
HISTORIC HOTELS
of AMERICA

National Trust *for* Historic Preservation™

ANNUAL VENDOR GUIDE
2015-2016



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HISTORIC HOTELS OF AMERICA
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HISTORIC HOTELS of AMERICA

National Trust for Historic Preservation™



WELCOME

2015 Annual Conference

West Baden Springs Hotel at French Lick Resort

West Baden Springs, Indiana | October 6-9, 2015

The Annual Vendor Guide from Historic Hotels of America lists exhibitors and sponsors at the

2015 Annual Conference at the West Baden Springs Hotel at French Lick Resort in West Baden

Springs, Indiana. This guide is an easy reference to use when looking for a specific product or

service throughout 2016. 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 CONTACT

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www.bigelowtea.com
+1 201 848 5618

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BIGELOW® TEA

Family tea blenders of innovative specialty teas since 1945, Fairfield, Connecticut-based Bigelow Tea pioneered the specialty tea category over 70 years ago. The family-owned company, now in its third generation, is proud of its heritage and successful growth from a single-product, entrepreneurial venture into America's leading specialty tea company. Today, the natural line of Bigelow Tea products includes more than 120 varieties of flavored, traditional, green tea, organic, herbal, decaffeinated tea,

and iced teas– including America's number one specialty tea, "Constant Comment®" Tea, is sold online and in grocery stores throughout the U.S. To learn more about their products and sustainability efforts, visit www.bigelowtea.com, or stay connected on Facebook, Twitter, Pinterest, and Instagram.

Benefit to Historic Hotels of America members:

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



www.coca-cola.com
+1 312 350 5275

Representative:

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COCA-COLA®

Members can expand their 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



cusinartcoffee.com
+1 336 575 2597

Representatives:

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Lisa Kantor

Vice President
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CUISINART COFFEE

Cuisinart Coffee presents Cuisinart™ in-room coffee makers and Cuisinart™ Private Collection Coffees. The Cuisinart™ program sets the standard of excellence for in-room coffee with your guests experiencing the good life with a delicious cup of Cuisinart™ coffee. One of America's most-loved brands, Cuisinart Coffee is cost-effective and eco-friendly.

Benefits to Historic Hotels of America members:

- Discounted pricing
- ELITE FREE brewer program with expanded brewer selection
- Dedicated hospitality consultants for your in-room coffee program
- Lower minimum order requirements
- Coffee prices guaranteed through March 31, 2016



www.customerdirect.com
+ 1 800 332 3756

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CUSTOMER DIRECT

Customer Direct is proud to provide Central Reservation services for Historic Hotels of America and its Member Hotels. Providing voice, email, and chat services, Customer Direct consistently delivers a reservation experience that leads to higher average daily rates and improved conversions, allowing you to focus on what you do best; providing guest experiences that build brand loyalty.

Benefits to Historic Hotels of America members:

- Negotiated Member Pricing: Customer Direct is proud to offer Historic Hotels of America members exclusive negotiated member pricing
- Hotel-Specific Sales Process: Customer Direct's hotel-specific reservation sales process enhances your performance by increasing booking conversions and improving RevPAR



www.digital-alchemy.com
+1 817 204 0840

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Director of Sales

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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 2016



www.faribaultmill.com
+1 507 412 5382

Representative:

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Hospitality—Sales and Marketing
vishalB@faribaultmill.com

FARIBAULT WOOLEN MILL®

Celebrating its 150th Anniversary, the Faribault Woolen Mill is a living testament to American craftsmanship, producing fine woolens renowned for their comfort and quality. The mill's rich archives provide inspiration for an updated yet timeless collection of blankets, throws, scarves, and accessories found in the finest retailers and hotels in America.

Benefit to Historic Hotels of America members:

- 5% off wholesale prices



FELTUS HAWKINS DESIGN

www.fhdesign.com
+1 615 244 4328

Representatives:

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mfeltus@fhdesign.com

David Hawkins, AIA, MBA

Principal
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FH DESIGN

FH Design is a full service interior architectural design firm specializing in boutique hotel design. Marjorie Feltus, Principal of FH Design, grew up at Linden, an antebellum home in Natchez, MS 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.

