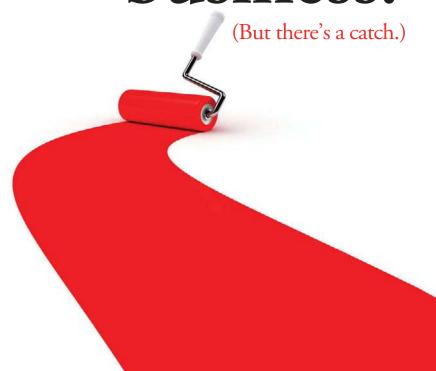
## HOLE DESIGN TRENDS, FASHION & INSPIRATION | www.HotelWorldNetwork.com

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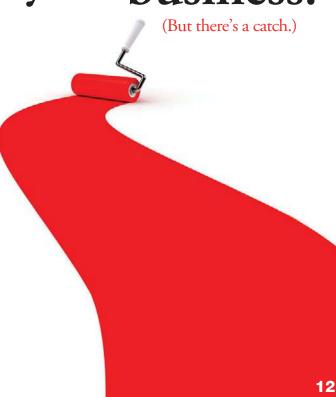
## HOLD BUNGERATION



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## Developers are Deg1118 for Sure business.



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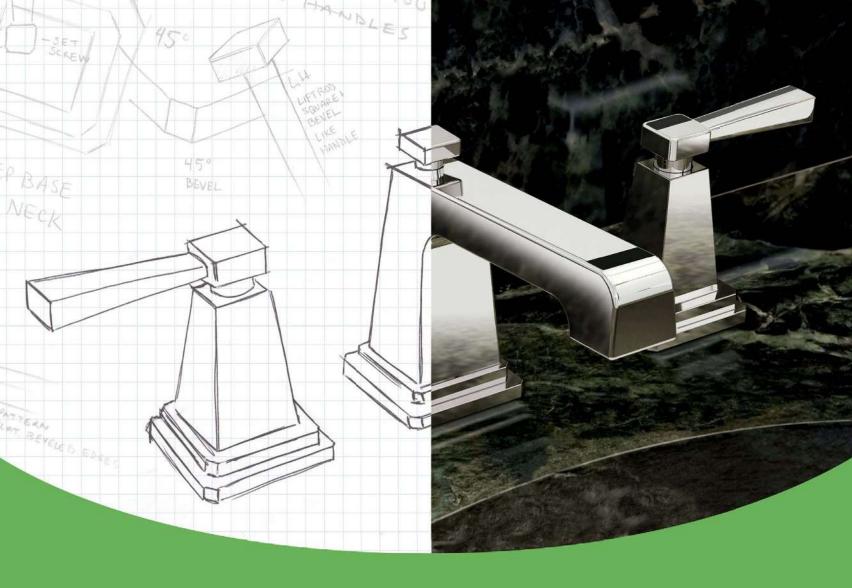
**GAMING PROPERTIES:** Casinos are no longer dark, smoky, windowless areas meant to encourage isolation



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#### publisher's pulse



**Mary Malloy Publisher** mmalloy@questex.com

e've heard countless times in the last few months that renovations are on the rise.

That message was echoed recently both at HD Expo and the NYU International Hospitality Industry Investment Conference.

I saw many of you at the renovation panel at NYU titled, "Band-aids vs. Facelifts."

The message there was loud and clear: The places to invest in for 'band-aid renovations' are

#### Renovation is king. Energy-efficient tech is queen.

After the bed amenity wars, we had the shower/bathroom wars. We were just getting underway with the technology wars when the economy slowed down. For now, tech-

flooring, bedding and artwork.

nology investments seem to be best made on systems that create energy efficiency, according to panel participants.

The panel also discussed issues surrounding capital improvements. Participants included industry experts Ted Brumleve, Warnick & Co.; Alexandra Jaritz, Choice Hotels; Gordon McKinnon, Carlson Hotels; and Richard Senechal, Sr., Loews Hotels.

Richard Senechal feels now is a good time to invest in renovations. "While the pattern of spending for renovation has varied dramatically over the last

18 months, depending on the nature of the property and the economic circumstances of the owner, for those with the financial resources, this has been a good time to conduct major renovations. The construction market remains very competitive, producing bargains on bid day. Lower ADRs during the period have reduced construction-related displacement. Smart owners are renovating now to better position their assets for the coming recovery," Senechal says.

Having just returned from our "transform: design differently" event last week, I feel confident that business is definitely picking up. Many of the designers who attended our event were excited—and definitely in a hurry to get back to projects they were working on.







Summer travel [Clockwise from left] At HD Expo, Pete Barile, left, and Richard Thompson from Daniel Paul Chairs; Mary Malloy with Swarovski Lighting Business employees, left to right: Jim Lundy, Tania Patone, Dave White, Malloy, Meghan Hanley, Paul Greselin; Malloy, Misha Bedner, HBA/ Hirsch Bedner Associates, Julia Monk, BBG-BBGM

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#### Hotel Design mission statement

Hotel Design celebrates the design excellence of hotels, resorts, lodges and destination spas-Vivid photography, creative layouts and descriptive writing help present to the reader a broad focus on the new styles and fashion trends emerging in furniture, fixtures and the lodging spaces that provide a foundation for creativity. Hotel Design aims to be the source of inspiration for the individuals who help make it happen



















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#### NYC's Conrad to feature larger guestrooms



John T.A. Vanderslice

The buzz surrounding news that the venerable Conrad Hotels & Resorts brand will open its first New York City hotel next year is growing. According to Hilton Worldwide, interior designs are being styled by Kohn Pedersen Fox Associates, Office dA and Remedios Studios, and the 463-room property will be developed in the Financial District.

HOTEL DESIGN asked John T. A. Vanderslice, global head of luxury and lifestyle brands for Hilton Worldwide, about his plans for making the Conrad brand successful in the city that never sleeps, and how design will play a big role.

HOTEL DESIGN: This is the fifth Conrad to open in the U.S. Why New York, and why now?

JV: Conrad Hotels and Resorts is committed to a presence in the most desirable business and leisure destinations around the world, and New York City clearly represents one of those key destinations. ... Our development decisions are made for the long-term and there are many indications that the luxury segment is rebounding with demand on the rise. Additionally, there is currently a relatively low luxury supply in New York's Financial District, so we hope to satisfy an important and growing market need.

HOTEL DESIGN: What will this property offer that will distinguish itself in New York's highly competitive luxury market?

JV: A distinguishing feature of the Conrad New York will be the hotel's typical room size. Typical rooms will average between 500 and 550 square feet, which is extremely generous by any standard, let alone by the space-conscious standard of New York hotels.

--Stephanie Ricca

#### Development update: Supply still in check





Lodging Econometrics forecasts 2010 will finish with 705 new hotels opening, comprising 79,701 rooms. In 2011, LE predicts 673 new properties will open, comprising 64,659 guestrooms; and in 2012 the company forecasts 671 new openings with 64,938 guestrooms.

- According to the June 2010 STR/ TWR/Dodge Construction Pipeline Report, New York City topped the list of markets with rooms under construction, reporting 9,416 rooms under construction. Houston follows, with 2,527 rooms under construction; then Dallas, with 2,168 rooms under construction.
- Newark, N.J., tops PKF Hospitality Research's list of top five RevPAR growth markets for 2009-2014. According to the company's July 2010 Hotel Horizons Market Update, the top RevPAR growth markets for the next four years are Newark, Chicago, Los Angeles, New York and New Orleans.

#### **News briefs**

- Ed Friedrichs, former CEO of **Gensler**, joined the board of ZweigWhite as chairman. ZweigWhite is an architecture, engineering and environmental consulting firm.
- Joie de Vivre added the Pacific Edge Hotel in Laguna Beach, Calif., to its collection. The 132-room boutique hotel is completing final renovations.
- WATG will serve as architect and interior design firm for The Ritz-Carlton Tamuda Bay in Morocco. The 100-room property is scheduled to open in 2012 as a Ritz-Carlton Reserve resort.
- The 356-room Kaua'i Marriott Resort on Kalapaki Beach In Kauai opened following a nine-month, \$50-million renovation.
- The renovation of the Hyatt Regency Century Plaza's conference spaces is complete. The new spaces on the plaza and executive levels can accommodate large and small meetings.
- The InterContinental Moorea Resort & Spa in the South Pacific



completed a multimillion-dollar renovation, which included terrace extensions

for the property's bungalows, private plunge pools and a new poolside restaurant and bar.

Hemanshu Parwani joined Wilson Associates as EVP and chief financial officer.

## How are hotels in America protecting their assets?



#### The following is a partial list of hotels providing safety using FR-One fabrics

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#### meet & greet



#### Kettal, Richard Schultz Design event

1-5) Barcelona-based outdoor furniture designers Kettal Group brought its line to New York in April, where Richard Schultz Design showcased the company's projects in its Manhattan flagship. The display included Kettal's 2010 Hugonet and Triconfort collections, created by designers including Patricia Urquiola, Jorge Pensi, Marcel Wanders and Emiliana Design Studio as well as by the company's in-house design team. Peter Schultz, president of Richard Schultz, is shown at right in photo 1 and photo 4. Keith Stibler, Kettal's U.S. sales manager, is shown in photo 3; and Carlos Alfaro, Kettal's export manager, is shown at left in photo 5.











#### Tour of Trump SoHo

Hotel Design's Mary Malloy and editors flank Giorgio DeLuca, owner of Giorgione (center left); and Sharon Telesca Feurer, director of sales & marketing at Trump SoHo (center right), following a tour

#### CHTIC

RTKL held a reception at the Caribbean Hotel & Tourism Investment Conference in San Juan, Puerto Rico. From left: Stephen Galbreath, VP, RTKL; Hermand Mendez, Interlink Group; Fede Sanchez, Interlink Group; and Todd Lundgren, VP, RTKL.



