ 8

## WELCOME



### INCREASED REVENUE OPPORTUNITIES, COST SAVINGS, AND IMPROVED GUEST EXPERIENCES

Preferred Hotel Group is delighted to present the Alliance Partner Program. This program is designed to bring you the very best suppliers, products, and services to enhance your property and guest experiences while saving you money. Take a few minutes to read the summary description of each of these quality companies and feel free to contact them for additional information by visiting [PreferredNet.net/buspart](http://PreferredNet.net/buspart).

**Thom Nulty**  
**Senior Vice President**  
**Business Relations**  
+1 949 719 3315  
Newport Beach, California  
[tnulty@preferredhotelgroup.com](mailto:tnulty@preferredhotelgroup.com)

**Trina Roberts**  
**Manager**  
**Global Partnerships**  
+1 312 542 9234  
Chicago, Illinois  
[troberts@preferredhotelgroup.com](mailto:troberts@preferredhotelgroup.com)

## AMERICAN EXPRESS



### CREDIT CARD SERVICES

*Available Globally*

American Express® is a proud partner of Preferred Hotel Group. Together our two companies have launched successful programs such as American Express Free Nights and American Express Preferred Family Offer that have grown our mutual luxury, leisure, and meetings and events business. Through specialized marketing efforts, American Express is driving even more high-spending Cardmembers to your hotels every day.

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

Please visit the Alliance page on the Preferred Member Portal to learn more.

## ACTIVE INTERNATIONAL



### CORPORATE TRADE PARTNER PROVIDING REVENUE GENERATING OPPORTUNITIES

*Available Globally*

The global leader in corporate trade, Active places more than \$1 billion in sales annually for the world's leading hotels.

Active brings travelers and corporate meetings business from its more than 600 corporate clients. Take advantage of Active's revenue-generating opportunities. Simply purchase from a selection of expenditure items such as:

- Televisions: Samsung brand TVs
- Retail Marketing: Branded materials such as plaques, signage, direct mail, and catalogs
- Media: TV, print, out-of-home, and digital

Contact:

**Jim Haggerty, VP, Operations**  
[jhaggert@activeinternational.com](mailto:jhaggert@activeinternational.com)  
+1 845 732 8665

## CHIC OUTLET SHOPPING®



### LUXURY OUTLET SHOPPING

*Available in Select Cities*

The collection of *Chic Outlet Shopping*® Villages is defined by leading luxury brands, charming “village” settings, superior service, a calendar of events, and year-round savings of up to 60% or more off the RRP.

- Nine Villages located less than an hour from Europe’s favorite gateway cities
- Suzhou Village™ in Suzhou near Shanghai, China, opens in 2014
- Services include multilingual hosts, personal shoppers, VIP lounges, hands-free shopping, and valet parking
- PHG rates on shopping packages, chauffeur service, and the Shopping Express®
- Local marketing support

Contact:

**Neil Herbert, Head of  
Partnerships - Global Marketing**  
nherbert@valueretail.com  
+44 1869 366 646

**Toni Peters,  
Tourism Team Assistant**  
tpeters@valueretail.com  
+44 1869 366 229

## COCA-COLA



### BEVERAGES

*USA Only*

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 include:

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

Contact:

**Tammy Rockow, Sales Executive**  
trockow@coca-cola.com  
+1 847 600 2321

## CLEAN THE WORLD



### RECYCLING SOAP. SAVING LIVES.

*North America Only*

Clean the World is a social enterprise with the mission of saving millions of lives around the world. Discarded soap and bottled amenities from nearly 2,000 hospitality partners are recycled and distributed in countries where a large number of children die from hygiene-related illnesses such as pneumonia and diarrheal disease. Our hospitality partners are working hand in hand with us to create a more sustainable future.

Contact:

**Debi Kinney, Senior National Sales Director, North America**  
dkinney@cleantheworld.org  
+1 702 875 2272

## DANONE WATER OF AMERICA



### PREMIUM FLAT AND SPARKLING BOTTLED WATERS

*USA and Canada*

Evian Natural Spring Water is the world’s leading brand of premium bottled water untouched by human hands until you open the bottle.

Badoit Natural Sparkling Water adds no gas to what nature provides. Its subtle carbonation and taste profile are preferred by chefs and consumers worldwide.

