
HISTORIC HOTELS
of AMERICA

National Trust *for* Historic Preservation®



Historic
HOTELS WORLDWIDE®



ANNUAL VENDOR GUIDE

2021-2022

HISTORICHOTELS.ORG • HISTORICHOTELSWORLDWIDE.COM



HISTORIC HOTELS
of AMERICA

National Trust for Historic Preservation



The Annual Vendor Guide from Historic Hotels lists the Alliance Partners to Historic Hotels of America and Historic Hotels Worldwide. Through their efforts, these fine companies sponsor the Historic Hotels Annual Conference, including the 2021 Historic Hotels Annual Conference at The American Club Resort Hotel. This guide is an easy reference to use when shopping for products or services for your Historic Hotel. Each Partner lists special benefits exclusive to Historic Hotels of America and Historic Hotels Worldwide, so we encourage you to retain this guide for the next year.

These Partners support Historic Hotels of America and Historic Hotels Worldwide through their generous participation in our Alliance Partners program. Please thank them for their support by patronizing their businesses, learning from their expertise, and sharing their offers with your team.

Thank you,
Stephanie

Stephanie Calhoun
Director, Member Services & Support
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VENDOR LISTING

Beacon Design
CatalogIt
Coca-Cola®
Corsicana Hospitality
Enseo
GCommerce
Gilchrist & Soames®
Guest Services Worldwide
The Hershey Company
IDeaS
Jonas Hospitality
Majestic International
Molton Brown
National Trust for Historic Preservation
NAVIS
Northern Lights Restoration
Q4Launch
Rubbermaid® Commercial Products
Sabre Hospitality Solutions
STR
Standard Textile
Twinings



Since 1976, **Beacon Design** has been working with unique destinations and beautiful historic hotels throughout the US, to build custom keepsakes that are used as a vehicle to generate revenue, thank repeat guests and members, raise awareness or commemorate a special event or anniversary. Each piece is handcrafted in the USA and captures what makes your hotel or destination special. Many hotels create an annual program where a new keepsake is made each year highlighting another unique feature of their property while turning their patrons into collectors of each beautifully crafted keepsake!

Beacon Design is proud to be the leading ornament manufacturer in the United States. Our products are made from solid brass and are finished in 24kt gold, rhodium silver or brass lacquer. Each piece is then printed with color, assembled by hand and packaged in an elegant gift box. As a veteran founded company making our products 100% in the USA is very important to us and as a leader in the industry, Beacon Design holds its product to the highest quality standards.

We want to help you create an amazing product that gives your guests and supporters something to remember, keeping them coming back year after year! Contact us today to get started, marketing@beacondesign.com!

www.beacondesign.com | +1 800 521 5001

REPRESENTATIVE:

Beacon Design

Marketing@beacondesign.com

BENEFITS TO MEMBERS:

- Custom design specifically for your historic hotel like grounds, building, and more!
- Customizable annual programs.
- Promotes hotel and can keep a visitor coming back each year to get this year's ornament.



CatalogIt is a cloud-based application for managing and promoting your historic assets. It enables you to tell your story, engage your guests, and improve your record-keeping—particularly important in case of damage, loss, or theft. Leverage your historic assets by using them to promote the history of your property. Effortlessly publish your collections to your pages on HistoricHotels.org and to your own website. Use QR codes to enable your guests to be their own tour guides throughout the property. It's quick and easy. Start entries using your smartphone's camera, capture physical details, expand the record using your smartphone, tablet, laptop, or desktop.

Within your collection of historic assets are countless stories worth sharing with your guests and on the web. Each story begins with a single item — where, when, how, and by whom it was made, what it was used for, and how it came to be where it is today. As an item's story unfolds, it is enriched by relationships to other items, people, and places based on shared physical characteristics and histories. CatalogIt empowers you to discover these interconnected stories, record them in detail, and present them in an accessible, inspiring format to engage your current and future guests.

www.catalogit.app | +1 510 842 7706

REPRESENTATIVE:

Dan Rael, Co-Founder, Business Development

dan@catalogit.app

BENEFITS TO MEMBERS:

- Utilize your collections to engage visitors - onsite and online
- Showcase the stories that make your hotel and its collections unique and special
- Empower your team to access and manage your historic assets collaboratively
- Improve your documentation for use in case of damage, loss, or theft



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 | +1 720 470 3747

REPRESENTATIVE:

Haly Filley, *Sales Executive on Premise*
HHaigh@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