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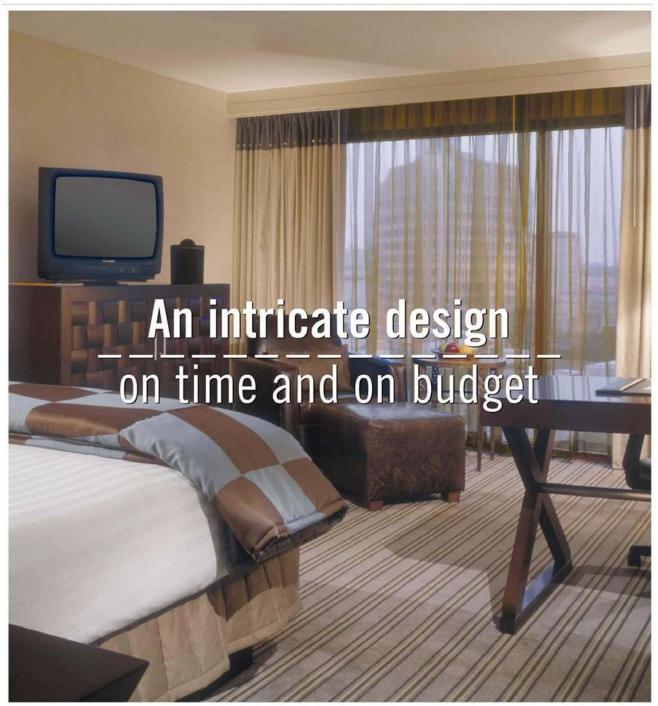


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CIRCLE NO. 105

## Development 1111

Adapt your business model to score renovation projects now

By Jason Q. Freed & Chris Crowell

#### NEW CASTLE HOTELS

and resorts completed renovations to the Four Points by Sheraton in Bangor, Maine, in 2009. The company pumped \$9 million into its lobby, restaurant, guestrooms and exterior as part of the Four Points by Sheraton global revitalization campaign, including upgraded bedding, flat-screen TVs and a new color scheme [bottom].

here is a material change in the way hotel developers are doing business today. Long gone are days of free-flowing credit and low-equity deals. Instead, hotel owners are looking inward, examining their own portfolios and determining how to keep hotels atop their respective markets.

Shaun O'Laughlin

Those with stockpiled cash or access to credit are looking to snatch up hotels in financial distress or hotels in solid markets that could be repositioned with little work.

In the design community, this means fewer built-from-scratch projects. But, it means the renovations business will continue to thrive as the industry emerges from a three-year downturn.

Asset managers are on

Asset managers are on the prowl for underperforming properties they can flip, and brands—especially in the economy segment—are introducing new prototypes that require significant upgrades. Franchisors no longer are offering wiggle room on their

PIP requirements.

"We've got a new Ger set of products and a new set of procedures," says Shaun O'Laughlin, VP of development

and construction for Wischermann Partners. "Owners can't go to the banks and do \$40-, \$50-, \$60-million projects and wait for the cash flow to start two or three years down the road. We've got owners now chasing projects that already are standing with a revenue stream. They see these opportunities as a

way to change brands and reposition. Some of these locations they're buying into are slowly coming back."

According to Bruce Ford, SVP of Lodging Econometrics, the start of a new-build cycle is at least as far away as 2013 in the U.S., making conversions more attractive, at least for the lower chain scales.

As a design firm, how do you position yourself to catch and ride the wave of renovation work that is avail-

able? Because of tight wallets and competitive market conditions,





designers will be asked to do a lot with a little—and quickly.

"There's an incredible opportunity [for designers] to work ... but how can you get as much value out of \$1, and make \$1 look like \$2 and not fall apart?" asked Roger Hill, CEO of Gettys, speaking at the Hospitality Design Exposition and Conference.

"Every time the economy goes on a severe downturn, competition on the renovation projects increases because new firms that specialize in new-builds turn to renovations projects," says Bob Algiere, president of Algiere Hospitality Services.

Hotel Design has talked with several owners, developers, architects and designers to steal their strategies on building relationships and ultimately booking business. » "We really start with showing them a portfolio of properties we've done, including how we purchased the FF&E, how we got waivers from brand standards and how we phased in the PIP. Show that you've done this before."

- Shaun O'Laughlin, VP, development and construction, Wischermann Partners





J/BRICE DESIGN recently completed renovation work on one of New York City's most infamous landmarks, the 775-room Helmsley Hotel. The design firm was tasked with creating a timeless environment with contemporary aesthetics. Renovation work encompassed mostly public spaces, including the lobby and lounge, and spanned June 2009 to January 2010.

"Our client base is the hoteliers who don't look at their hotels as simply investments. They take pride in being owners of individual properties."

Jeff Ornstein, president, J/Brice Design

#### 3 keys to bidding a renovation project

Gerry Chase is president and CEO of New Castle Hotels, which owns 27 properties and manages one-third of them. His firm recently acquired the debt on its 27th property and now is evaluating the brand option, collecting PIP requirements and bidding some preliminary design work.

Chase describes renovation projects as a three-legged stool:

"There has to be balance between the scope, time and cost of a project," he says. "Those three are constantly competing with each other. The scope changes the time and cost and vice versa."

#### 1. Speed.

Designers able to sell speed will have a real advantage on scoring a project.

"Speed and responsiveness are

crucial right now," Chase says.

"Reducing down time of the property, especially a resort you don't want closed, can dwarf the cost. You don't want to miss your season."

J/Brice Design recently completed renovation work on one of New York City's most famous landmarks, the 775-room Helmsley Hotel. Renovation work encompassed mostly public spaces, including the lobby-lounge, dining room, bar and three floors of guestrooms, and spanned only seven months total.

"We started in June 2009 and finished by the end of January,

which was ahead of many people's schedules," says Zach Zahran, GM of the Helmsley. "We did not have to close the hotel."

#### 2. Cost.

Designers need to understand the initial budget and stick to it, says O'Laughlin, who works as a consultant to asset managers who aren't necessarily familiar with the ins and outs of the hotel business.

"We're sometimes called a developer because we come in as a consultant to help the owner determine answers to questions

#### Relationship building »

"We have a Rolodex of designers we work with, but often times we'll go to the brand for recommendations. We're always looking for new options."

- Gerry Chase, president, New Castle Hotels





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#### renovations boom

"We are very much a part of the process by which we help the client make the right choices. We'll evaluate what properties are around and what flags are flying within a 10-mile radius. We have those insights and discussions and we ensure that we've done the competitive research.

- Becky Howell, director of

**Hospitality Services** 

sales and marketing, Algiere

like: What brand should I secure? Should it have 8,000 feet of meeting space or 20,000 feet of meeting space?" O'Laughlin said. "If I buy for \$5 million and put \$3 million into it, can I expect a return even at these lower rates?"

The Refinishing Touch uses cost-savings to tout its services—refinishing furniture rather than replacing it. Mario Insenga, president of The Refinishing Touch, says nightstands, dressers, seating and armoires can be refinished to look like new and save considerable cash.

"The cost-savings is significant, plus there are a lot of other benefits—it matches the rest of the furniture in the room and it can be done on site and fast," he said.

3. Scope.

The scope, or overall size and complexity of the project, often is determined by the last time the property was renovated. Softgoods usually last five to seven years and can be replaced rather quickly and inexpensively.

Upgrading equipment or fur-













**ALGIERE DESIGN AND PURCHASING SERVICES** renovated this former Holiday Inn Select [left] and changed flags to the Wyndham Hotel Love Field [right] in Dallas. Renovations began in 2008 and were finished in 2009.

niture, raising a hotel to compete in a higher segment, or investing in a relaunched brand can come at varying degrees of higher cost.

Algiere recently helped a Courtyard by Marriott owner in Indianapolis tweak the brand's new bistro concept to better fit what guests were asking for in that location.

"With renovations, you have the challenge of working within the existing facility," Algiere says. "At the end of the day, the hotel has to have the hallmark brand standards, but you can give them a unique advantage in their market."

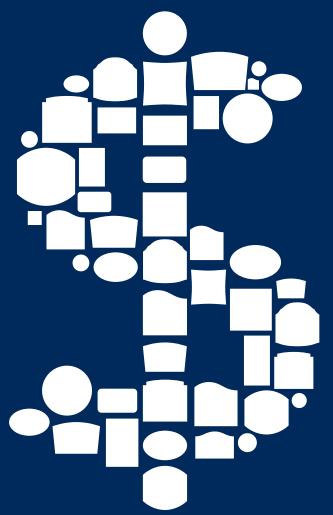
#### Make a lasting impression with less investment

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- Blend restaurant into great room
- Flat-panel TVs
- Headboards
- All-white bed with at least eight pillows
- Special coffee services

Source: Shaun O'Laughlin, VP, development and construction, Wischermann Partners

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1888mills.com

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#### **SOFTNESS VARIETY**

United Feather & Down teamed with James Maas on a collection of pillows designed to improve a night's sleep. ufandd.com













#### Red Rock, Las Vegas

Friedmutter Group provided all master planning, architectural and interior design services for this \$925-million, 2-million square foot, mixed-use property. It includes a casino, sports book, 10 restaurants and bars, 66,000-square-foot meeting and banquet space, hotel space, a 72-lane bowling center and 16-screen cinema. Inspiration for the overall design was pulled from 1950s-era Palm Springs, iconic for its appeal as a Hollywood escape and desert retreat.

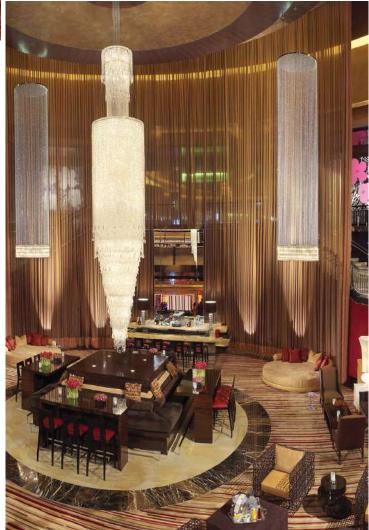
PHOTOGRAPHY BY FRIEDMUTTER GROUP

more [like a] place where people want to go hang out and have fun," Dalton says.