FH Design understands the power of first impressions, and works with developers and owners across the country to deliver an interior space that supports the vision for each customer's experience while on property. No two projects are alike; FH Design collaborates with clients to develop their unique brand proposition. Services include project management, brand imaging, programming, preparation of stamped construction drawings, fixture and accessory procurement and installation, and interior selections and furniture.



GILCHRIST & SOAMES®
EST. LONDON, ENGLAND

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+1 317 781 7013

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GILCHRIST & SOAMES®

Gilchrist & Soames is a leading provider of cosmetic-grade toiletry collections for world-class hotels, exclusive resorts, and distinguished spa, inns, and bed & breakfasts. Specialising in servicing the luxury market, their fine products can be found in over 6,000 properties in over 90 countries.

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.ideas.com
+1 952 698 4200

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Callan Young

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IDEAS™ REVENUE SOLUTIONS

IDEaS Revenue Solutions, a SAS company, provides industry-leading forecasting, pricing, and inventory management controls to drive better revenue for their 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.innovative-dp.com
+1 847 986 6730

Representative:

Stephanie Cox

Principal
stephanie.cox@innovative-dp.com

INNOVATIVE DESIGN & PROCUREMENT

Innovative Design & Procurement develops strategic partnerships with developers, architects, general contractors, designers, manufacturers, and corporate brands to provide comprehensive hospitality solutions for renovations and/or new construction projects. These alliances are crucial in administering FF&E services seamlessly and efficiently from the planning stages through project opening.

Innovative's philosophy of practice internalizes the hotel's goals and mobilizes the resources to manage all facets of every project. They oversee every detail from start to finish to

provide a seamless and streamlined turnkey FF&E experience, including Pro-Forma Budgeting, Cost Analysis and Value Engineering, Construction and Project Management, Logistics, Warehousing, Installation, and final disbursement reconciliation. Their team is an extension of your team and they are here when you need them the most.

Benefits to Historic Hotels of America members:

- As a valued partner, Innovative Design & Procurement will operate with transparency and extend a discounted fee for your historic hotel



LUXE BLOOM

Handpicked Freshness. Lasting Luxury.

www.luxebloom.com

+1 312 492 7772

Representatives:

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Founder

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Fiona Shubrook

National Sales Director

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LUXE BLOOM

Luxe Bloom sells real rose arrangements to luxury hotels on a subscription basis. Their roses do not require water to keep their natural beauty and can last up to 60 days. Perfect for public and private areas of the hotel.

- No water
- Easy reordering
- Saves Money—up to 30% over fresh cut
- Saves Time—with labor associated with floral care

- Lasts up to 60 days in a hospitality setting
- Over 20 colors and rose sizes
- Allergy free
- Ships direct to business

Benefit to Historic Hotels of America members:

- 10% off list pricing
- Bespoke arrangements
- Savings over fresh cut floral



MARIOFF®

www.marioff.com

+1 508 361 7245

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Eric Moore

Director Sales and Marketing

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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.milespartnership.com
+1 800 683 0010

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Ursula Boll

President – Hospitality
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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:

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ichief@aol.com

Karen Faul

President, Hotel Division
karenfaul@monarchrobe.com

MONARCH CYPRESS

Monarch Cypress is one of the world's premier suppliers of bathrobes, towels, and sheets. Besides many Historic Hotels of America members, they are suppliers to Four Seasons Hotels and Resorts, Omni®, Marriott®, Trump Hotel Collection™, Mandarin Oriental, Westin® to name a few. The hotel division is headed up by Gene and Karen Faul, hospitality industry veterans.

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



National Trust for
Historic Preservation

www.SavingPlaces.org

+1 202 588 6233

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Director of Advertising and
Corporate Partnerships

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NATIONAL TRUST FOR HISTORIC PRESERVATION

The National Trust for Historic Preservation, a privately funded nonprofit organization, works to save America's historic places. They connect Americans to the places where their history happened and where their futures will unfold, through direct action, advocacy, and consumer activation.

