
HISTORIC HOTELS
of AMERICA

National Trust *for* Historic Preservation®



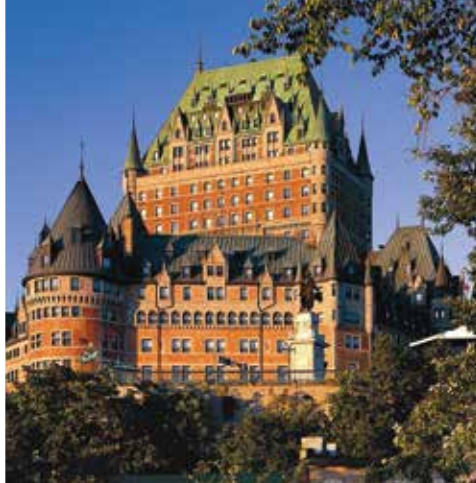
Historic
HOTELS WORLDWIDE®



ANNUAL VENDOR GUIDE

2019-2020

HISTORICHOTELS.ORG • HISTORICHOTELSWORLDWIDE.COM



HISTORIC HOTELS
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The Annual Vendor Guide from Historic Hotels lists sponsors and exhibitors at the 2019 Historic Hotels Annual Conference at Pinehurst Resort in the Village of Pinehurst, North Carolina. This guide is an easy reference to use when shopping for products or services for your Historic Hotel. Each vendor lists special benefits exclusive to Historic Hotels of America and Historic Hotels Worldwide hotels, so we encourage you to retain this guide for the next year.

All of these vendors support Historic Hotels of America and Historic Hotels Worldwide by their partnership. To thank them for their support, we encourage you to patronize them when making purchasing decisions.

Historic Hotels Contact:

Stephanie Calhoun, Director, Member Services & Support

+1 202 772 8336 | SCalhoun@HistoricHotels.org

VENDOR LISTING

Brown Jordan Outdoor Kitchens
Coca-Cola®
Corsicana Hospitality
Deneen Pottery
Distinguished Programs
Enseo
GCommerce
Gilchrist & Soames®
Guest Services Worldwide
Hospitality Benefits
Jonas Hospitality
Majestic International
Mascioni Hotel Collection
Molton Brown
National Trust for Historic Preservation
NAVIS
Q4Launch
Rubbermaid® Commercial Products
Sunbeam
Twinings

Brown Jordan Outdoor Kitchens manufactures engineered tubular steel and aluminum outdoor mobile food and beverage service carts for the hospitality industry worldwide. Available in customizable configurations, these innovative units are designed for durability, beauty, maneuverability and functionality, making them perfect additions to any property.

Popular as beverage carts, bars, cooking stations, prep areas or entertainment hubs, Brown Jordan Outdoor Kitchens' components are designed to fit the needs of your property, your people and your profits.

www.brownjordanoutdoorkitchens.com | +1 203 626 5625

REPRESENTATIVE:

Clark Johnson, *Contract Sales/Design*

cjohnson@brownjordanoutdoorkitchens.com | +1 203 626 5625 ext. 150

Phil Zaleon, *Marketing Director*

phil@brownjordanoutdoorkitchens.com | +1 203 626 5625 ext. 141

BENEFITS TO MEMBERS:

- 10% Discount on all Orders Taken at the Annual Conference
- Custom Hotel Logo Powder Coated on Panels at No Additional Cost
- 5-Year Warranty on Carts and Powder Coat Finishes
- No Minimum Order



Coca-Cola can customize a beverage program for your hotel featuring products that hydrate, energize, relax, nourish and help your guests enjoy every drop of life. Over half of Coca-Cola's products are low-calorie soft drinks, juices, sports drinks, energy drinks and water. The depth and breadth of our portfolio brings solutions for all your party, menu and guest occasion needs.

Our latest Coca-Cola Freestyle Dispenser can deliver nearly 200 drink options – including 117 low/no-calorie beverages and more than 100 varieties that can't be found anywhere else.

www.coca-cola.com | +1 616 438 1111

REPRESENTATIVE:

Ernest Grooney, *Senior Sales Executive*

egrooney@coca-cola.com

BENEFITS TO MEMBERS:

- New much lower pricing on bottled beverages and national fountain pricing
- Legacy Fountain equipment loaned at no charge
- A dedicated National Account Team to address all your needs in addition to your local Coca-Cola Bottlers
- Coca-Cola Freestyle Incentive Fund for any participating hotel that installs Coca-Cola Freestyle Dispensers