Steelman Partners has been using more natural light in its designs. And instead of creating one giant "warehouse space" for the games, they have begun to segment areas that include smaller individualized gaming nooks, restaurants, bars and shops. The entire design is linked with walkways and signage, using what Dalton calls "the moth effect."

"If there's light in the center of a casino, and everything has comfortable low lighting around the outside, people will go to the center," she says. "It draws people in, so people aren't circling around the outside of the casino."

Albie Colotto, director of design for the Friedmutter Group, which also specializes in casino





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#### trendlines

design, says by dividing up the typical large gaming space with the building's architecture, these nooks and voids allow for natural light where typically it wasn't possible.

"You almost never had that before," he says.

The inside lighting plays a big role in today's gaming design as well, and Brad Friedmutter, CEO, says lighting technology is a factor in that.

"The level of sophistication of lighting has come a long way; the selection of material has broadened," he says. "The older casinos seem dark because of the dark reds, the ceilings were lower and the materials were limited."

Friedmutter says the chande-



#### SCULPTURAL SOPHISTICATION



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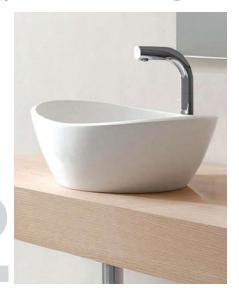


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CIRCLE NO. 122

#### trendlines

liers used for many years didn't provide the quality of light possible with today's crystal.

"We were pretty much limited to the [neon] slot machines themselves," he says. "Now we see less use of neon on the inside than we did years ago."

Other simple developments that have evolved gaming design are higher ceilings with discreet security technology and improved, adaptable gaming machines. Friedmutter says the ceilings now are design opportunities, and the nimble gaming machines allow designers to shrink the floor space.

-Chris Crowell







#### The Tropicana, Las Vegas

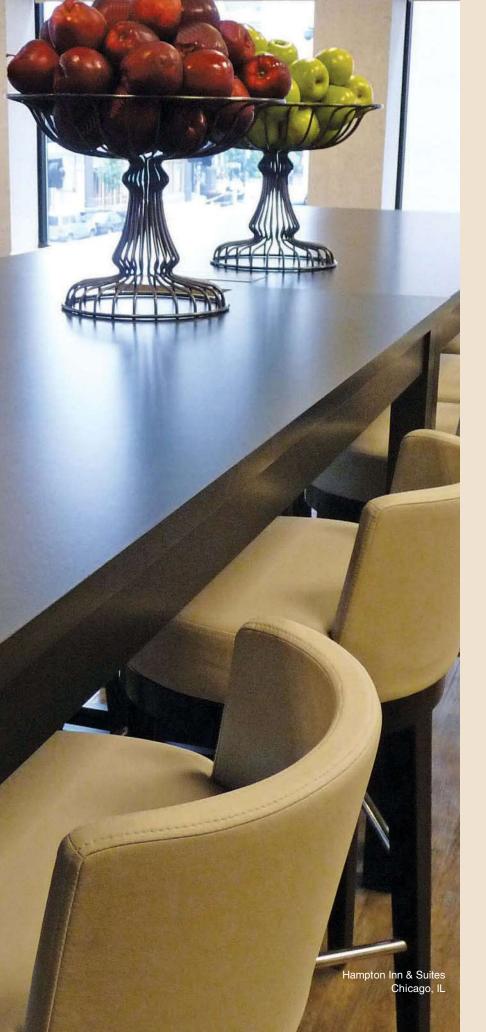
The Tropicana is undergoing a \$165-million full-property transformation. The Paradise Tower, part of the pool area and some of the gaming space already has been completed. The rooms offer a bright and casual setting accented by soft-colored furnishings. In lieu of heavy and dark drapery, white plantation shutters were selected to add abundant natural light. The room's original white decorative ceiling and canvas artwork commissioned from famed artist Aldo Luongo further emphasizes the residential quality of the space.

PHOTOGRAPHY BY THE TROPICANA



- Pre-Plumbed and Easy To Install
- Less Expensive than Concrete
- Light Weight and Waterproof for Upper Level Installations
- Built to IAPMO, APSP and VGB Standards





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Designers and hoteliers need to engage in the **dynamic** collaborative experience offered by American Hotel — there's no investment that will pay greater dividends!

AGUSTIN FERNANDEZ, Design Consultants, Miami, FL

The collaboration between our designer and the design team at American Hotel gave us the unique look we were after for our Hampton Inn & Suites. American Hotel provided hospitality expertise, making sure products were appropriate from a functional and financial standpoint, and met guidelines set forth by the Brand. And they facilitated the purchasing and logistics critical in a phased multimillion dollar renovation.

ROBERT HABEEB, President & COO First Hospitality Group, Inc., Rosemont, IL

Count on American Hotel for solutions that no one else offers in Operating Supplies & Equipment ■ Furniture, Fixtures, Equipment & Resupply ■ Technology

Contact Deidre Schwartz, LEED AP, ASID Director of Design: 1.866.610.9968 ffe@americanhotel.com
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#### IMPACT ENTERPRISES INC.

Warwick, NY and Las Vegas, NV Toll Free: (866) 370-0340, Local (845) 988-1900 www.impactenterprises.com info@impactenterprises.com Contact: Bobi Hamilton: bhamilton@impactenterprises.com



#### Eco-friendly is Design-friendly at Impact

Impact Enterprises, Inc., a Woman Owned Business certified by WBENC and the state of NY, has stirred excitement, adventure and creativity into the manufacturing industry for custom menu covers, guest services directory covers, binder covers, presentation folders, table-top accessories, and guestroom accessories. Founded in 1987 by Bobi Hamilton, Impact has become the acknowledged leader in custom cover manufacturing and design. Bobi Hamilton's focus and foresight, together with her refusal to accept 'industry dictated' designs and standards have created unique branding opportunities for the hospitality industry.

"Our continual research into working with new materials allows us to produce product and designs that have never been manufactured before. We are challenged by new designs, new products, and new construction techniques demanded by new materials," says Bobi Hamilton, CEO.

Impact is also the first custom manufacturer to promote environmentally responsible materials for

its products. Our 'Green Solutions' program allows for our unique designs to be manufactured in materials that reduce landfill growth and contamination. These materials have been researched for durability, recycled content, sustainability, and toxicity. We are particularly excited about our solid wood products manufactured from woods harvested from Verified Sustainable Forests. We have become a favorite supplier for Eco-Resorts and Hotels. We are also the first manufacturer to use blue pine, the greenest of green solid woods. Eco-friendly is Design-friendly at Impact.

Through a strategic alliance and exclusive distributorship, Impact offers high quality custom Bellman Carts, Crowd Control Stanchions (retractable belt and post & ropes), and custom Sign Stands. These products are manufactured with solid brass tubing or solid stainless steel tubing. Impact will customize these products to size without additional costs in most cases. Powder-coated finishes are also available.



House of Blues Menu Cover Solid Blue Pine



Guest Room Accessories in Solid Blue Pine Ice Buckets, Trays, Tissue Box Covers



Creative Designs in Solid Woods From Verified Sustainable Forests

#### A Commitment to the Environment.

Solid Woods harvested from Verified Sustainable Forests provide the most durable and environmentally responsible products. Blue Pine is the greenest of green solid woods. Blue Pine is a Lodgepole pine that has been attacked by the mountain pine beetle. These trees are dying, but are harvested before they fall. The wood has the same integrity of other woods, and also possesses a unique color pattern.

#### Enjoy the Rewards of Environmental Responsibility...

### Passion Drives Our Innovation



### **Impact Enterprises, Inc.**

www.impactenterprises.com

#### **Purpose Drives Our Competence**

Environmentally responsible Menu Covers, Binder Covers, Presentation Folders, Guest Room Accessories Table-Top Accessories



#### The Environment Drives Our Research





Solid woods from
Verified Sustainble Forests
Recycled Metals and Materials
Non-Solvent Based Materials
Aqueous Coated Fabrics
Reusable Components









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#### SHIMMERSCREEN

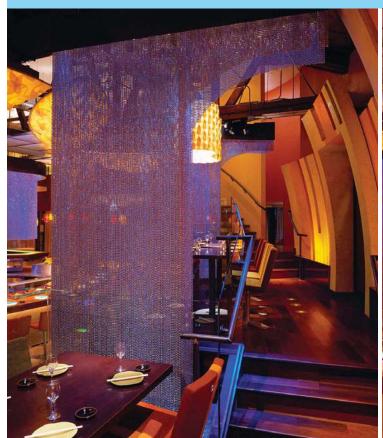
741 South Fulton Ave Mount Vernon, NY 10550 P. (914) 664-7500 jim@shimmerscreen.com www.shimmerscreen.com



