



HOTEC Design⁰⁹
North America

June 11 to 14, 2009 The Langham Huntington Hotel, Pasadena, California

A Review of **HOTEC Design North America 2009**

June 11th through 14th, 2009 is marked the 6th North American HOTEC event which brought together 200 delegates.

HOTEC North America is an innovative 3-day forum of pre-scheduled appointments, between senior executives from the hospitality industry and suppliers to talk business and network in a way that is simply not possible at trade shows and conferences. A frequent shared comment was "The one-on-one format is a more personal, valuable and productive way to conduct business with high quality buyers and suppliers."

HOTEC DESIGN is a meeting forum between senior decision makers from hotels, resorts, casinos, cruise lines, design, purchasing and management companies to meet by appointment industry manufacturers and suppliers from over 25 different categories who service the marketplace. Each day is planned in a way that allows attendees to meet, either through arranged meetings or through some of the special team building activities and networking sessions.

To reserve a place at **HOTEC Design 2010 North America**
or for more information please contact: **Rob Shannon, HOTEC Director**
Tel: 603 529 0077 Email: info@hotecna.com www.hotecna.com

HOTEC North America 2009 consisted of:

Seminar Program

The event kicked off with a seminar program which consisted of two parts:

Part I - A presentation by the world's leading hospitality design firm, Hirsch Bedner Associates. "Around the World in 80 Hotels -A Geographic Tour of Luxury Hotels and Resorts" was presented by Lemor Moses - Public Relations & International Communications and Thomas Johnson - Marketing and Business Development of HBA. They gave a colorful and insightful tour of the global reach of the hospitality market.

Part II - Keynote speaker Jamie Drake of Drake Design Associates, discussed the sensory impact of color charged environments. This Interior Design Hall of Fame member explained how he uses the palette to invigorate a space for maximum effect, how he plays with tonal temperatures and creates exciting experiences.

Meetings

There were over 1400 one-on-one meetings between the buyers and suppliers who had pre-selected who they wanted to meet and also met each other informally through the many networking sessions over the 3 days.

Supplier Showcase

In addition to the one-on-one meetings program, there was also a showcase where each supplier had a tabletop presentation for buyers to visit and gave the opportunity for additional networking time with delegates that did not have the opportunity to meet.

Teambuilding

The objective of the teambuilding was for delegates to get to know one another on a "level playing field" in a very informal, relaxed and fun environment. Delegates were split into teams of carefully selected buyers and suppliers to compete in unique "NASCAR" teambuilding event which consisted not only of designing and building a car, but promoting it and racing it against the other teams. This event really brought out the creative and COMPETITIVE side of the delegates!

The Outcome

The overwhelming feedback from everyone that attended, pointed to **HOTEC DESIGN** being extremely productive, unparalleled value for money and more enjoyable than any other industry event.

Below are lists of the buyers and suppliers who attended, their feedback and some information on next year's event.

BUYERS AT HOTECH DESIGN North America 2009

ACG North America, Inc
Ameristar Casinos
Baker Design Associates
Becwood Purchasing
Benjamin Brothers
Braeside Design
Beyer-Brown & Associates
Broadmoor Hotel
Campion Platt Architects
Canoe Hospitality
Cauhaus Design
Chase Associates LLC
Choice Hotels International
Cole Martinez Curtis & Associates
CORE Architecture & Design
CPD - Contract Purchasing & Design Inc
Design Duncan Miller Ullmann
Design Group Carl Ross
Designs of the Interior (DOTI)
DiGuseppe Architect Inc
Donna Watson-Rossmoore Designs
Flick Mars
Forrest Perkins
Fourth Dimension Designs Inc
Gensler
Hawaii Hotel Consultants LLC
Heritage Hotels & Resorts
Hersha Purchasing and Design
HFS Concepts 4
Hirsch Bedner Associates
Horizon Project Advisors
HPG International
IHG - InterContinental Hotels Group
Inland American Lodging Advisor, Inc
KL Designs & Associates
L2 Studios
LA Purchasing
Leo A Daly
Linda Snyder Associates
LJB Interior Design, Inc
Marbry Purchasing Int.
Montgomery Roth Architecture & Interior Design LLC
Morris Architects
NCQ Design Inc
Niemann Interiors
Norwegian Cruise Line
orcutt I winslow
Palace Resorts
Patricia McClintock Assoc.
Patten Purchasing Llc
Paul Furia Consulting Inc
Purchasing Solutions International Inc
Red Lion Hotel Corporation
Ricca Newmark Design
Rush Hospitality
Starwood Hotels & Resorts Worldwide Inc
Stonebridge Companies
The Gettys Group
Thunderbird Entertainment
Warwick International Hotels
Westmont Hospitality Group
Wimberly Allison Tong & Goo
Yates-Silverman Inc
zeff design
ZMC Hotels