Our core commitment is to make BETTER SLEEP accessible for everyone while striving to deliver better products at a better price. Our mission is to do this by leading and innovating with affordable sleep solutions. Whether you want performance mattresses featuring state-of-the-art technology or you prefer durable, traditional craftsmanship, you can trust **Corsicana Mattress Company™** to deliver results. From Performance Foams and Fabrics to one and two sided options to Roll Pack mattresses we have you covered!

www.CorsicanaMattress.com | +1 417 860 5913

REPRESENTATIVE:

Rebecca Hewitt, VP Business Development Hospitality
rebhewitt@corsicanamattress.com

BENEFITS TO MEMBERS:

- Savings of 20% to 40% over the competition
- Freight included at no cost
- Model room samples available
- Priority shipping 5-7 days



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.

www.deneenpottery.com | +1 888 646 0238

REPRESENTATIVE:

Niles Deneen, CEO, Marketing
niles@deneenpottery.com

BENEFITS TO MEMBERS:

Our mission is to be a brand extension of your property in the place that matters most... Your guest's homes.

Sought after by collectors, each handmade mug is a branding and visibility tool that can be used in an variety of ways.

- Packages
- Promotions
- Gift Shop Sales
- Room & Table Service

DISTINGUISHED. PROGRAMS

Our program is specifically designed to offer Guaranteed Historic Replacement Cost Property Coverage—not typically available from standard insurers. This includes high-limit liability coverage, historic tax credit & recertification expense coverage and enhanced business interruption coverage due to the labor-intensive nature of artisan craftsmen repair. A certified Historic Appraisal is included in every policy.

Distinguished Programs is a national insurance program manager providing specialized coverage to the hospitality industry since 1993. We focus on restoring the historic integrity of your building, not just its function.

www.distinguished.com | +1 212 297 3100

REPRESENTATIVE:

Kurt Meister

Kmeister@distinguished.com | +1 425 213 5125

BENEFITS TO MEMBERS:

- Guaranteed Historic Replacement Cost – repairs or replaces damage to your property with a goal of maintaining the historic integrity, not just function, of your hotel
- High Limits Umbrella – designed to meet catastrophic situations – cost effectively meets most lender and brand requirements
- Detailed Appraisal – your hotel will be appraised by a certified historic appraiser once you are insured in the program
- Stability – we utilize top-rated insurance companies in our programs
- Flexibility – we will work with your current insurance broker/agent as you see fit



Enseo is one of the fastest growing technology companies in the country, delivering sustainable innovation to people places including hotels and schools. Enseo's four core products in one platform include In-room entertainment, high-speed internet, energy management & room control (IoT), and the MadeSafe® employee safety system. Enseo is proud to be an Allied+ member of AHLA and a 5-Star Program Sponsor. The Enseo platform can be installed across any size property, any infrastructure, with any content and interface with any PMS system. Enseo has been listed four times in the Inc. 5000, recognized for excellence as one of the best Entrepreneurial Companies in America for three consecutive years by Entrepreneur Magazine's Entrepreneur 360 List, and as the 10th Fastest-Growing Women-Owned/Led Company by Women Presidents' Organization (WPO).

www.enseo.com | +1 214 683 9949

REPRESENTATIVE:

Ryan Landes, Director of National Accounts

RLandes@enseo.com | +1 214 683 9949

BENEFITS TO MEMBERS:

- Platform that protects employees and guests, the hotel infrastructure, the owners' investment, and the environment.
- Enseo's platform reaches over 84 million people annually.



GCommerce helps hotels and resorts achieve their goals by removing the friction involved with online bookings. GCommerce specifically tailors their strategy based on their clients' needs and advantages. GCommerce's expertise includes website design, search marketing, SEO, display advertising, email marketing, social media, web analytics, and eCommerce tracking. Their services are designed to deliver a complete digital marketing presence to help their clients claim more market share and bottom-line profits through driving online bookings at the lowest cost per acquisition.

www.gcommercesolutions.com | +1 435 214 5301

REPRESENTATIVE:

Chris Jackson, *Principal & Chief Evangelist*
cjackson@gcommercesolutions.com

Mark Oliver, *Vice President Business Development*
moliver@gcommercesolutions.com

BENEFITS TO MEMBERS:

- Complimentary website and digital marketing sales assessment
- 10% off retail fees for website development and for digital marketing services

GILCHRIST & SOAMES®

Gilchrist & Soames stands as one of the most renowned and respected bath and body brands in the world. With a name that has echoed throughout the finest hotels, spas, resorts, and private residences worldwide for over forty years, it is our passion for pure and innovative products that sets us apart. Discover the perfect match for your property within our wide array of products made with an unwavering commitment to environmental stewardship and clean, skin-friendly formulations.