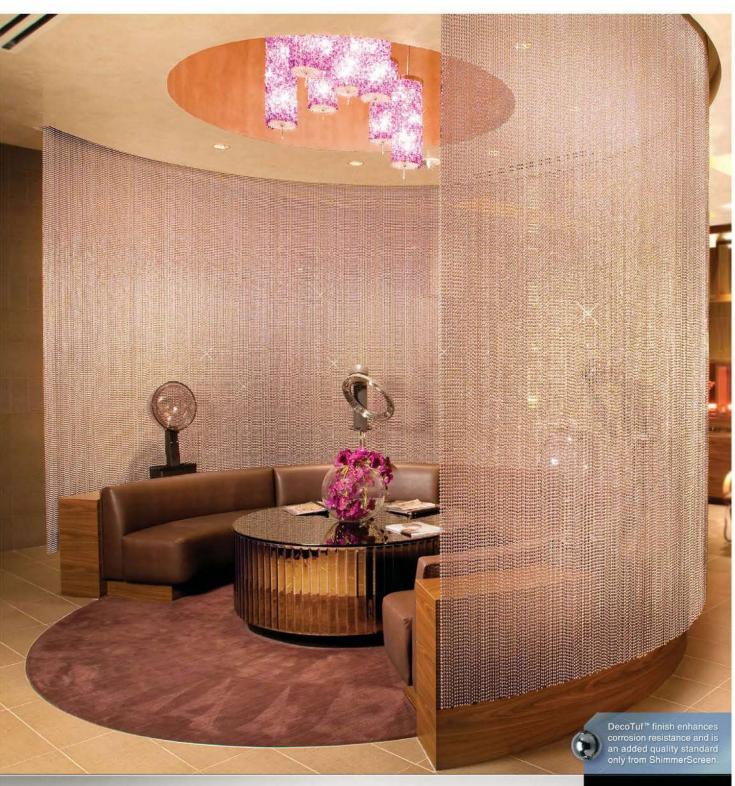
#### **ShimmerScreen**

SUSHISAMBA Rio in Chicago was designed by the internationally-acclaimed, Rockwell Group. They felt they needed a concept with a sense of drama to create the "fire and ice" effect they were looking for. Using light-reflecting faceted ShimmerScreen®, Rockwell Group achieved the spirit of both "sushi" and "samba." The ShimmerScreen elements fit in custom-made tracks that are surprisingly easy to install and use. Screens can be specified in a variety of metallic finishes, multiple shapes and over 150 designer colors. In addition, ShimmerScreen

can be fabricated to any length—including varying lengths to sculpt, braid and hang. Designers have created unique concepts for room separators, window treatments, ceiling effects and many more. With trademarked DecoTuf<sup>TM</sup> to enhance corrosion resistance, many ShimmerScreen products stay nearly maintenance-free. Hotels, clubs, restaurants and casinos have enjoyed the many effects that only ShimmerScreen can provide. With a touch of imagination, the possibilities are endless.







#### Spa Mio

by Marnell-Carrao

3/8" nickelplated steel ShimmerScreen curtain with 30' curved tracks M-Resort, Las Vegas, NV shimmerscreen.com



#### **CUDDLEDOWN**

Michelle Harrison
Phone: (207) 761-0201 x396
Toll free: (888) 323-6793
wholesale@cuddledown.com
www.cuddledownwholesale.com

#### CUDDLEDOWN®

Sleep has never been more beautiful

#### Cuddledown

Cuddledown, a family-owned company, has been committed to making and selling the finest in home fashions for 37 years. The quality of our products, combined with our devotion to great customer service, make us the premiere source for high-end bedding, linens and more.

Located in Portland, Maine... land of rocky shores, lighthouses and lobsters, we make many of our products right here in the USA. Cuddledown offers a wide variety of products, from our core pillows, comforters and featherbeds, made in Maine of high quality down or synthetic materials, to bed linens, towels, decorative and specialty pillows, as well as sleep and other apparel. We source our high-quality materials from renowned mills and designers

throughout the world. Many of our designs are Cuddledown exclusives, and we can develop or source special designs and fulfill custom orders.

As a multi-channel merchant – catalog (mailing more than 14 million per year), web, retail, wholesale, and hospitality – we have great service and support, as well as a quick ship program.

Cuddledown takes responsibility for how our products affect our customers and the environment. Most of our products are organic, Oeko-Tex or GOTS certified and several are made from sustainable materials such as bamboo. Even our catalog is 100% recyclable with soybased ink and paper that comes from trees that are responsibly farmed for pulp.







#### **SYSCO GUEST SUPPLY**

Contact (800) 772-7676 www.guestsupply.com



#### Sysco Guest Supply

Servicing more than 26,000 hotels and over 240 management companies, Sysco Guest Supply has established itself as the leading supplier of operating supplies and equipment to the lodging industry.

Established in 1979, Sysco Guest Supply carries more than 10,000 items and is the single-source solution for all segments of the hospitality industry from independents and chains to luxury hotels and economy properties. Guest Supply was acquired in 2001 by Sysco Corporation, a \$37 billion global leader in selling, marketing and distributing food service products to restaurants, health care and educational facilities, lodging establishments and other customers who prepare meals away from home.

The company's product lineup includes textiles, amenities, room accessories, paper products, chemicals, janitorial supplies,

furniture, fixtures and equipment. Sysco Guest Supply is the only vertically integrated company in the industry with product design and development, manufacturing and direct sales and distribution. We have 14 sales and distribution centers throughout the U.S. and wholly owned subsidiaries in Canada, Hong Kong, the Peoples of Republic of China, and the United Kingdom. We currently sell and distribute in over 74 countries in addition to the U.S.

As the recognized leader in the design and manufacture of personal care amenities for the lodging industry, Sysco Guest Supply offers amenities with hotel logos and noncustom programs for every market level from The Ritz-Carlton to Super 8. Our state of the art manufacturing facility which is licensed by the FDA to manufacture pharmaceuticals is located in New Jersey.









# NEW GUEST COLLECTION BY BVLGARI







AVAILABLE SUMMER 2010

exclusively by
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#### **FABRICUT CONTRACT**

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## **Fabricut Contract**

Fabricut Contract is the premier textile company for the hospitality industry; providing solutions to everyday specifications. With rich colors, remarkable styles, eco-friendly fabrics and industry-leading innovations for draperies, bed coverings and upholstery, Fabricut Contract is the resource designers and purchasing agents seek.

The launch of Fabricut Contract's FR-One brand set a standard in the hospitality industry. FR-One fabrics pass and exceed all fire-retardant safety codes worldwide. All FR-One fabrics are certified by the Oeko-Tex Standard 100, which guarantees that these fabrics are free of carcinogenic and allergenic dyestuffs creating a skin friendly pH.

Continuing as an industry innovator, Fabricut

Contract has developed attractive, sustainable fabrics through its Environment Plus initiative. Fabrics classified as part of Environment Plus embrace eco-friendly characteristics and are manufactured using environmentally stringent procedures.

Fabricut Contract offers a remarkably large selection of fabrics and trimmings through its Fabricut, S. Harris and Vervain hospitality brands. This extensive offering assures fabrics are in style, in code and in budget.

With its commitment to quality products and extraordinary service, coupled with a knowledgeable worldwide sales force and in-stock fabrics, Fabricut Contract continues to be the gold standard in textile safety, quality and design.





#### **GLOBAL ALLIES LLC**

18251 N. Hwy 88 Lockeford, CA 95237 Toll-Free: (877) 208-7185 Sales: (415) 453-6041 Fax: (209) 727-3902 info@globalallies.com www.globalallies.com



#### Global Allies

Leading manufacturers of task and stacking banquet chairs with an emphasis on design, quality, and comfort, Global Allies is steadfast in its mission to provide the highest quality task and stacking chairs in the hospitality industry. Its line of banquet chairs features contemporary, modern, fresh styling and exceed the daily demands of banquet operations. The company has raised the bar for design within the category--providing hotel and resort properties an opportunity to brand and market their public function areas. The company's upscale designs represent a noticeable departure from the typical commercial stack-able chair, empowering hotels and resorts to increase their revenues with a more sophisticated public space environment.

The broad line of ergonomic task chairs offer high style and up-to-date engineering. New innovations are evident in Global Allies' newest collections of "Frameless" and "Sloped Arm" designs that protect the desks from getting damaged while complementing most every décor. Global Allies' upscale task chairs blend luxury with comfort resulting in a chair that functions both as a comfortable lounge chair as well as an easy to use functional work chair.

**Global Allies** ... Not all chairs are created equally.



# FURNITURE RESOURCES INTERNATIONAL INC - RAUSCH CLASSICS USA

117 Moss Creek Drive Hilton Head Island, SC 29926 Tel: (843) 837-3297 Fax: (843) 837-3299 Mobile: (843) 384-9002 E-mail: fastfri@hargray.com Web: www.rausch-classics.de



## Rausch Classics

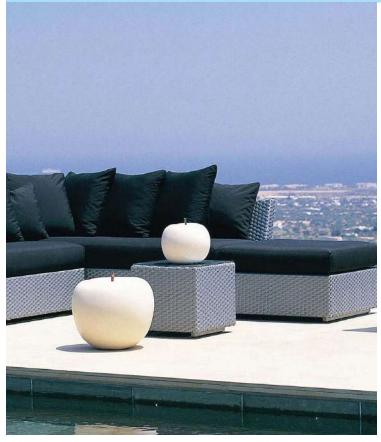
Rausch Classics was established in 1932, 78 years ago, and during that time has firmly established itself as leader in design and manufacture of furniture for the Hospitality Industry for both indoor and outdoor applications. With over 1,200 contract installations throughout the world, this proves Rausch products are extremely suitable for contract use.

Besides manufacturing its own collections
Rausch has the capability, and has done numerous times, to manufacture furniture to custom designs. All of our manufacturing is done under strong European supervision and in factories that manufacture exclusively for us. Nothing but the highest standards of workmanship, materials and quality control are employed. We pride ourselves in giving the customer the best

quality at the best price and within a reasonable time period.

Furniture Resources Int'l Inc., the sole distributor and importer for Rausch in North America and the Caribbean, is staffed by personnel who have extensive knowledge of the construction and finishing of hospitality projects throughout the world. Therefore we speak the same language as our customers, we understand their problems and time constraints and we have the capability to visualize the needs of each project. Working closely with the other distributors in the Rausch family there is no location in the world which we cannot supply and service.

Currently we hold an IMO 652 fire certificate for our products we supply to the Cruise Lines which stands us alone in that market segment.









# PLATFORM

# NIGHT & DAY

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### MINCEY MARBLE MFG., INC.

Donna Mincey
Vice President
Direct Ph: (678) 997-2770
Direct Fx: (678) 997-2771
www.minceymarble.com
dmincey@minceymarble.com



# Mincey Marble

Mincey Marble, established 1977, is the leading manufacturer of cast marble shower walls and bases for the hospitality, healthcare and other commercial segments. Donna Mincey, VP says "Our surrounds have the look of tile and grout without the maintenance and sanitary issues associated with grout. Each wall is manufactured in one piece and the sealed surface has absolutely no chance of mold or mildew."