Enseo is the premier provider of hotel technology in the U.S., offering solutions in hospitality, senior living, education and healthcare. Located in Plano, TX, Enseo has been engineering innovative hardware and software solutions for 21 years that deliver in-room entertainment, managed WiFi, smart room automation (IoT) and energy management, and a suite of health & safety solutions including employee emergency alert system, MadeSafe®, and touchless technology. Enseo is enjoyed by more than 85 million users annually. Enseo has been recognized for excellence as a Financial Times's America's Fastest Growing Companies, one of the best Entrepreneurial Companies in America for three consecutive years by Entrepreneur Magazine's Entrepreneur 360 List, the 10th Fastest-Growing Women-Owned/Led Company by Women Presidents' Organization (WPO), and consistently recognized on the Inc. 5000 as one of the fastest growing companies in the US. For more information, please visit www.enseo.com.

www.enseo.com | +1 214 683 9949

REPRESENTATIVE:

Carol Metz, *Director of Regional Sales*
Cmetz@enseo.com | +1 214 808 3803

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:

Courtney Parker, *Luxury Sales Manager*
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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 years 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:

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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



The Hershey Company is one of the most recognized and loved brands, a result of over 125 years of commitment to doing well by doing good. Hershey Foodservice is dedicated to helping operators achieve success. Your customers are our customers. Your neighborhood is our neighborhood. Let's work together to see how we can make our brands work for you.

BRANDS THAT DRIVE BUSINESS – Visit our Website and our brand pages to see how they can add to your menu.

www.thehersheycompany.com/foodservice

REPRESENTATIVE:

Andy Bowman, *Customer Sales Executive*
abowman@hersheys.com

BENEFITS TO MEMBERS:

- Hershey brands top the list for the most-loved brands!
- Consumers love Hershey – The average consumer purchase intent for desserts with REESE'S is 85% vs. just 60% without REESE'S branding.
- HIGHER-QUALITY DESSERT – Sixty three percent of consumers associate desserts made with Hershey branded ingredients as higher quality.



IDEaS, a SAS company, is the world's leading provider of revenue management software and services. With over 30 years of expertise, IDEaS delivers revenue science to more than 16,000 clients in 144 countries. Combining industry knowledge with innovative, data-analytics technology, IDEaS creates sophisticated yet simple ways to empower revenue leaders with precise, automated decisions they can trust. Results delivered. Revenue transformed. Discover greater profitability at ideas.com.

www.ideas.com

REPRESENTATIVE:

Sara Maly, *Territory Account Executive*
sara.maly@ideas.com

BENEFITS TO MEMBERS:

- Member hotels receive special pricing from IDEaS

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 Seth@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 2022 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 | GRAND HOTEL GOLF RESORT & SPA, PT. CLEAR, AL | KINGSMILL RESORT, WILLIAMSBURG, VA | ÇIRAĞAN PALACE KEMPİNSKİ İSTANBUL, TURKEY (TR)



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

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BENEFITS TO MEMBERS:

- 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.

The Jasper Denim robe provides 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.



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*
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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:

Dennis Hockman, *Acting Chief Marketing Officer*
dhockman@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



Navis and **Revinat**e have joined forces, forming one of the largest and most innovative providers of direct revenue-generating solutions in the hospitality industry. Revinat'e's mission is to deliver hoteliers scalable direct revenue and profits from data-driven solutions that cultivate deeper relationships with guests. NAVIS' Direct Booking Platform helps capture, convert and retain guests with strategies and services that maximize direct booking revenue. By integrating Revinat'e's unique marketing capabilities and guest data platform with NAVIS' robust reservation sales suite, the combined company will create an unmatched end-to-end guest platform solution to scale profits for the hospitality industry.

www.naviscrm.com | +1 541 383 9915

REPRESENTATIVE:

Kris Anderson, *Client Sales Consultant*
 KLAAnderson@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.



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, we have pioneered an on-site program that is quick, clean and very cost effective. Our skilled staff can restore 12 to 24 hotel rooms of furniture in one day and we average a 2 hour turnaround of rooms, to keep your operations up and running.

www.northernlightsrestoration.com | +1 607 589 6090

REPRESENTATIVE:

Robert Stephens, *President & Founder*
 NLC813@aol.com

BENEFITS TO MEMBERS:

- We will offer to refinish a free sample to show our quality workmanship.
- Our service is very cost effective and 100% green. We can help keep your hotels appearance up to date and extend the life of your furniture



Q4Launch combines multiple hospitality marketing tactics to reach your guests at every phase of their booking journey. A friendly Customer Success Manager works with you to create a killer strategy unique to your brand. Then our content creators produce interesting, keyword-focused blogs to help you get found on Google and drive traffic to your site. We'll even create and manage all of your social media accounts. (Because who has time to spend hours on Facebook when you're busy running a business?)