For lists of delegates confirmed for current events please contact **Rob Shannon:**
rob@mcleaneventsinternational.com

What the Buyers said about **HOTEC DESIGN** North America 2009

HOTEC brings together top industry decision makers with motivated knowledgeable suppliers in a relaxed environment that affords all attendees an opportunity to form life long professional and personal relationships.

Steven Prestash, ACG

I was skeptical at first - but now I'm sold. Meeting people over the course of three days in multiple settings helps to build lasting relationships. It was much more valuable than attending a conference and returning with a pile of meaningless business cards.

Russ Sanders, AIA - orcutt | winslow • architecture • planning • interior design

A great event for learning, networking and building relations. I thought it was a valuable use of my time.

Matt Thursam, Disney World Services

A first class forum to meet both suppliers and peers in the hospitality industry.

May Lui, Fairmont Hotels & Resorts

HOTEC exceeded my expectations - it is a great venue to renew past business acquaintances - and create new business relationships for the future.

Fran Fannin, Starwood Hotels & Resorts Worldwide

Much more rewarding than the usual design shows that tend to be overwhelming with too many suppliers.

Eleanor Miller, Sandals Resorts International

I found it one of the best ways to make meaningful contact with suppliers who could help our company. Typical trade shows are just not the venue for in-depth conversation, targeted questions, and meaningful answers.

Sue Wade, The Ritz-Carlton Hotel Company

Another great event from which I have met some great folks and have already begun communicating with.

Tarlene Davis, HPG International

I really enjoy the one on one sessions with the suppliers. The relationships that are newly made, or strengthened during these meetings are invaluable to both parties. You just can't get this quiet, uninterrupted face time at large hospitality exhibitions.

Cathie Pritchard, Higgins Purchasing Group

By far - **HOTEC** is more productive and enjoyable than any of the big hotel conventions.

Cathie Pritchard, HPG International - LLC

Excellent event for buyers to discover changes and growth of known suppliers. The venue provides buyers and sellers the ability to quickly access potential new relationships.

Linda Horton, Marriott Vacation Club

HOTEC is an efficient way for senior level buyers and suppliers to meet in an elegant and focused manner, where each can learn more about the other to build the relationships that are so important in business.

Tim Levin, Marriott Vacation Club

HOTEC Design is a "cut through the clutter" method of meeting decision makers in a nice and enjoyable environment. Attendees are focused on our hospitality industry.

Cliff Oxford, DOTI Global Sourcing

One of the most enjoyable and knowledgeable networking events I have been to. It's the friendship and relationships you make that keeps everyone coming back. As well as the business that shall come about from this event itself.

I found it to be the best networking event to attend.

Alma Rodriguez, Bilkey Llinas Design

Visit www.hotecna.com to view the details of how **HOTEC** works and the event program.