Mincey Marble also offers shower bases, wainscoting, vanity tops and window sills. Doug Westmoreland, National Sales Manager notes that "Our products are manufactured 100% in the USA allowing us to offer an exceptional level of quality and service not available to companies dependent upon imported products."

Mincey has an exceptional ability to design and manufacture its own molds which sets us apart from our competitors. We have created innovative "custom designs" for many hotel brands from 3 to 5 star and are specified by more hotel brands than any other manufacturer in the industry! Some of those brands are: Marriott, Intercontinental, Hilton, Starwood, Choice, Carlson, and Hotel Sierra.

Kenneth Mincey, Founder and an industry pioneer, states "We have built our company and reputation on personal referrals and customer satisfaction. We employ craftsmen and technicians with many years of company service who utilize the industry's most modern equipment."

According to the hotel industry's leading bath expert and columnist, Peter Schor, who visited our factory in Gainesville, GA, "Mincey Marble has the most innovative selection of shower walls and bases in the widest variety of colors, patterns, textures and finishes in the USA. This product is ideally suited for properties from 3 to 5 star. The factory has the latest in technology and the management staff throughout the company is made up of people with 15 to 20 years experience."





#### **LG BUSINESS SOLUTIONS**

2000 Millbrook Drive Lincolnshire, IL 60069 www.LGsolutions.com Contact: www.lgsolutions.com/contact-us



#### LG Business Solutions

LG Electronics, a leader in advanced technology solutions for the hospitality and lodging industry, provides a full line of hospitality solutions led by LG's proprietary Pro:Centric™ technology. Pro:Centric is a standards-based applications platform that streamlines up-to-the minute information sharing from the hotel to guests. Pro: Centric is a cost-effective way for hotels to offer uniform services and features delivered over both radio frequency and Internet protocol based networks, this system eliminates the need for additional hardware such as set top boxes in the guest rooms. With built in Pro:Centric technology, LG's LG710H is the first lodging pay-per-view compatible television to include an applications platform.

Headlining LG's new series of LED, LCD and plasma TVs is the LE540C, which incorporates LED backlighting, providing deeper black level

and more vibrant colors for a crisper picture. The LE540C provides guests with a full high-definition experience in the comfort of the room. LG's Full HD 50- and 60-inch class size PK550C plasma is perfect for any lobby or auditorium display.

For the consummate traveler, LG's new autosensing Remote Jack Pack provides hotel guests with the ability to connect their personal A/V devices to the TV for easy photo viewing, e-mail checking and more – all while watching TV.

LG also offers hoteliers a simple way to enhance the customer experience through an array of digital signage products for high-traffic spaces, such as the lobby and digital menu boards. For these installations, LG offers a variety of signage offerings including its M4224C-BA. This 42-inch class monitor features an ultra thin narrow bezel of just .67-inches which allows it to fit effortlessly in almost any environment.





#### **KETTAL NORTH AMERICA**

147 Miracle Mile Coral Gables, Florida 33134 USA Phone: (786) 552-9002 www.kettalgroup.com

# KETTAL

# Kettal Group

Since its beginnings in 1964, Kettal has had an international calling to design and innovation.

In the first years of the 21st century, Kettal acquired the brands, Hugonet, Triconfort and Evolutif, which came together to form Kettal Group.

Today, Kettal works with the most important names in international design: Patricia Urquiola, Marcel Wanders and Emiliana Design studio.

**PRODUCT** Kettal's "raison d'être" is the creation of timeless furniture, functional and expressive, which represents a contemporary culture and provides solutions to the emerging needs of modern life, based on a blend of creativity, customization, innovation and modern production.

Kettal develops products specifically for each project.

#### **QUALITY AND THE ENVIRONMENT**

The importance of research, both scientific and technological, has always been at the forefront of product development. The highly innovative nature of the brand means that today one can enjoy a high-quality product manufactured in three, 100-

percent owned factories that received ISO 9001 certification in 2004.

Kettal, loyal to its philosophy of respect for the environment, uses eco-friendly paint. Almost all of Kettal's furniture paints are now 100 percent ecological and recyclable, the wood we use is protected under Perhutani certification and we use recycled paper for the 2011 catalog.

INTERNATIONAL DISTRIBUTION The headquarters of the group is located in the center of Barcelona, Spain. Kettal has three specialized manufacturing plants: Tarragona (Spain), Grenoble (France), Guangzhou (China); 11 brand-name stores: Barcelona, Tarragona, Madrid, Marbella, Paris, Cannes, London, Antwerp, Miami and Guangzhou; and is present in over 60 countries.

**KETTAL FOUNDATION** As a result of its passion for art, and as a design headquarters, Kettal has established the Alorda-Derksen Foundation in Barcelona, a new international point of reference in contemporary art.



#### **CIFIAL USA**

6540-A Peachtree Industrial Blvd. Norcross, GA 30071 ph: (800) 528-4904 fax: (800) 528-1969 www.cifialusa.com



# Cifial – Quality never looked so good

#### **Quality Craftsmanship -**

Founded in Portugal in 1904, CIFIAL is one of the world's foremost designers and manufacturers of decorative bath and hardware product. Inspired by the history of Portuguese metalworking, CIFIAL utilizes state-of-the-art casting, forging, machining and finishing technology to create luxurious designs ranging from lavatory faucets and bath/shower accessories to door and cabinet hardware.

#### Innovative Product -

With more than 100 years of experience, CIFIAL takes pride in being a pioneer in innovation, technology and design. Renowned industrial designer Carlos Aguiar has created many award-winning designs, ranging from contemporary to transitional to classical. In fact, Cifial has nine distinctive decorative bath collections, each with corresponding hardware.

#### Customer Service -

Cifial's customer service support is second to none in the industry. Our full-time staff is dedicated to quickly fulfilling orders and providing expert technical support.

#### Hospitality Industry -

Cifial has a long history of supplying bath and hardware product to the hospitality industry. Due to our quality, design and ability to provide product in a timely manner, Cifial can be found in four- and five-star properties around the world.

#### See For Yourself -

Don't just take our word for it. Visit our website to find a sales representative or dealer in your area, and see for yourself why quality never looked so good.





#### PANASONIC SOLUTIONS COMPANY

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# Panasonic ideas for life

# Panasonic Corporation

Panasonic Solutions Company empowers people whose jobs depend on reliable technology. As the industry leader in professional Plasma and LCD displays, Panasonic offers a wide-range of displays with the industry's best image quality, the richest blacks, the widest range of sizes and resolutions and a plug-in modular architecture that allows an unparalleled level of customization.

Distinguished by integrated TV solutions, easy installation, large, easy-to-view screens and SD Memory Card slots, Panasonic LCD displays deliver superior performance in hospitality sites ranging from hotel lobbies, in-room and bars/restaurants.

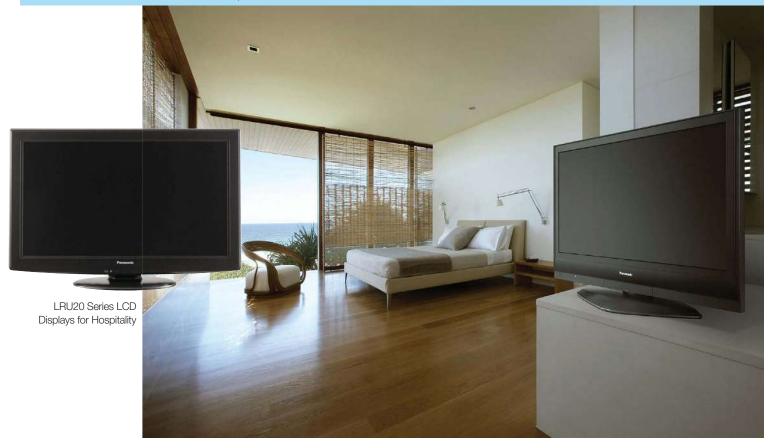
Built specially to hotel specifications, the Panasonic LRU20 LCDs offer a fully integrated in-room solutions and programming flexibility, including:

 Built-in digital tri-band tuner with Pro:Idiom and major PPV compatibility – no set-top box required

- Easy cloning of settings with SD Memory Card slots
- Hotel-mode functions including volume and settings lock
- RS-232C external control device support
- Locking pedestal stand that rotates 90° in both directions

With seamless space saving designs, built-in tuners, and integrated in-room solutions—along with Panasonic's superb product quality and low service and repair rates—choosing Panasonic professional displays is a decision for high performance video with the confidence of Panasonic quality.

For more on how the Panasonic Professional LCD displays can enhance your hotel properties, guest experience and bottom line, contact us.





for Hospitality





CIRCLE NO. 133

#### **ACADEMY**

2510 Malt Avenue Commerce, California 90040 Toll Free (800) 422-9646 Phone: (323) 721-2929 Fax (323) 721-2924 ajmm@academyawning.com www.AcademyAwning.com



# Cabanas by Academy

Academy, an industry leader in cabanas, awnings, shade structures, canopies, umbrellas and cushions was founded over 26 years ago just East of Los Angeles and is a leader in the fabric and metal structure business nationally and internationally.

From its humble beginning as a local awning company we have evolved into a major supplier to luxury hotels, resorts and cruise lines worldwide, including Four Seasons, The Ritz-Carlton, Hyatt, Marriott, St Regis, Princess Cruises and many others.

As a marketing-driven company whose focus is on quality products, customer satisfaction, timely delivery and building relationships with our valued customers, we have continued to thrive.