Program Benefits include:

- Reduced “Best in Class Pricing”
- Abundant sizes and formats (glass and plastic)
- Promotional opportunities and support available
- Sustainable Partner

Contact:

**Paul M. Schwartz, Director of National Accounts**  
paul.schwartz@danone.com  
+1 773 899 0861

## DELL: COMPUTERS



### GET MORE OUT OF YOUR MEMBERSHIP

*North America Only*

Dell™ offers your hotel many benefits:

- Exclusive discounted pricing on systems customized for your hotel
- Dedicated teams to help you create the best IT solutions
- Servers and storage solutions for expanding business needs

Dell systems are built to last. And they're built with your hotel in mind. As part of the Preferred Hotel Group Dell Purchase Program, you can take advantage of great savings created just for you. Log on to Dell's exclusive Preferred Hotel Group website [dell.com/phg](http://dell.com/phg) or contact the Affiliate Sales Group (US Only) at 1-866-746-4977.

Contact:

**Thom Nulty, SVP, Business Relations**

[tnulty@preferredhotelgroup.com](mailto:tnulty@preferredhotelgroup.com)

+1 949 636 0856

## FRESHENDS



### LUXURY YOU CAN'T LEAVE BEHIND

*Available Globally*

Freshends provides the utmost detail in bathroom luxury with biodegradable, flushable towelettes that utilize the highest quality ingredients and come in elegant individual packets. Discerning guests will find Freshends to be an eco-friendly bidet alternative for ultimate cleanliness.

- Reduced pricing on quick delivery signature brands
- Exclusive custom designed private label options
- Exceptional customer service and flexible ordering options

Contact:

**Spencer Beck, Director of Sales**

[spencer@freshends.com](mailto:spencer@freshends.com)

+1 949 981 4780

## DIGITAL ALCHEMY



### DIGITAL MARKETING, CRM, AND MOBILE SOLUTIONS

*Available Globally*

Digital Alchemy provides automated digital marketing services and delivers beautiful email communications to your guests.

As a pioneer and leader in eCRM since 1999, Digital Alchemy creates digital marketing solutions that increase revenue and guarantee ROI for hotels, resorts, and spas.

- CRM suite at up to 40% discount
- eCampaign at up to 50% discount when combined with core CRM suite
- Mobile solutions with expandable options
- Related spa and B&B CRM services

Contact:

**Susan Harman, Vice President of Global Sales**

[sharman@digital-alchemy.com](mailto:sharman@digital-alchemy.com)

+1 817 204 0840

## FRONT OF THE HOUSE, INC.



### DINNERWARE/BANQUET/TABLETOP SOLUTIONS

*Available Globally*

FOH, Inc® designs and manufactures trendsetting dinnerware, bufferware, and serveware that is commercial grade and easy on your bottom line.

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

Contact:

**Kirk Thomas, Director of Optimization**

[kirk@foh.cc](mailto:kirk@foh.cc)

+1 305 467 0037

## GILCHRIST & SOAMES



### TOILETRIES AND AMENITIES

*Available Globally*

Gilchrist & Soames is a sophisticated purveyor of fine English toiletries, providing innovative and luxurious in-room, retail, spa, public area, and locker room solutions along with VIP gift options. Benefits include:

- Reduced pricing on unique, environmentally friendly retail and house collections ranging from classic to contemporary
- Creation of exclusively designed bespoke collections to enhance the positioning and unique sensibility of your individual hotel
- Impeccable customer service, flexible ordering options, same-day shipping, and no minimum orders

Contact:

**Brian Garrett, Executive Vice President Sales**

bgarrett@gilchristsoames.com

+1 317 781 7022

## HYPERDISK MARKETING



### EMARKETING CONSULTING AND STRATEGY SERVICES

*Available Globally*

HyperDisk Marketing is an international eMarketing agency that focuses on web marketing solutions, interactive development, and full-service consulting services. For nearly 20 years, HyperDisk has been creating compelling digital strategies that drive revenue, market share, and brand value. With clients from around the globe and in nearly every major U.S. market, HyperDisk has the ability to immediately impact your bottom line.

HyperDisk has strategic solutions that address website and mobile e-commerce, search engine marketing, social media, online campaigns, database marketing, and a full range of strategic consulting packages.

Contact:

**Steven V. Seghers, MHS, President**

seghers@hyperdisk.com

+1 949 442 9850, ext. 15

## HCAREERS



### STAFFING AND RECRUITMENT

*Available Globally*

HCareers, the leader in hospitality Internet recruitment, has more jobs and job seekers than any other industry job board. Discounts on HCareers services include:

#### Preferred Hotel Group Individual Job Postings Packages

- Single job postings at a rate of US\$340
- Premium job posting at a rate of US\$375

#### 5 Premium Job Postings Package

- Rate of US\$1,495

#### 10 Premium Job Postings Package

- Rate of US\$2,495

Contact:

**Bryan Sauder, Product Manager**

bryan.sauder@hcareers.com

+1 360 312 7829

## IDEAS REVENUE SOLUTIONS



### REVENUE OPTIMIZATION

*Available Globally*

As pioneers in the revenue management and price optimization field, IDEaS Revenue Solutions is one of the most respected leaders in the hospitality industry. As a SAS® Company, the leaders in business analytics software and service, IDEaS applies the most advanced science available, develops individualized yet practical strategies, and most importantly, gets measurable results.