Email marketing campaigns, full website optimization, and a monthly progress report complete the Q4Launch marketing package. We could go into more detail, but at the end of the day, our team members are dedicated to one thing: producing results! We deliver a consistent message to your customers as they conduct research and make comparisons, turning them from "Maybe I'll stay here" to "I booked my trip and can't wait to visit."

Trust, reliability, customer experience. Request a consultation today to find out what makes working with Q4Launch so special.

www.q4launch.com | +1 843 800 0833

REPRESENTATIVE :

Kyu Myoung, *Director of Marketing*

Kyu.myoung@q4launch.com

Austin Rowsey, *Sales Representative*

Austin.rowsey@q4launch.com

BENEFITS TO MEMBERS :

- \$1,000 off website set-up fees for new website agreements signed at the conference
- Complimentary Google Analytics Analysis
- Complimentary Google Ads Analysis



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 :

Shalyse Lopez, *Key Account Manager, Hospitality, Commercial Group*

Shalyse.Lopez@newellco.com | +1 704 618 5047

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



As a leading technology partner, **Sabre Hospitality Solutions** serves hotels, resorts, and chains spanning nearly 200 countries and territories. From large global chains to independent properties, hoteliers rely on our platform so they can remain focused on what matters most – driving commercial performance and operational excellence on a platform that works. Sabre’s SynXis Platform provides hoteliers with a cohesive, unified solution that drives operational benefits such as economies of scale and speed of innovation to enable the creation of highly differentiated brand experiences for the guest.

Every product within the platform shares a single source of inventory which eliminates integration delays and functional inconsistencies. At the same time, every product is designed to work on a stand-alone basis and easily integrate with a broad array of non-Sabre products. And it’s all backed by decades of investment and innovation in the hospitality industry.

www.Sabre.com | +1 760 583 9705

REPRESENTATIVE:

Jill Knox, *Client Director – Major Accounts*

Shalyse.Lopez@newellco.com | +1 704 618 5047

BENEFITS TO MEMBERS:

- Receive a 17% discount on Sabre Digital Experience services
- Participate in Sabre GDS Spotlight preferencing at a 20% discount (excludes sold-out markets)
- Increase visibility in the Sabre GDS through a PromoSpots targeted campaign
- Utilize Sabre’s hospitality consulting expertise to develop a strategy for bookings & revenue optimization
- Run a full-funnel digital marketing campaign, led by our Digital Experience team who specializes in campaigns for hoteliers



STR provides premium data benchmarking, analytics and marketplace insights for the global hospitality industry. Founded in 1985, STR maintains a presence in 15 countries with a corporate North American headquarters in Hendersonville, Tennessee, an international headquarters in London, and an Asia Pacific headquarters in Singapore. STR was acquired in October 2019 by CoStar Group, Inc. (NASDAQ: CSGP), the leading provider of commercial real estate information, analytics and online marketplaces. For more information, please visit str.com and costargroup.com.

www.str.com and costargroup.com | +1 615 824 8664 x3147

REPRESENTATIVE:

Ali Hoyt, ISHC, *Senior Director, Consulting – STR*

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BENEFITS TO MEMBERS:

- dSTAR to analyze your hotel’s performance against its competition and manage all of your data solutions in one digital platform
- Trend Report
- Forward STAR
- Hotel Profitability Study

Standard Textile believes everyday experiences should be extraordinary experiences. A renowned global, vertically-integrated textile manufacturer, its innovative solutions focus on comfort, durability, and value. Their showcase this year is AllerEase® Professional. The premier allergy bedding brand, engineered just for hoteliers.

www.standardtextile.com | +1 513 761 9255 x2532

REPRESENTATIVE:

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

BENEFITS TO MEMBERS:

- Discounted national pricing
- Patented Centium Core Technology for durability and strength
- Room Ready for You® Laundered With Tide®
- Elevations™ Terry – Performance where it counts
- Innovative new products and beautiful fabrics for hospitality interiors



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:

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Tara King, *National Account Manager*
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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

Linens made with *you* in mind.

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Perfected for Relaxation.

Our linens are made to give your guests the memorable experiences that they deserve.

Sheeting and pillows that cradle and comfort, lulling them to a restful, rejuvenating slumber. Towels that soothe and dry, refreshing your guests with a plush and cozy embrace. Robes that pamper and caress, making anytime feel like a relaxing day at the spa.

We make linens with innovations that elevate your guest's experience, while optimizing your operational workflow.



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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.



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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.



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Publishers

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