Our extensive use of computer technology including software programs such as AutoCAD, Solidworks and Photoshop allow us to develop

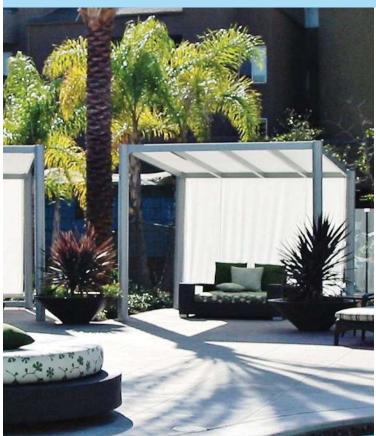
drawings and renderings which allow customers to understand every detail of their project at the pre-production stage.

With access to all major fabric suppliers, including Sunbrella, Perennials, Covin, Kravet, etc. our products are built to withstand even the most severe weather conditions.

Academy's involvement with numerous trade organizations including NEWH and participation in trade shows such as HD (Las Vegas and Miami), Sea Cruise Conventions, and HOTEC, we continue to understand the latest trends that allow us to be on the forefront of the hospitality industry.

We encourage recycling and we do our part to help achieve the green solution.

We work every day to live up to our mission statement "Academy is an industry leader making quality products and long-term relationships."







# Hotel and Resort Poolside cabanas

Give your guests the luxury they deserve!











- Poolside
- Oceanside
- Massages
- Towel Storage
- Changing Area
- Work Area
- Protection from the sun
- Available in a Variety of Colors
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# academy

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CIRCLE NO. 101

### Front of The House® (FOH) room360 by FOH®

frontofthehouse.com roomthreesixty.com (305) 757-7940





# Extraordinary impact for an ordinary budget™

Front of The House (FOH) designs and manufactures fun, functional and extremely durable tableware and serveware for the hospitality trade, transforming the ordinary into modern elegance, all at a great price. Comprised of more than 1,200 items, including ten complete porcelain dinnerware collections and 29 additional product categories, FOH truly offers something to suit every property.

We inject the industry with products that are a refreshing difference to the uninspired stagnant wares typically offered to the trade. All Front of The House (FOH) products are designed to stimulate the senses and reflect remarkable craftsmanship, durability and value. room360° by FOH, the division for Room and Bathroom accessories, designs and manufactures stylish amenity solutions for many of the

finest hotels and design firms worldwide.

Produced from unique materials, our products enhance any room or bathroom and ultimately, the guest experience. All stocked in large quantities in our 100,000sf Miami Distribution facility, customers can choose from hundreds of items, including amenity trays, serving trays, coffee or desk amenity trays, towel trays, waste baskets, soap dishes and dispensers, toothbrush holders, tissue covers and a variety of other useful and well priced items designed to eliminate amenity clutter while adding streamlined style.

As YOUR factory for design and manufacturing, FOH's divisions, Front of the House and room360° by FOH have the capability to deliver, no matter what your need. FOH ... Extraordinary impact for an ordinary budget<sup>™</sup>.







dinnerware collections

unique serveware

custom products







designs you love, quality you deserve, delivery you expect.™







amenity solutions

room accessories

custom products



#### **DEDON® GMBH**

Zeppelinstr. 22 21337 Lüneburg Germany Tel: +49 (0) 41 31 / 22 44 7 0 Fax: +49 (0) 41 31 / 22 44 7 630 info@dedon.de DEDON worldwide: www.dedon.de



# **DEDON GMBH**

#### **About DEDON GmbH**

A manufacturer of exclusive outdoor furniture, DEDON is one of the world's leading providers in the industry, and the company has received numerous international design awards.

The company, which was founded in 1990 by the former professional soccer player Bobby Dekeyser, revolutionized the outdoor furniture market with its designs within a few years. With over 3,000 employees, DEDON is now represented in more than 80 countries and opened DEDON showrooms in Barcelona, Paris, Hong Kong, Vienna, Hamburg, Milan, Antwerp, Monaco, Athens and, as of November 2009, in Limassol.

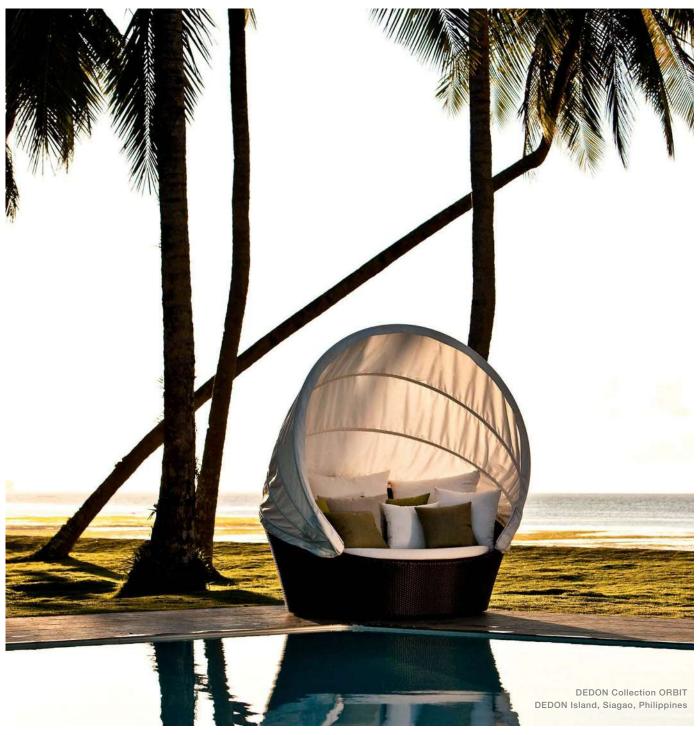
DEDON is placed in the best and most upscale hotels all over the world – from such exotic places as the Fiji Islands to major cities like New York and Hong Kong, in restaurants, hotels, spas and on cruise ships – anywhere in the world DEDON provides guests with the sense of being at home.

The most renowned hotels in the world use the unique products from DEDON to create an exquisite atmosphere, a special kind of comfort – a branded guarantee of relaxation and design. DEDON represents distinct design, an unique style and first-rate quality. The multiple uses of DEDON have made its name world-famous.





#### "COMING HOME"

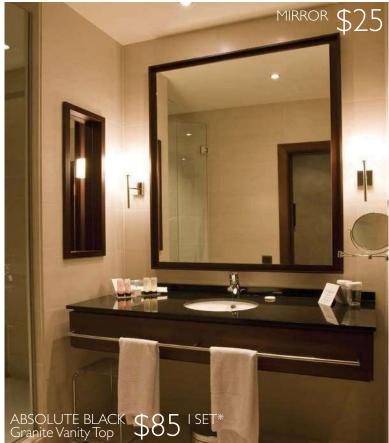


HANDWOVEN OUTDOOR FURNITURE CREATED WITH WEATHER-RESISTANT DEDON FIBER

# Purchasing Companies

This annual list represents 37 purchasing companies that completed the 2010 survey. Surveys were e-mailed in early June 2010. To be included in next year's list, visit www.HotelWorldNetwork.com/hotelworld-network-surveys and fill out the form.

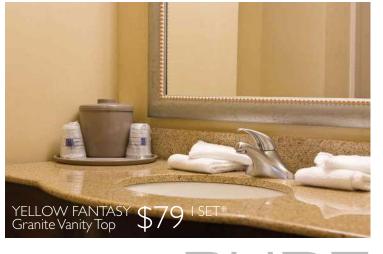
Firm name	Contact name, e-mail	Hotel client purchasing 2009	All client purchasing 2009	Number of properties	Regions	Top segments served
ADM Associates www.admbuys.com	Debra Robinson debrar@admbuys.com	\$28 million	\$29 million	6	Nationwide, International	Resort, upscale, midscale w/ F&B
Avendra www.avendra.com	Tim Clarke tim.clarke@avendra.com	\$3 billion	\$3 billion	4,800	North America	NA
Becwood Purchasing www.becwoodpurchasing.com	Robert T. Unger runger@becwoodpurchasing.com	\$5.2 million	\$6.8 million	5	Nationwide	Upscale, upper-upscale, resort
Benjamin Brothers www.benjaminbrotherspurchasing.com	Laurie Benjamin Ibenjamin@benjaminbrotherspurchasing.com	NA	NA	NA	Nationwide, International	Midscale w/o F&B, all- suite, resort
Benjamin West www.benjaminwest.com	Alan Benjamin abenjamin@benjaminwest.com	\$218 million	\$218 million	190	International	Midscale w/ F&B, up- scale, upper-upscale
Beyer Brown & Associates www.beyerbrown.com	Mark Friesen mark@beyerbrown.com	NA	NA	30	Nationwide, International	Upscale, upper-upscale, resort
Brewster Wholesale www.brewsterwholesale.com	Betty Yuen betty@brewsterwholesale.com	\$670,510	\$670,510	30	East Coast, Midwest, International	Upscale, upper-upscale, resort
BuyEfficient www.buyefficient.com	Rich Warren rich.warren@buyefficient.com	\$500 million	\$600 million	1,100	Nationwide	Midscale w/ F&B, all- suite, upscale
The Carroll Adams Group www.carrolladams.com	Ted Carroll tcarroll@carrolladams.com	\$63 million	\$64 million	28	Nationwide	Midscale w/ F&B, ex- tended stay
Carver & Associates www.carverassoc.com	Larry Carver lcarver@carverassoc.com	\$180 million	\$180 million	123	Nationwide	Midscale w/ F&B, midscale w/o F&B, upscale
CVC Hospitality www.cvchospitality.com	Bill Young b.young@cvchospitality.com	\$22 million	\$25 million	17	Nationwide	Midscale w/o F&B, upscale, resort
Focus Procurement Services	Margaret F. O'Neal margaret@focusintcont.com	\$20 million	\$25 million	12	International	Upscale, upper-upscale, midscale w/ F&B
Fourth Dimension Designs www.4thdd.com	Wanda Deener wdeener@4thdd.com	NA	NA	NA	Nationwide	Midscale w/ F&B, midscale w/o F&B, extended stay
Gerry Brown & Associates www.gbahospitality.com	Gerry Brown gbrown@gbahospitality.com	\$50 million	\$55 million	26	Nationwide	Economy, midscale w/o F&B, extended stay
Hatch Purchasing www.hatchpurchasing.com	Sean Hatch sean@hatchpurchasing.com	\$12 million	\$12 million	25	Nationwide	Economy, midscale w/ F&B, resort
Hatchett Hospitality www.hatchetthospitality.com	Chris Robinson chris@hatchetthospitality.com	\$75 million	\$85 million	285	East of the Mississippi River	Midscale w/o F&B, all- suite, upscale
HFS Concepts 4 www.hfsc4.com	Brent Lynch blynch@hfsc4.com	\$28 million	\$28 million	18	Nationwide	Midscale w/ F&B, midscale w/o F&B, upscale