Preservation magazine is the magazine for people who love historic places. Each issue spotlights sites that have shaped the American identity and the people working tirelessly to protect them. Thought-provoking narratives and brilliant photography celebrate historic places of all kinds—from houses, train depots, and theaters to

battlefields, national parks, and heritage travel destinations. *Preservation* is read by more than 300,000 history enthusiasts each quarter.

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

Benefits to Historic Hotels of America members:

- *Preservation* magazine to distribute in hotel guestrooms
- Dedicated Historic Hotels of America advertising section in each issue
- Discounted advertising rates for conference attendees



northernlightsrestoration.com
+1 607 589 6090

Representative:

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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, including historic hotels.

From one-of-a-kind antiques to a 500-guestroom hotel, 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, they have pioneered an on-site restoration program that is quick, clean, and cost effective. Their skilled staff can restore 12 to 24 sets of bedroom furniture in one day. All finishing products are Earth friendly and hand applied, giving their customers the best service at a minimal cost. Their Historic

Preservation program will bring new life to the faded, worn wood detail within the facility. From grand stairwells to hand carved trim, they can make it look like new, while keeping the originality and patina of the wood.

In the last year alone, Northern Lights Restoration has completed nine Historic Hotel Projects.

Benefits to Historic Hotels of America members:

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



www.oracle.com/hospitality
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+1 201 683 8440

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ORACLE HOSPITALITY

Oracle Hospitality (formerly MICROS) provides leading enterprise-wide applications, services, and hardware for the hospitality industry. Serving an extensive portfolio of clients worldwide, Oracle Hospitality solutions are utilized in hotels, casinos, table and quick service restaurants, sports and entertainment, cruise, and travel operations in more than 180 countries. Oracle Hospitality combines its industry knowledge and expertise to provide cloud-based,

mobile, and on-premise solutions that allow its customers to streamline operations and provide exceptional guest experiences.

Benefit to Historic Hotels of America members:

- 20% off retail pricing



www.plusblue.co
+1 513 226 4355

Representative:

Michael Bagby
Founder
mike@plusblue.co

PLUSBLUE

In today's technology driven world, traveler's needs are changing. As a result, technology amenities have taken center stage since they've become the expectation, not a "nice to have." The need to keep guests powered and connected to their mobile devices is essential to their overall travel experience.

PlusBlue is focused on the hospitality industry with our mobile device charging equipment that includes our premium grade portable chargers that are custom engraved, charging cabinets, and all necessary accessories to provide a practical value-add solution to a well-known guest problem.

Benefit to Historic Hotels of America members:

- A custom charger. Members may send an EPS logo to Mike@plusblue.com



Quadriga SmartTV

www.quadriga.com
+1 901 500 8503

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Richard Swift

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Rick.Swift@quadriga.com

QUADRIGA®

Quadriga, an Exceptional Innovation company, is a leading international provider of guest technology managed services for the hospitality industry. Their commitment is to maximize customers' on-property value and guest satisfaction by providing a complete, accessible, and relevant guest technology solution that meets business revenue, guest satisfaction, and operational efficiency targets.

Benefits to Historic Hotels of America members:

- Special financing and bundle package pricing for Historic Hotel Members
- Complimentary Hotel Infrastructure Analysis for Historic Hotel Members
- UI Design Consultation upon signature of contract by March 31, 2016 (a \$5000 value)



rubbermaidcommercial.com
+1 800 347 9800

Representative:

Gina Marchino

Senior Sales Representative
gina.marchino@newellco.com

RUBBERMAID® COMMERCIAL PRODUCTS

Rubbermaid Commercial Products (RCP) is a manufacturer of innovative, solution-based products for commercial markets worldwide. Since 1968, RCP has pioneered technologies and system solutions for the Hospitality Industry. RCP, an ISO 9001:2000 manufacturer, is part of Newell Rubbermaid's global portfolio of brands and continues to innovate with the recent release of their Executive Series.