IDEaS delivers software, services, and consulting to improve total revenue performance for the global hospitality industry.

Contact:

**Nick Molitor, Market Development Representative**

nick.molitor@ideas.com

+1 952 698 4320



## KIWI COLLECTION



GLOBAL PARTNER FOR EXPOSURE, MARKETING,  
AND SALES

*Available Globally*

Kiwi Collection offers the world's largest curated collection of luxury hotels and is a trusted influencer to travelers worldwide. Kiwi's partnership with Visa, which powers over 30 white-label Visa Luxury Hotel Collection websites, can provide PHG members with global audience access.

PHG members can gain even more exposure through the Enhanced Listing Exposure program with special PHG discounted pricing, including prioritized online listings, the Kiwi call center, special offers, banner advertising, SEO, and website links.

Contact:

**Sherry Hall, SVP, Hotel Programs**

shall@kiwicollection.com

+1 781 354 7318

## LEONARDO



THE FUTURE OF DIGITAL IS VISUAL STORYTELLING

*Available Globally*

Leonardo is a technology and online media company for the hospitality industry. Their Online Merchandising System, VBrochure, helps e-Marketers at hotels tell visual stories that reach and convert travel shoppers. With VBrochure, you can:

- Display compelling visual experiences on third-party travel sites
- Fire up your hotel Facebook page with the Apps Suite
- Offer optimized smartphone and tablet experiences
- Enhance websites with web galleries that increase conversions

Contact:

**Darlene Rondeau, Vice President, Online Merchandising**

preferred@leonardo.com

+1 877 593 6634

## LAURENT-PERRIER



ELEGANT CHAMPAGNES

*Available Globally*

Founded in 1812, Laurent-Perrier is the largest family-owned Champagne house and has been creating elegant Champagnes for over two hundred years. It is one of the world's foremost brands in Champagne.

Based in the heart of Champagne, in Tours-sur-Marne, France, the vineyard's success is the result of respect for nature and wines, a passion for quality, and strong, lasting relationships among the people who drive the company. Laurent-Perrier exports to more than 120 countries and is available at luxury hotels, restaurants, and wine retailers throughout the world.

Contact:

**Jean-Christian de la Chevalerie,**

**International Key Accounts Director**

jc.delachevalerie@laurent-perrier.fr

+333 2658 9122

## LOGI-SERVE



EMPLOYEE ASSESSMENT AND DEVELOPMENT

*Available Globally*

Enhance the quality of your workforce while improving guest satisfaction with a newly available employee assessment and development tool. Logi-Serve uses fresh advances in technology and human testing to predict service ability with exceptional precision.

Learn how your hotel can immediately utilize Logi-Serve to increase service quality and save money. Special discounted rates are available to Preferred Hotel Group members.

Contact:

**Neil Morelli**

neil@logi-serve.com

+1 800 698 0403 or +1 248 881 0443, ext. 709

## LUXURY LINK AND FAMILYGETAWAY.COM



### ONLINE TRAVEL RESOURCES

*Available Globally*

Drive revenues, protect your rates, and showcase your property to the largest online audience of affluent travel buyers. Luxury Link and FamilyGetaway.com provide PHG member hotels with:

- A customized marketing plan that utilizes Luxury Link and/or Family Getaway web platforms
- An exclusive 40% off already low annual rates for Luxury Link and 60% off for FamilyGetaway.com
- Premium placement of your property on the Luxury Link or FamilyGetaway.com websites

Contact:

**Diane McDavitt, President, Luxury Link**

[preferredpartner@luxurylink.com](mailto:preferredpartner@luxurylink.com)

+1 310 215 8060, ext. 116

## MICROS



### INTERACTIVE MARKETING AND WEBSITE DESIGN

*Available Globally*

MICROS is the world's premier provider of enterprise-wide integrated information technology, digital marketing, and e-commerce solutions for the hospitality industry. A one stop shop for comprehensive property management tools and e-commerce strategies to increase the direct-to-supplier Internet channels.