www.gilchristsoames.com | +1 317 786 8511

REPRESENTATIVE:

Victoria Hurley, *Business Development Manager*
vhurley@gilchristsoames.com

Katie Lee, *Business Development Manager*
klee@gilchristsoames.com

BENEFITS TO 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 discounted pricing that is always available to Historic Hotels, Gilchrist & Soames offers customers same day shipping and online ordering. Hoteliers may request complimentary samples at customer@gilchristsoames.com



Guest Services Worldwide is a publishing company based in the UK with offices in New York and Australia. We have been established for over 25 year and are the market leaders in providing Complimentary Map Destination Guides for luxury hotels across the world, including major hotel groups.

A major reason for our success within the hotel industry is that our partner hotels maintain complete control over the guide format and information included, thus producing a successful marketing tool which is totally self-liquidating, and therefore **zero cost to you**.

www.guestservices.co.uk | +44 (0) 1253 530 601

REPRESENTATIVE:

Tracy Atkinson, Head of Media

tracy.atkinson@guest-services.co.uk | +44 (0) 7341 733 070

BENEFITS TO MEMBERS:

- Produced and delivered to the hotel on a zero cost basis
- Will enhance the customer experience during their stay
- Offer a personalised product where you have full control over the content
- Promotes hotel features and your historic information required to meet brand standards
- Kept by guests as a 'memento' of their stay



Hospitality Benefits

Hospitality Benefits is a boutique employee benefits management firm 100% focused on the hospitality industry with 100% client retention. Pick from a diverse carrier base with multiple funding options: Multiple national carriers, hospitality specific and exclusively discounted health and pharmacy benefit plans. Enjoy access to proven Hospitality Fully-Insured and Self-Insured Plans that associates want and owners can afford.

www.hospitalitybenefits.com | +1 703 810 3706

REPRESENTATIVE:

John Eriksen, VP Benefits and Client Management

jeriksen@hospitalitybenefits.com | +1 703 810 3706

BENEFITS TO MEMBERS:

- Receive White Glove Service: We handle employee advocacy and escalations, enrollment support, and general compliance.
- Access to Concierge Call Center: 24/7 multi-lingual call center support to assist associates navigate the complexity of the healthcare system.
- Real time Cost Reporting: Enabling informed decisions, empowered action, and reduction in surprise costs.
- Enjoy stress free implementation with the confidence that your employees have the best medical care all within your budget.
- Reduce healthcare costs by as much as 30% through exclusive medical carrier and pharmacy discount programs, customized hospitality plan structures, and managed cost control programs.
- Enhance Employee Retention: Enhance employee satisfaction with optimized health plan value and offerings to include employee guidance from our concierge call center.

PETER GREENBERG

is America's most recognized, honored and respected front-line travel news journalist.

Through his television, radio and print reporting, he literally covers the world. Known in the industry as "The Travel Detective," he is the travel editor for CBS News, appearing on CBS This Morning, CBS Evening News and CBS Sunday Morning among other broadcast platforms.

He is the recipient of the Historic Hotels 2016 Journalist of the Year Award. Greenberg also hosts the PBS series "The Travel Detective." And most recently, Peter has been doing a very special multi-platform (television, radio and online) project, *Hotels With a Past*, profiling hotels with interesting pasts, detailing their very special place in history.



➔ For more information on how **your historic hotel can be featured in *Hotels With a Past***, contact Darra@PeterGreenberg.com.

Peter has also made it possible for your hotel to later **use the finished programs on your website, in your digital marketing and in your social media**. If your hotel is selected as one of the featured 2018 historic hotels, **Historic Hotels of America will boost that exposure** with a special promotion campaign including social media, a feature in *Discover & Explore* (300,000 +households) and a special front page link on HistoricHotels.org.



COMPLETED VIDEOS:

THE BREAKERS, PALM BEACH FL | CORINTHIA HOTEL BUDAPEST, HUNGARY | THE BUCCANEER, ST. CROIX VI | THE OMNI HOMESTEAD RESORT, HOT SPRINGS VA | THE PLAZA HOTEL, NY | FRENCH LICK RESORT, FRENCH LICK IN | CORINTHIA HOTEL LONDON, UK | RAFFLES SINGAPORE, SINGAPORE



Jonas Hospitality is dedicated to serving the diverse needs of hotels, resorts, event venues and spas around the world. From opulent beach and golf resorts to suburban extended-stay hotels, Jonas Hospitality serves every segment of the hotel industry with class-leading technologies. CloudPM, the 100% cloud-based solution from Jonas Hospitality, is built on the Jonas ARC integration platform providing seamless connectivity across a broad hotel technology ecosystem. Speak with us to learn how CloudPM and the Jonas ARC unified platform can benefit, support and drive your hotel's business forward.

