



HOTEC Design¹⁰
North America

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

A Review of **HOTEC Design North America 2010**

June 10th through 13th, 2010 is marked the 8th North American HOTEC event which brought together over 150 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 2011 North America** or for more information please contact: **Tony Lopez, HOTEC Director Tel: 404 518 4099**
Email: tony@mcleaneventsinternational.com www.hotecna.com

HOTEC North America consisted of:

Seminar Program

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

Part I - Our first speaker, Lawrence Brill, Sr. , International Trade Specialist, US Dept. of Commerce, gave a presentation on "Exporting for Profit - If Not Now, When? Export Opportunities for Hotel Suppliers and Designers."

Part II - Our second speaker, Dina Belon, Principal and Owner of Rush Hospitality, gave a seminar on "What Does Sustainability Mean? And How Do You Implement Sustainable Practices" After the seminar, there was a round table discussion. Delegates were encouraged to share ideas and experiences on the subject of "Sustainability."

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 a unique "Drummin' in the Sun" team building event hosted by the Drum Cafe. Each delegate was given an African drum and within 15 minutes the entire group was making music together. Later in the event, the teams split up to create their own music to present to the group. We really saw the creative and competitive side to our 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 2010

ADM Associates Inc
Aileen Canta Consulting, Inc
Best-Santos Studio
Beyer-Brown & Associates
Broadmoor Hotel
Cagley & Tanner Design
Chase Associates LLC
Cole Martinez Curtis & Associates
Creative Design Concepts
Cunningham Group Architecture
d-ash design inc
Deborah Gear Interior Design
Design Directions International
Design Poole
EDI Architecture
Felcor Lodging Trust
Feltus Hawkins Design
Flick Mars
Forrest Perkins
Four Seasons Hotels & Resorts
Fourth Dimension Designs Inc
Gensler
Gettys
Hart Howerton
Hatch Purchasing Corp
HFS Concepts 4
HOK Architects
Horizon Project Advisors
HPG International
Jennifer Termini Design
Johnson David Interiors
JungDesigns Inc
Kay Lang & Associates
Linc Hospitality
Linda Snyder Associates
MACCI Design Studio
Makai Sales
Marriott International
Montgomery Roth Architecture
Norwegian Cruise Line
orcutt I winslow
Patricia McClintock Assoc.
Remington Hotels
Ritsick Design Associates LLC
Rosewood Hotels & Resorts
Rush Hospitality
Sonka Stultz Design, LLC
Stueber Procurement Group Inc
Van Dresser Company
VOA Associates
Westlake Reed Leskosky
Wyndham Worldwide
Yates-Silverman Inc

For lists of delegates confirmed for current events please contact **Tony Lopez:**
tony@mcleaneventsinternational.com

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

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

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 2010

Allegro Classics
Armourcoat
BOCCI
Chapman Hospitality Lighting
Dornbracht
Down Inc
Ego Paris
Faulkner + Locke Inc
Global Allies LLC
Grohe America
Hanseatic Bedding Products, Inc
HansGrohe Inc
HG Cifial USA
HG hi.global /Linefriends
HG Recer
HG Viriato Hotel Concept
Hirsch Glass Corp
IE Design Studio Furniture
IE Falcon Incorporation Pte Ltd
IE Formula 1 Furniche PTE LTD
IE Singapore
IE Unicane
Jay Dash International
Kettal
Kimball & Young Inc
Kravet Contract
Lasvit, Inc
Les Jardins USA, Inc
Luxury Lifestyles Inc
Luzern Limited
Mascioni Hospitality Inc
Maxwell Rodgers Fabrics
MB Quart
Meridien Companies
MTS Seating
Palecek
POINT SL
Precor Inc
Rausch Classics USA
Robert Allen Contract
room 360 by FOH
Safemark Systems
SafePlace In-Room Safes
Sealy Global Hospitality
Serta International
Shafer Commercial Seating
Standard Textile Company, Inc
TUUCI
Universal Companies
Vaughan Benz
Via Motif
Worldwide Draperies

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

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 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

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

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.

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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MCLEAN EVENTS AROUND THE WORLD

Please indicate below which events may be of interest to you
and fax this back to **404 348 0255**



September 2-3 2010
Grange St. Paul's Hotel, London
www.confecgreen.com



June 8-11 2011, Venue TBC
www.hotecna.com



February 3-6 2011, Venue TBC
www.confecred.com



September 23-26 2010, The Chateau Elan
Winery & Resort, Braselton, Georgia
www.sibecna.com



June 23-26 2011, Venue TBC
www.confecblue.com



November 3-6 2010, Grande Real Santa Eulalia,
Portugal www.sibeceu.com



October 6-9 2010, The Grand Real
Santa Eulalia, Albuferia, Portugal
www.hoteceu.com



May 25-26 2011, Marriott Forest of Arden,
Warwickshire, UK www.sibec.co.uk



October 20-23 2010, Shangri-La Tanjung Aru
Resort and Spa, Kota Kinabalu, Malaysia
www.hotecasia.com



September 12-15 2010, The Langham Huntington
Hotel & Spa, Pasadena, CA www.spatecna.com



March 16-19 2011, Venue TBC
www.hotecna.com



March 30 April 2 2011, Venue TBC
www.spatecna.com



April 15-18 2011
Venue TBC www.hotecme.com



May 4-7 2011, Venue TBC
www.spateceu.com

Your Contact Details: (Please print clearly)

Company: _____

Name: _____

Email: _____

Tel: _____

Cell: _____