- eCommerce Solutions include website design, search engine optimization, strategic content creation, paid advertising management, and online media buying
- Property management tools that include the most flexible and comprehensive solutions with multi-language and multi-currency support

Contact:

**Beth Munsey,**  
**Director-Brand Development**  
[bmunsey@micros.com](mailto:bmunsey@micros.com)

+1 201 683 8440

**Philip Pelzman,**  
**Director of Sales & Marketing**  
[ppelzman@micros.com](mailto:ppelzman@micros.com)

+1 301 841 4741

## MAJESTIC INTERNATIONAL



### LUXURY BATHROBES AND SLIPPERS

*Available Globally*

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, Majestic has a robe for any climate, from soft and supple waffle cotton to tailored microfiber and elegant Turkish terry velour collections.

- Special PHG member discount
- Green/sustainable options
- In-house design capability for custom property-exclusive robes
- Stock robe modifications to add distinctive detailing

Contact:

**William Mangold, VP, USA / Hospitality Division**

[wman276006@cox.net](mailto:wman276006@cox.net)

+1 949 487 0023

[majestichotelandsparobes.com](http://majestichotelandsparobes.com)

## MILES



### FULL SERVICE MARKETING PARTNER

*Available Globally*

Miles has a proven track record of growing revenue for hotels and resorts. Our solution-oriented approach increases bookings for leisure and group segments. Whether you're looking for a marketing analysis with actionable recommendations or a full-service agency partner, you'll benefit from Miles' expertise in:

- Branding
- Content development & distribution
- Online & mobile marketing
- Email
- Media creative & advertising
- Revenue/yield management

Contact:

**Karin Mast, VP of Business Development, Hospitality**

[karin.mast@milespartnership.com](mailto:karin.mast@milespartnership.com)

+1 800 683 0010, ext. 2382



## NAVIS



### RESERVATION SALES SYSTEM

*North America Only*

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 your marketing, and captures more data about your reservations staff, callers, leads, and your business.

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

Contact:

**Margaret Cascio, Director of Sales**

mrcascio@thenavisway.com

+1 800 257 4602

## ODWALLA



### PREMIUM JUICES

*USA Only*

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

Benefits include:

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

Contact:

**Bob Atwood, National Account Development Manager,  
Odwalla Foods**

ratwood@coca-cola.com

+1 847 600 2676

## PRECOR



### FITNESS EQUIPMENT

*Available Globally*

Precor is a celebrated top-tier brand preferred by fitness-minded travelers and discerning guests at the world's finest hotels and resorts. They offer a comprehensive range of cardio, strength, and entertainment equipment and service to provide an unsurpassed guest experience – one that can serve as a signature amenity for your property.

Precor offers special Preferred hospitality pricing for all Preferred Hotel Group member hotels.

Contact:

**David Diehl, Global Hospitality Sales Manager**

david.diehl@precor.com

+1 404 796 0502

## PROTECT-A-BED



### LUXURY MATTRESS PROTECTION PRODUCTS

*Available Globally*

Protect-A-Bed offers hoteliers a complete line of protective bedding products. Protect-A-Bed products are soft, silky, and luxurious to the touch, while creating a dry, hygienic, and anti-allergy sleep zone.

Protect-A-Bed's Value Proposition:

- PHG properties receive preferred discounted pricing on all Protect-A-Bed products
- Custom sizing is available for your property
- Extend the life of your mattress two to three years
- Minimize housekeeping labor, water, and chemical costs

Contact:

**Linda Bill, Director of Sales**

linda.bill@protectabed.com

+1 415 548 0123

## ROOM 360°



### GUESTROOM & BATHROOM AMENITIES

*Available Globally*

Room360° by FOH® is comprised of several all-encompassing collections and is produced from a unique mix of materials including porcelain, resin, stone, bamboo, metal, glass, palm wood, coconut wood, faux leather, rubber wood, and stainless steel. Items in the collections consist of amenity trays, serving trays, desk amenity trays, towel trays, waste baskets, soap dishes, soap trays, soap dispensers, toothbrush holders, tissue box covers, coffee amenity trays, and a variety of other containers designed to eliminate amenity clutter while adding streamlined style.

- Savings from 5%-20%

Contact:

**John Kelly, National Sales Manager**

johnk@foh.cc

+1 305 219 6870

## SERTA® INTERNATIONAL



### PROVIDER OF LUXURY MATTRESSES

*Available Globally*

Serta® is proud to be the manufacturer of the World's Best Mattress™. Their commitment to quality has made them a leader in the hospitality industry. They can work with your property directly or with your design firm. Take advantage of factory-direct Preferred pricing on the exclusively designed "Preferred Hotel Sleepers."