JonasHospitality.com | +1 800 331 7890

REPRESENTATIVE:

Jim Rowe

jim.rowe@msisolutions.com | +1 727 735 8556

BENEFITS TO MEMBERS:

- Enjoy your first three months of subscription free for installations before December 21, 2019
- Members receive preferred pricing on installation services



Majestic International is the leading robe and slipper supplier in North America. Our In Stock Collection includes robes, slippers, and towels to suit every need and we offer embroidery to customize your selection. We have a talented design team to assist in creating a unique product that will be as special as your property. Our collection is vast, our prices competitive and our service is the best in the business.

New this year, is our Jasper Denim Robe providing a huge point of difference for your property, as well as our new Earth Right, eco-friendly Towel program made from long staple cotton. These towels require less detergent, up to 20% less drying time, save 30% in water consumption and are 100% natural and biodegradable.

We are proven suppliers and are honored to serve Pinehurst, The Fairmont Collection, Hotel Bethlehem, 21c Group, Amway Grand Plaza, and many more. All Historic Hotels will receive our lowest Tier 3 pricing program regardless of quantity. We look forward to helping you wrap your customer in luxury!

www.majesticinternational.com | +1 203 373 1853

REPRESENTATIVE:

Wendy Thompson

w.thompson@majesticinternational.com

BENEFITS TO MEMBERS:

- Earth Right, eco-friendly towel program made from long staple cotton.
- These towels require less detergent, up to 20% less drying time, save 30% in water consumption and are 100% natural and biodegradable.



true artistry in Italian linen

mascionihotelcollection.com

mascioni[®]
— hotel collection

Created and curated over the last 60 years by generations of designers and craftspeople in Cuvio, Italy, the **Mascioni Hotel Collection** serves only the world's finest hoteliers and satisfies the desires of their extremely discerning and cosmopolitan clientele with exquisite linens.

The Mascioni Hotel Collection is a thoughtfully considered curation of exclusive products for the bed, bath, and table that feature sophisticated design, luxurious materials, and innovative finishes of unrivaled excellence.

www.mascionihotelcollection.com | +1 888 787 7002

REPRESENTATIVE:

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

BENEFITS TO MEMBERS:

- Discounted National Pricing
- Luxurious Italian-designed Linen, Terry and Accessories
- All Products are STANDARD 100 by OEKO-TEX[®] Certified

From our first store in London's upmarket Mayfair to luxurious destinations across the globe, **Molton Brown** creates beautifully unique bath, body and home fragrances.

With over 25 years of experience partnering with the world's most esteemed hotels, we know the ingredients that enhance your guests' sensorial moments. As a worldwide leading luxury bath and body brand with an irrepressible love of travel, we enjoy a renowned global presence and customer base. We meticulously craft our fragrances in-house, with our hotel amenities sharing the same sensorial formulas as our retail collections. Molton Brown are proud to hold a Royal Warrant for the supply of toiletries to Her Majesty Queen Elizabeth II.

www.Moltonbrown.com | +1 866 933 2344

REPRESENTATIVE:

Marilyn Gallo, *Director, Global Hotel Sales*
Marilyn.Gallo@Kao.com | +1 646 680 7223

BENEFITS TO MEMBERS:

- Preferential pricing for in-room amenities, public areas and spa (20% off list)
- Preferential pricing for corporate gifting and access to retail programmes (40% off RRP)



The **National Trust for Historic Preservation** protects significant places representing America's diverse cultural experience by taking direct action and inspiring broad public support. As a nonprofit organization, the National Trust relies on the generosity of individual donors, foundations, and corporate partners to further the cause of historic preservation.

Preservation 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. *Preservation* is read by more than 300,000 history enthusiasts each quarter.

www.savingplaces.org | +1 202 588 6233

REPRESENTATIVE:

Abby Horrigan, *Director, Marketing Partnerships*
ahorrigan@savingplaces.org

BENEFITS TO MEMBERS:

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



For hospitality professionals, getting and keeping profitable guests is tougher than ever. **NAVIS** has created the only complete Hospitality CRM with a proven plan that helps Reservations, Revenue Management and Marketing truly operate as one team, and drive more profit.