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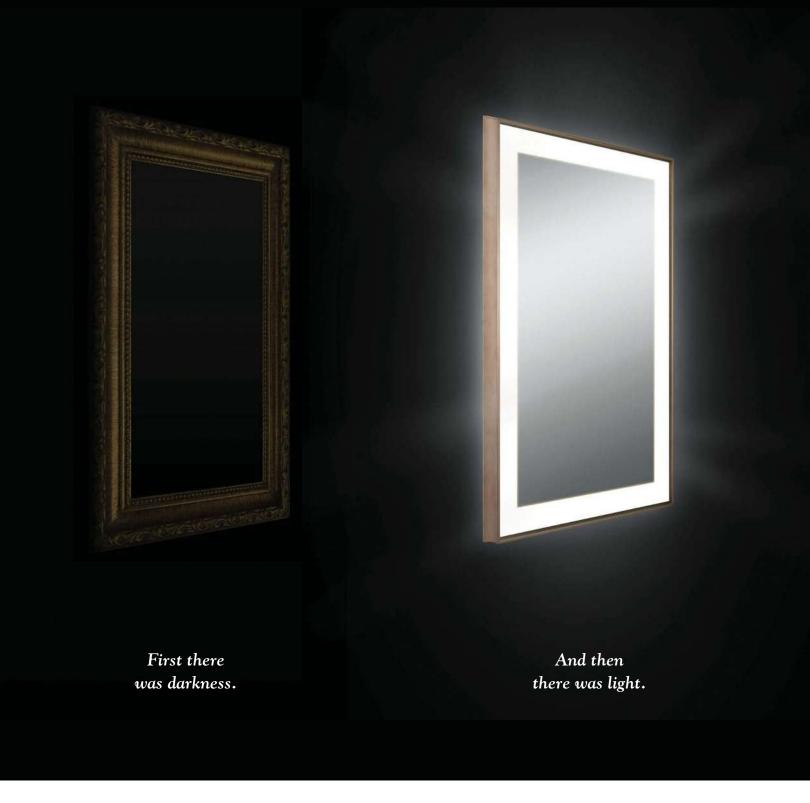
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# purchasing companies

Firm name	Contact name, e-mail	Hotel client purchasing 2009	All client purchasing 2009	Number of properties	Regions	Top segments served
Hospitality Design Consultants www.hospitalitydesign.biz	Joel Miron jmiron@hospitalitydesign.biz	\$28 million	\$28 million	8	Nationwide, International	Economy, extended stay, upper-upscale
Hospitality Purchasing Consultants	Bill McBain bill@hospitalitypurchasingconsultants.com	\$12 million	\$36 million	3	Nationwide, International	Upscale, upper-upscale
Innvision www.innvision.net	Sales sales@innvision.net	NA	NA	350	Nationwide	Midscale w/o F&B, extended stay, all-suite
Integrated Services Corp. www.iscnyc.com	Ira Slade islade@iscnyc.com	\$80 million	\$80 million	12	Nationwide, International	All-suite, upscale, upperupscale
Martin Stringfellow Assoc.	Martin Stringfellow amy@mbsco.com	\$50 million	\$50 million	15	Nationwide	Upscale, upper-upscale, resort
Neil Locke & Associates www.neillocke.com	Neil Locke nlocke@neillocke.com	NA	NA	15	All	Upscale, upper-upscale, resort
The Parker Company www.parkerinternational.com	Douglas Parker dparker@parkerinternational.com	\$315 million	\$345 million	18	International	Economy, midscale w/o F&B, all-suite
Patten Purchasing pattenpurchasing.com	Lori Patten   loripatten@sbcglobal.net	NA	NA	6	Nationwide, International	Economy, midscale w/ F&B, midscale w/o F&B
The Pride Hotel www.pridehotel.com	Vidhu Sharma corporate.purchase@pridehotel.com	NA	NA	5	Nationwide, International	NA
Procurement Consortium www.procurementconsortium.com	C. Palmer Hill info@procurementconsortium.com	\$12 million	\$18 million	3	Nationwide, international	Economy, midscale w/ F&B, midscale w/o F&B
Project Dynamics www.projectdynamics.com	Steven Luce sluce@projectdynamics.com	NA	NA	14	International	Upscale, upper-upscale, resort
Purchasing Associates www.painy.com	Greg Loh gloh@painy.com	\$30.3 million	\$31.2 million	14	Nationwide, International	Economy, midscale w/o F&B, extended stay
Purchasing Management International www.pmiconnect.com	William Langmade blangmade@pmiconnect.com	\$182 million	\$182 million	31	Nationwide, International	Midscale w/ F&B,
Ramsey Purchasing www.ramseypurchasing.com	Jennifer Ramsey debra@ramseypurchasing.com	\$29 million	\$29 million	12	Nationwide	Upscale, upper-upscale, resort
Regency Hospitality Group www.regencyhospitality.com	Joel Merbaum joel @regencyhospitalitygroup.com	NA	\$1 million	2	East Coast	NA
Source1 Purchasing www.source1purchasing.com	Scott Hoffmire scott.hoffmire@source1purchasing.com	\$100 million	\$120 million	850	Nationwide, Canada	Midscale w/o F&B, up- scale, upper-upscale
Steckroth Hospitality Group www.steckrothhospitalitygroup.com	Bill Steckroth info@steckrothhospitalitygroup.com	\$27 million	\$27 million	17	All	Midscale w/ F&B, up- scale, upper-upscale
The Stroud Group www.stroudgroup.com	Marjorie Waldman marji@stroudgroup.com	\$80 million	\$80 million	28	Nationwide	Midscale w/ F&B, up- scale, upper-upscale
Summa International www.summainternational.com	Bryce Sprecher contact@summainternational.com	\$50 million	\$50 million	25	Nationwide	NA
Sysco Guest Supply www.guestpurchasing.com	Allen Worley aworley@guestsupply.com	NA	NA	NA	Nationwide	Midscale w/o F&B, extended stay, all-suite

NA means not applicable or not answered.



Lit on all four sides with a sleek silver leaf frame, makes the Marquis© both contemporary and stylish. Available in custom sizes and finishes. Overall size as shown: 32 x 50 inches.



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  - Receivership

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#### **KEY EXECUTIVES**

Brent Lynch, Principal/Executive VP E-mail: blynch@hfsc4.com

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## HFS Concepts 4 Guides Designs & Procurement

Over 30 years ago, the firm that is now HFS Concepts 4 was founded by three industry veterans who wanted to bring a more all inclusive design and procurement approach to the hospitality industry. Over the years, the offerings have grown - bringing new meaning to the term "turnkey", what we call ONePOINT – a single point of accountability. With enhanced initiatives and accelerated growth, the firm has gained noted recognition for work in the United States and abroad and today is one of the largest design firms in hospitality showcasing a diverse project mix and staff that can accommodate complex, all-encompassing projects.

With an emphasis on the total design solution, HFS Concepts 4 brings together the disciplines of architecture, interior design, procurement, construction management and capital-expenditure planning to enable clients to realize their vision for virtually any hospitality project. Through our integrated services, we become a strategic

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HFS Concepts 4 is an international design-build firm with offices in Los Angeles and Shanghai.





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E-mail: bill@hospitalitypurchasing consultants.com

# Hospitality Purchasing Consultants

Hospitality Purchasing Consultants (HPC) is a boutique FF&E purchasing firm that provides a high level of attention and service to our clients.

HPC acts as a fiduciary agent for our clients and charges a flat fee for our services. HPC specializes in luxury resort hotels, resort condominium projects and full-service hotels.

Current project locations include Rome, Brussels, Quebec, Melbourne, Los Angeles, Seattle and Washington, D.C.

HPC also provides FF&E valuation, technical advice, due diligence and consulting

services to lenders and hotel ownership groups.

Bill McBain is the President/ Founder of Hospitality Purchasing Consultants and has 10 years of hotel sales/management experience along with 14 years of hospitality FF&E purchasing experience.

HPC is based in Highlands Ranch, Colo.



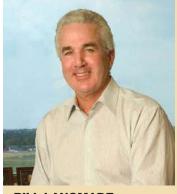
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## purchasing profiles



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# Purchasing Management International L.P.

PMI, founded in 1993, has globally sourced, purchased and installed more than \$1.5 billion of furniture, fixtures and equipment for hotels, resorts and casinos worldwide. Headquartered in Dallas with offices in Las Vegas and Bangalore India, PMI provides a global network of vendors ensuring seamless acquisition, project coordination and job cost control. PMI is on the forefront of green business practices. President/Owner Bill Langmade is a LEED Accredited Professional designated by the U.S. Green Building Council and has recently assisted in

the LEED certification of the Sheraton Convention Center Hotel Puerto Rico. Recently PMI has been engaged at the Ritz Carlton Dove Mountain Tucson. The Trump Waikiki, Honolulu, The Sheraton Gateway Bangalore, India, City Center, Las Vegas, Hilton Convention Center, Columbus, Ohio, and several Embassy Suites for the John Q

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www.ramseypurchasing.com

# Ramsey Purchasing

Ramsey Purchasing is a San Francisco-based firm, specializing in Furniture Fixtures and Equipment (FF&E) purchasing management services and related consulting for the hospitality industry. Ramsey Purchasing is committed to leading the effort to provide sustainable choices to owners and designers for interiors that are healthy, productive places; are less costly to operate and maintain; and have a reduced environmental footprint. Operating as a feebased company since 1987,

Ramsey Purchasing assists the hospitality owner by ensuring that the best value is obtained for each product and that full disclosure is made of product availability and pricing. The project design is honored with a high level of respect. In all cases the project remains to the best interest of the owner, operator and guests.