- Innovative technology prevents sagging and rolling
- Revenue-sharing guest purchase programs
- Sustainable/green materials

Contact:

**Carlos R. Canjura**

ccanjura@serta.com

+1 847 747 0476

**Deanna Luzzo**

dluzzo@sertanational.com

+1 312 399 7208

## SABRE HOSPITALITY SOLUTIONS



### HOTEL DIGITAL MARKETING & GDS MEDIA

*Available Globally*

Sabre Hospitality has a far-reaching, global perspective into the hospitality industry. Their Digital Marketing team has years of experience and has received over 100 website and digital marketing awards in the last two years alone.

Sabre Hospitality provides:

- Web creative design and development
- SEM
- Digital media campaign planning
- GDS Media

Strategically positioned around the world, they provide the highest level of consultative support on digital marketing programs that drive more business directly to your property.

Contact:

**Peter Albright, Strategic Account Director**

peter.albright@sabre.com

+1 682 605 2371

## SIXT



### WORLDWIDE CAR RENTAL SERVICE

*Available Globally*

Sixt has provided service to business and leisure travelers for over 100 years, in 105 countries, and over 4,000 locations. Sixt offers PHG members a discount of up to 15%. Book your Sixt rental car on the special business section online. Your business customer data will be instantly recognized upon login. Sixt is looking forward to extending the Preferred partnership to your property through a local cooperation agreement, including:

- Special rates for hotel guests and employees
- Event and convention support
- Joint local marketing activities
- Sixt location on property

Contact:

**Nora Hennrichs, Manager Hotel Cooperations**

nora.hennrichs@sixt.com

+49 (0) 89 74444 4104

## STANDARD TEXTILE

standardtextile 

### INNOVATIVE TEXTILE AND DECORATIVE PRODUCTS

*Available Globally*

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 Preferred Hotel Group national pricing
- Access to the new Todd-Avery Lenahan collection
- Room Ready For You® Laundered with Tide® linen ready to use right out of the box

Contact:

North America

**Greg Eubanks, Group V.P.,  
Hospitality Sales & Marketing**  
geubanks@standardtextile.com

+1 513 761 9255, Ext. 2532

Europe/Middle East:

**Francois Roblin,  
Regional Sales Manager, Hospitality**  
froblin@standardtextile.com

+33 (04) 72 47 1717

## USA TODAY



### NEWSPAPERS AND ADVERTISING

*North America and Cancun only*

For over 30 bold years, USA TODAY has been an innovator of news and information. Clear, concise, unbiased. Our readers are on the go, productive, and always connected. We've reimagined our platforms: enhanced tablet app, innovative and new website, and a fresh look for the paper. USA TODAY is the pulse of the nation, constantly growing and delivering the news travelers need. You are eligible through the Preferred Hotel Group corporate program to receive a discounted rate of \$0.305 per copy when you provide USA TODAY to your guests.

Contact:

**Pennie Landon, Director of Sales and Strategy**  
plandon@usatoday.com  
+1 703 854 5679

## THE WALL STREET JOURNAL

**THE WALL STREET JOURNAL.**

### NEWSPAPERS AND DIGITAL CONTENT

*Print in North America and Digital Worldwide*

*The Wall Street Journal* is the #1 selling newspaper in America, providing content solutions for all guest types – offering the print edition for purists and The WSJ Digital editions for the younger/technologically savvy guests.

- **Business Travelers:** Align your brand with the premier business news source
- **Younger Travelers:** Internet-savvy guests can receive their news via laptop, smartphone, or tablet
- **Leisure Travelers:** Vacationers can stay current

*The Wall Street Journal* provides a special rate of US\$0.48 per copy for our WSJ Print Edition.

Contact:

**Michael Corliss Jr., Director of Business Development**  
michael.corliss@dowjones.com  
+1 212 597 5739

## USFI



### FULL ARRAY OF PRINT AND OPERATIONAL ITEMS, BRAND CONSISTENCY SOLUTIONS, AND GREEN INITIATIVES

*Available Globally*

For more than 30 years, USFI has provided operational items, print, inventory management, and distribution solutions for hotels and resorts globally.

- Find opportunities to reduce print/operational items' expenses
- Brand consistency/uniformity solutions that enhance guest satisfaction
- Helping your property with green initiatives that are cost effective

Contact:

**Tim Van Cleave, Vice President of Sales, USFI,  
Hospitality Division**  
tvanceleave@usfi.com  
+1 800 422 2898



THE WALL STREET JOURNAL



AS OF MAY 2014