Talk to us today for your personalized consultation and join the hundreds of hoteliers, including many Historic Hotels of America members who are growing their direct bookings with the only complete Hospitality CRM.

www.naviscrm.com | +1 541 550 4555

REPRESENTATIVE:

Steven Johnson, *Director of Alliances*
scjohnson@naviscrm.com

BENEFITS TO MEMBERS:

- Complimentary Upon Request: *Direct Channel Analysis* providing a performance comparison to your Historic Hotels of America peers including a new incremental revenue evaluation with our Hospitality CRM.



Q4Launch proudly puts more heads in beds! We accomplish this with integrated marketing that drives traffic to your website and by designing your website to convert. We are dedicated to the hotel space and committed to helping tell each historic hotel's unique story. Don't just take our word for it! We are proud to have been named—not once, but twice—to the Inc 5000 list of the fastest-growing private companies in America.

Our formula for success is proven, but we don't stop there! We continue to mine the data to ensure we're producing the best results. Our services include: Strategy Development, Future-Proof Website Design, Content Marketing, SEO, Email Marketing, Social Media Management, Regular analysis of Google Analytics.

www.q4launch.com | +1 843 475 2962

REPRESENTATIVE:

Matt Bare, Founder
matt@q4launch.com

BENEFITS TO MEMBERS:

- Complimentary Benchmark Analysis – compare your marketing to your competitive set.
- \$1,000 off set-up fee for website agreements signed at the conference



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 is part of Newell Brand's global portfolio of companies, including Sunbeam and the Waddington Group, which also strongly support hospitality.

www.rubbermaidcommercial.com | +1 800 347 9800

REPRESENTATIVE:

Barbara Coen
Barbara.Coen@newellco.com

BENEFITS TO 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



Sunbeam Hospitality is a trusted brand in our industry. We aren't just the brand standard for leading product, but Sunbeam Hospitality business also partners with 32 brands on meeting brand specifications for their 1,000,000 rooms. Over 12,000 hotel properties can use our irons, steamers, iron organizers, coffeemakers, hair dryers, clock radios and showerheads in confidence knowing that our products meet their individual brand acceptance requirements. We are leaders because of our high quality, broad portfolio of hospitality specific products—all with exceptional service and support included.

www.sunbeamhospitality.com | +1 904 463 2104

REPRESENTATIVE:

Brooke Shinn, *Key Accounts: Specialty Markets*
Brooke.Shinn@newellco.com

BENEFITS TO MEMBERS:

- Buy four cases of any Sunbeam Hospitality steamer and get one case free. Offer valid November 1–December 15, 2019.



Twinings has been a pioneer of the Tea Trade since 1706, making quality and authentic tea experiences an inherent part of our craft. Twinings has pursued a passion and commitment to one thing—delivering the world's finest tea experience to our consumers and your guests. Twinings would be delighted to create a total property solution for your historic hotel.

www.Twiningsusa.com | +1 800 803 6695

REPRESENTATIVE:

Kristin Overstreet, *National Account Manager*
kristin.overstreet@twiningsusa.com | +1 201 678 8506 (East Coast)
Tara King, *National Account Manager*
tara.king@twiningsusa.com | +1 303 522 6418 (West Coast)

BENEFITS TO MEMBERS:

- Customizable programs for every aspect of your property.
- Complimentary marketing insights for managing a successful tea program
- Complimentary tea chest and racks
- Complimentary staff training



Discover the benefits of serving Twinings® Tea

Steeped in tradition since 1706

Expertly selected ingredients

9 Master Blenders

300 years of experience



Leverage this experience to provide your guests the best tea experience

Twinings® offers a comprehensive range of Black, Green, and Herbal blends in a variety of flavours and formats, including K-Cup® pods and Teabags.



Kaitlyn.baklarz@twiningsusa.com 201-250-6077



THANK YOU.

All of these vendors support
Historic Hotels of America and
Historic Hotels Worldwide
by their partnership.

To thank them for their support,
we encourage you to patronize them
when making purchasing decisions.





The story of a hotel's past
may be their best investment in the future.

Your hotel's story can be a part of the Historic Hotels of America collection of "Special Edition" books. Grandin Hood Publishers, a partner of Historic Hotels of America, creates custom coffee table books celebrating the history and continuing stories of historic hotels, resorts and destinations for use in marketing and retail sales.



GRANDIN HOOD
Publishers

WWW.GRANDINHOOD.COM

Telephone 615.517.1222