SUPPLIERS AT HOTECH DESIGN North America 2009

Academy
Applied Textiles Inc
(Exclusive distributor of Nanotex)
Architectural Custom Design
Armourcoat
Art Source L.A, Inc
Assa Abloy Door Security Solutions
B. Lazarus Inc
Bowers & Wilkins
Cambridge Weavers
Carnegie
Caroma
Coast Drapery / Hunter Douglas Hospitality
Danze & Fusion Hardware Group
DECOLAV & Suite Simplicity
Dornbracht
Down Inc
Drake Design Associates
Dura Undercushions, Ltd
Electric Mirror
Elkay / phylrich
Environmental Graphics
Evolve Guest Controls
Fabricut Contract
Global Allies LLC
Grosfillex Contract Furnishings
Hallmark Lighting
Hanseatic Bedding Products, Inc
Harbor Linen
Hirsch Glass Corp
Infanti - Brand Chairs & Stools
Installation Service Group
Jay Dash International
Kettal
Kimball & Young Inc
Kingsdown
Klafs USA, LLC
Kravet Contract LEDES C4 S.A.
Lexmark Carpet Mills Inc
Living Earth Crafts
LOC International
Luzern Limited
Mascioni Hospitality Inc
Mason Contract Products
Meridien Accents / Meridien Marketing Group
Moen Incorporated
MTS Seating
NLP Furniture Industries
Northern Feather
Pedley Furniture
Precor Inc
Rausch Classics USA
RenoSys Corporation
RJF Hospitality Network / Metro Wallcovering
Robert Allen Contract
Safemark Systems
Sealy Mattress Company
Senova Seating
Serta International
Shafer Commercial Seating
Shanghai Star Hammer's Furniture, Ltd
SK Textile Inc
Ski and Sea International
Smith & Hawken
Star Trac
Tai Pan Lighting
TeleAdapt Inc
The Art Collector
Top Brass Lighting
TruStile Doors LLC
TUUCI
Universal Companies
Vaughan Benz
Villeroy & Boch AG, Bathroom and Wellness Division
Weaver Manufacturing
Zenith International

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What the Suppliers said about **HOTEC DESIGN** North America 2009

HOTEC is by far one of the most productive industry events in terms of establishing meaningful business relationships.

Marguerite Means, Deljou Art Consulting

One of the best networking occasions I have ever participated in. Everybody is there for the exact same reason, and therefore it is understood and expected.

Thomas Lum, StaiArt International Ltd

I met so many people I would have not had the opportunity to meet otherwise. I am looking forward to the new business relationships that we have started.

Karen McMurray, HF-Collection

HOTEC provided business contacts that would have taken months to arrange and establish. It was informative and professionally organized.;

Wendy Foisy, KWC America Wendy Foisy, KWC

I think it's a wonderful forum for meeting decision makers in the hospitality industry.

Where else can you meet and talk with 30 - 50 architects/designers/owners in 2 days?

Mark C. Williams, TruStile Doors LLC

HOTEC still reigns supreme in its ability to attract renowned buyers in one locale. This is such a huge benefit for suppliers to achieve this much sought after face to face time.

Tony Lopez, Panaz USA Inc

I enjoyed it very much as always - it was worth the trip to meet quality buyers as well as quality suppliers.

Jean-Guy Groleau, LOC International

The ability to spend face to face time with some of the key players in the industry without interruption is a very valuable sales tool that cannot be underestimated.

Jonathan Larkin, Trinity Lighting

We met - we communicated - we enjoyed.

Wish we could enjoy our business life like **HOTEC Design 2009**.

Connie Ye, Shanghai Star Hammers Furniture, Ltd.

HOTEC is a great medium to present your company to the key decision makers within the Hospitality Industry. Not only do you develop strong business relations but friendships also.

Karl Lennon, Armourcoat Surface Finishes

HOTEC Design 2009 in Pasadena provided an intimate setting for buyer and seller to meet and get to know each other. It will undoubtedly help future business.