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

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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.skywaresystems.com
+1 877 SKY WEB9 (759-9329)
Ext: 350

Representative:

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bpalloni@skywaresystems.com

SKYWARE HOSPITALITY SOLUTIONS

As an industry leader, Skyware Hospitality Solutions provides and enterprise level, full service Property Management System that is ideally suited for independent and boutique properties as well as management organizations. Their fully unified multi-property solution can be customized to include their Restaurant and Retail Point of Sale, Sales and Catering, Activity Scheduler modules. With real time, 2-way communications with Synxis and access to the leading

channel managers, credit card gateways, rate management systems, and various other guest services organizations, Skyware can provide a solution that is tailored to the historic hotel.

Benefits to Historic Hotels of America members:

- Skyware will waive the portal and setup fees for Historic Hotels of America members
- If signed by December 31, 2015, Skyware will include 4 days of on-site training for the price of 3



www.socialtables.com
+1 202 810 9045

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SOCIAL TABLES

Social Tables is a meetings and events company that just happens to do software. The #1 software for planners and hotels to work together online, they are the industry leading provider of cloud-based hospitality software that positions venues to work more collaboratively and efficiently with their event and meeting customers.

More than 63,000 unique users rely on the desktop and mobile product line, which includes Social Tables On-Site, an online sales and marketing solution; 2D and 3D room diagramming;

business intelligence for hotels; and event attendee management. Users have planned over 350,000 events within the company's 320-million square foot Venue Library.

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

**Available to members who are new to Social Tables*



www.standardtextile.com
+1 513 761 9255 x2532

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STANDARD TEXTILE

Standard Textile's legacy dates back to 1940, when Charles Heiman passed through Ellis Island to create a better life for his family. With a Singer sewing machine in the family's third-floor apartment, Charles started what is today a global vertically-integrated textile manufacturing and distribution company. In addition to innovative textiles, they create beautiful environments. Standard Textile's Interiors Group is an international team, headquartered in Cincinnati, Ohio, consisting of designers, estimators, fabricators, installers, and project managers. Their collective knowledge of diverse design styles, fabrics, environments, and fabrication position us as the strongest Interiors contract team in hospitality.

Given the strength and longevity of their expertise, they offer what others can't: A trusted single source with access to the passion, creativity, and commitment of a global network of experts in textiles and interiors for the hospitality market.

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
International New York Times
DIGITAL HOTEL PROGRAM

www.nytimes.com/hotel
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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 117 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 at cn.NYTimes.com.

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

Representative:

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THE WALL STREET JOURNAL®

The Wall Street Journal continues to be one of the most influential and respected news publications. Winner of over 30 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. Today's movers and shakers read The Wall Street Journal, including travelers staying at historic hotels.

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 for Historic Hotels of America members (over 80% off the print retail rate).

HISTORIC HOTELS *of* AMERICA

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NORTHERN LIGHTS RESTORATION INC.

ON-SITE FURNITURE RESTORATION



BEFORE



AFTER

Our On-site Furniture Restoration program saves property managers thousands of dollars on furniture replacement costs. The Northern Lights maintenance program helps keep your furniture, upholstery and woodwork up to the high standards of your corporate inspections.

*Servicing Hotels,
Universities and
Government Agencies
since 1992*

Our process is quick, clean, dustless and durable, using green technology and environmentally friendly products. We offer restoration of room furniture, doors, wall panels, trim, dining furniture and upholstery cleaning. Uniformed craftsmen can complete 15-20 rooms per day with minimal downtime. Annual or biannual touch-up service available to meet

corporate inspections and standards. Projects can be scheduled for Hotels off season for a quick turnaround of rooms.

We welcome the opportunity to earn your trust by offering the best quality service at a very competitive price. Please join our list of very satisfied customers.

For further detailed information and a list of references, please see our website at:
www.NorthernLightsRestoration.com

Northern Lights Restoration Inc.

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