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# Project Dynamics, Inc.

Project Dynamics, Inc. is a privately held, joint venture between David Shulman and Paul Jones (PJ). Established in November of 2000, Project Dynamics was created to provide comprehensive professional FF&E and OS&E consulting, procurement and expediting services, while maintaining the highest ethical business practices in the industry. Over the past ten years, Project Dynamics has grown into a company with over 30 employees; working out of our three offices in Las Vegas, Los Angeles and our newest office in Hong Kong. Our global presence has us working in the U.S., Canada, Mexico, South America, the Caribbean, Europe and Asia. With a specialty in the

highly designed independent, luxury and mega resort markets, Project Dynamics has carved its own unique niche in an already niche-type business. Challenging, unique and highly specialized projects that many companies shy away from are the ones that most intrigue Project Dynamics. Thanks to continued support from our clients, the designers and architects with whom we've worked and the vendor community, Project Dynamics' future



# Liven up the bath with innovative products

ven in the most challenging economy, new bathroom product and design innovations are shining at the major hotel and residential conventions this year. Electronics, showering, accessible design, more luxurious therapies and the "greening of bath" are at the forefront of the trends.

#### **Electronics**

I predicted several years ago that electronics would become dominant in bathroom innovations. just as they lead the way in today's guestrooms. Simple things like the nightlight under the vanity with a labeled wall switch have become the norm in five-star hotels. New electronic products such as dimmable back-lit mirrors continue to change the game. Showers are going digital and can be operated by waterproof remote control with preset programs for a high-end luxury shower experience. One manufacturer makes lighted lavatories to create soothing ambience. The LED lighting system also has light color on the drain from blue (cold) to red (hot) so you know what the temperature is before you touch the water. Another company sells magnification mirrors and lights with energy-saving LEDs, which last 50,000 hours before replacement.

#### **Showering systems**

Showering is a high point of the hotel guestroom experience. There are systems available with chromatherapy (light/color) combinations



**Peter Schor**Dynamic Results
pschor@dynamicresultsinc.com

that integrate light with a steam selection of colors ranging from blue to red. Complete with electronic chromalogic for single or rotating color selection, they feature multiple vapor-sealed, low-voltage, high-performance LED light modules.

Something else we're seeing in the shower stalls are linear shower drains. They are clean and unobtrusive and eliminate the need for a center shower drain. You can put the drain at the back and in the sides. Studies show that women hotel guests do not like to stand over the drain.

#### **Surfaces**

New materials in the bath give designers lots of options, including new and vibrant color glass tiles, glass mosaics, braided glass mosaics, stained glass and much more. For shower walls, custom designs are not as pricey as they sound. There are surfaces available made of 75 percent recycled content composed of post-industrial or post-consumer materials and bound by an envi-

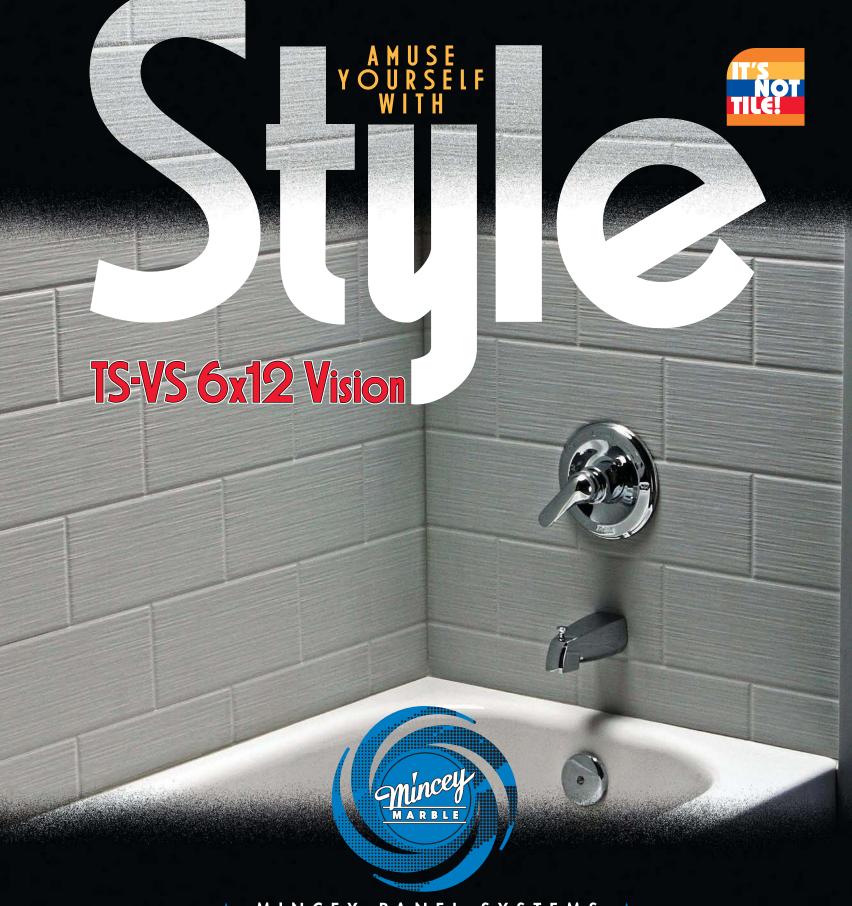


ronmentally friendly resin, which comes in part from corn oil.

What new electronics will be a part of future bathrooms? I strongly believe we'll see electric floor warming and, yes, a "body dryer," which I've talked about over the last two years, is being launched as you read this!

Peter Schor is a writer, lecturer, trainer and consultant. He can be reached at pschor@dynamicresultsinc.com.





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#### School of Hotel Administration

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THANKS FOR COMING



L to R Jill Kobus Johnson, Lee Pillsbury, Dean Michael Johnson, Stacy Silver, Chuck Feeney, Jonathan Tisch and Matthew Waddell.



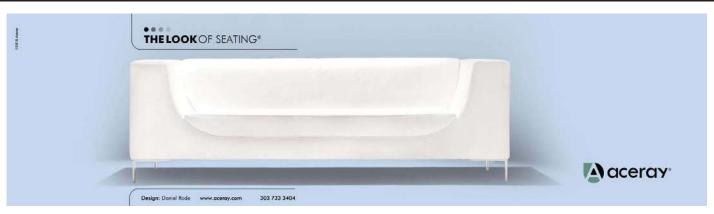
L to R President David Skorton, Sol Kerzner, Chuck Feeney and Dean Michael Johnson.

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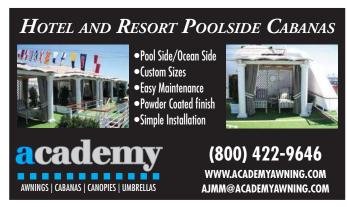


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Harry Wheeler estimates he has worked on more than 500 hotel projects in his 18 years as an architect. Since becoming principal and part owner of Group One, he has overseen such prominent projects as Kimpton Onyx in Boston and suite-level restaurants at TD Garden. He earned LEED AP status in October 2009.

#### Friends describe me as

Fun, dedicated, caring, outgoing

#### **Currently reading**

"Devil in the White City" by Erik Larson

#### My dish

Sunday morning pancakes with the kids

#### My drink

Grey Goose and tonic with a lime

# Harry Wheeler

TO ME. HOSPITALITY MEANS a friendly and welcoming experience. A design that takes you to a place away from the norm, and people who help enhance that experience.

MY IDEAL SATURDAY CONSISTS OF a long motorcycle ride and time with my family, not necessarily in that order.

**I GET CREATIVE INSPIRATION FROM my** everyday experiences. Whether it is travel, the changing of the seasons, or seeing the world again through the eyes of my children, inspiration is everywhere.

MY FAVORITE HOTEL for sheer relaxation is the Four Seasons in Great Exuma; for an amazing retreat, MacArthur Place in Sonoma; for sheer false opulence, The Venetian in Las Vegas.

hierarchy to design, whether it is exterior or interior. Even the most complex designs have a defined order to the chaos.

**OVERDONE IN ARCHITECTURE TODAY IS** overcomplicating the details. Some of the most beautiful details in architecture are the simplest.

MY FAVORITE ARTIST IS Leonardo Da Vinci; a painter, sculptor, architect, musician, scientist, engineer, inventor and writer. The true Renaissance man.

MY FAVORITE MATERIAL TO WORK WITH IS pencil and paper. To be able to craft a thought into a drawing that can be something more is an amazing gift. To think that same drawing, once a thought, can be built and become a landmark for generations to enjoy is truly humbling.

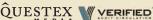
MY ADVICE TO YOUNG HOSPITALITY ARCHITECTS IS to do what you love and travel as much as possible. The best part of the hospitality industry is experiencing as much of it as possible, wherever that may take you.

#### THE MOST IMPRESSIVE ARCHITECTURAL SPACE I'VE SEEN IS La Sagrada Família (in Barcelona). Out of all the breathtaking and memo-

rable spaces I have seen, the memories I have from here are the most vivid.

> **MY GREATEST CAREER ACHIEVEMENT IS** also the scariest: The day I became an owner

of my firm. I am hopeful there are many more great achievements to come.



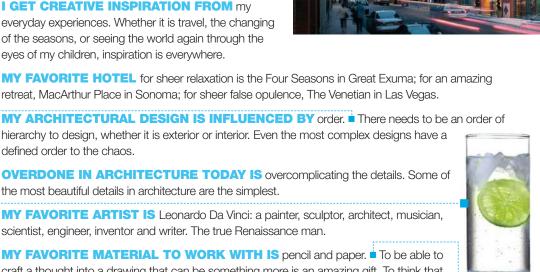
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