Jim Hesterly, Hallmark Lighting

It was a great experience and for us, a new way to market and show the decision makers our product as well as get to know us in person - which I think is an absolute in this tech age.

Francine Ellman, President Art Source L.A. - Inc.

This is an excellent way to meet more personally potential buyers and specifiers that you might occasionally meet for two minutes at the big shows.

James Wilson, Dura Undercushions Ltd.

HOTEC 09 supplied a good base to talk openly with buyers having initially removed the barriers for communication.

Alan Pedley, Pedley Furniture International Ltd

I met with more decision makers in the industry in 3 days than I could have traveling for 6 months.

Katie Mears, KWC America Inc

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HOTEC Design North America¹⁰

PROVISIONAL SCHEDULE

June 10 to 13, 2010
at The Ritz-Carlton Key-Biscayne, Florida

Thursday June 10 Arrival Day

19:30 Welcome Dinner

Friday June 11

07:30 - 08:25 Continental Breakfast
08:30 - 10:00 Seminar Program
10:00 - 10:10 Registration desk opens, delegates to collect final meeting schedule
10:15 - 12:40 One-on-One Meetings.
Suppliers & Buyers have 20 minute pre-scheduled meetings.
12:45 - 13:35 Lunch
13:40 - 15:40 One-on-One Meetings
16:30 - 18:30 Teambuilding Event
18:30 - 20:30 Drinks & Buffet Reception

Saturday June 12

07:50 - 08:50 Continental Breakfast
08:55 - 10:30 One-on-One Meetings
10:35 - 10:50 Coffee Break
10:55 - 12:55 Suppliers Showcase
13:00 - 14:00 Lunch
14:05 - 15:40 One-on-One Meetings
15:45 - 16:00 Coffee Break
16:05 - 17:40 One-on-One Meetings
17:40 - 19:30 Free Time / Networking
19:30 Pre-Dinner Drinks & Farewell Dinner

Sunday June 13 Departure Day

Free day to enjoy resort and departure of delegates

HOTEC Office

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MCLEAN EVENTS AROUND THE WORLD

Please indicate below which events may be of interest to you
and fax this back to **603 484 9154**



SPATECSpring¹⁰
North America

North American Spa & Beauty Industry
February 25 – 28,
The Ritz-Carlton Key Biscayne, Key Biscayne, FL
www.spatecna.com



SIBEC⁰⁹
North America

North American Health & Fitness Industry
September 10 – 13
The Langham Huntington Hotel, Pasadena, CA
www.sibecna.com



HOTEC Operations¹⁰
North America

**North American Hospitality Industry –
Operating Supplies and Food & Beverage**
March 25 – 28
Ritz-Carlton Lake Las Vegas, Henderson NV
www.hotecna.com



SPATECFall⁰⁹
North America

North American Spa & Beauty Industry
September 23 – 26
The Ritz-Carlton, Lake Las Vegas, NV
www.spatecna.com



SPATEC¹⁰
Europe

April 14-17
Le Meridien Lav, Split, Croatia
www.spateceu.com



HOTEC⁰⁹
Europe

European Hospitality Industry
September 30- October 3
Intercontinental Aphrodite Hills Resort Hotel Cyprus
www.hoteceu.com



HOTEC¹⁰
Middle East

May 7-10
venue to be confirmed
www.hotecme.com



SIBEC⁰⁹
Europe

European Health & Fitness Industry
November 4-7
Le Meridien Lav, Split, Croatia
www.sibeceu.com



HOTEC Design¹⁰
North America

June 10 – 13
Ritz-Carlton, Key Biscayne, FL
www.hotecna.com



HOTEC⁰⁹
Asia

Asian Hospitality Industry
October 14-17
Sheraton Towers, Singapore
www.hotecasia.com

One of the team members will contact you in the coming weeks to discuss your interest.

Thank you

McLean Events International

Your Contact Details: (Please print clearly)

Company: _____

Name: _____

Email: _____

Tel: _____ Cell: _____