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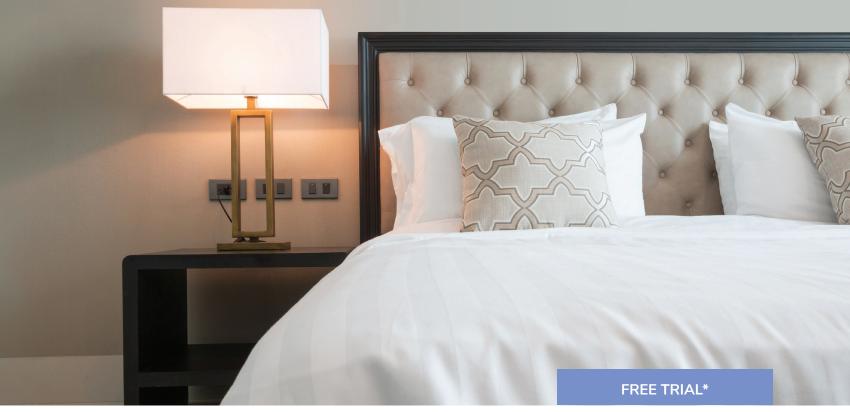
NOVEMBER 10-11, 2019 JACOB K. JAVITS CONVENTION CENTER



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Floor Unit





Ceiling Unit

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HX: The Hotel Experience Powered by AAHOA's show directory is published by Emerald Expositions as a service to attendees. While every effort is made to ensure accuracy, Emerald Expositions makes no guarantees—expressed or implied—related to the information. Information contained herein is subject to change without notice. No part of this publication may be reproduced, stored or transmitted without written permission from Emerald Expositions. For additional information, please visit www.thehotelexperience.com.

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LETTER FROM EMERALD EXPOSITIONS



Welcome to HX: The Hotel Experience Powered by AAHOA!

This year's HX is the first to incorporate a new partnership with the Asian American Hotel Owners Association (AAHOA), whose members own roughly half of the hotels in the U.S.

When we announced the collaboration in April, I talked about the natural synergy of this venture, and more importantly, the benefits it would bring to the hospitality communities we represent. With HX upon us, I'm more convinced than ever that we made the right decision.

Whether you've taken a subway ride or made the trip via plane, train or automobile, we're determined to make your experience at HX worthwhile. You've invested the time, money and energy, and past attendees have confirmed the return: face-to-face interaction cements learning and inspires.

For example, the opportunity to see, dissect and meet the creator of the Foodservice Pioneering Concept (FPC) in person is better than any online description. All-new educational sessions are packed with experts and peers who understand your problems and your triumphs. Up-and-coming hoteliers and other on-the-rise industry professionals can also expand their networks at the first-ever Young Professionals Reception, which will be held Sunday, Nov. 10 at YOTEL New York.

Between an outstanding conference program developed by AAHOA, countless innovative products to see on the expo floor and the incomparable buzz of the Big Apple, there's a lot to take in during your visit to HX. If your schedule permits, I also invite you to visit the co-located BDNY trade fair, as your HX badge includes complimentary access.

The hospitality landscape is highly competitive, but there's optimism and innovation in the air. We strongly believe you've made the right decision in coming to HX and encourage you to take the knowledge you gain to hit the ground running for a successful 2020. Please reach out to me or any of the HX team if there's anything we can do to make your time here more productive and enjoyable.

Best Regards,

KEVIN GAFFNEY

VICE PRESIDENT & GROUP SHOW DIRECTOR

Emerald Expositions



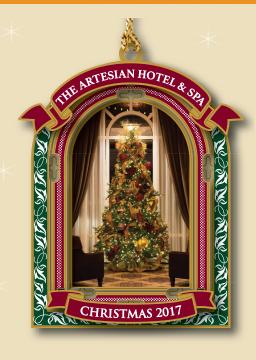
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- Commemorating a special event or anniversary
- Thanking employees

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I FTTFR FROM AAHOA



Welcome to New York City!

We're pleased and honored you're joining us to help reimagine North America's longest-running hospitality trade show.

When AAHOA and Emerald Expositions began exploring a partnership to reimagine HX: The Hotel Experience, we looked to our strengths and how they complemented what the other had to offer. As we hope you'll experience over the next two days, this collaboration—HX: The Hotel Experience Powered by AAHOA—will deliver great exhibitors and industry-leading educational offerings. New York City is a place with something for everyone and is full of unforgettable experiences. We're confident you'll feel the same way about the reimagined HX.

This conference brings together experts in hospitality to equip you with the tools you need to continue thriving in our industry. Our 24 educational sessions will address a wide range of topics that are vital to running a profitable and successful hotel and F&B business. This includes measuring funding and ROI of technology investments, how successful women network, social media marketing plans, opportunities of dual- and tri-branding, modular construction and many others. We're also pleased to bring you the first-ever networking reception for young professionals at HX.

Both AAHOA's and HX's trade shows are known throughout the industry for the opportunities they present to smart hoteliers looking to maximize their potential and their profits. Over the next two days, we urge you to take the time to explore the expo floor, network, and take advantage of industry-leading education and opportunities to learn.

We're so happy you're here to experience this reimagined historic hospitality event, and we hope you take advantage of everything HX and New York City have to offer.

RACHEL HUMPHREY INTERIM PRESIDENT & CEO AAHOA





CONFERENCE & EXPO LOCATION

 Jacob K. Javits Convention Center 429 – 11th Avenue (at 35th Street) New York, NY 10001 212-216-2000

ATTENDEE REGISTRATION

The main attendee on-site registration desk is located on Level 3 in the Crystal Palace and on Level 2 in the North Concourse. Badges may be picked up from any HX or BDNY registration desk or scan-and-go kiosk.

ATTENDEE REGISTRATION HOURS

•	Sunday, November 10	8:00 AM – 5:00 PM
•	Monday, November 11	8:00 AM – 5:00 PM

BADGES

The official registration badge must be prominently displayed at all times for prompt admission to the expo and conference sessions. If you lose your badge, please inquire at the registration desk. Badges are non-transferable and may not be loaned to anyone for any purpose during the event.

BDNY

HX: The Hotel Experience Powered by AAHOA is co-located with the Boutique Design New York (BDNY) trade fair. All HX attendees and exhibitors have access to the BDNY trade fair with your official badge. Access to the BDNY conference is also available for an additional charge.

BUSINESS CENTER (LEVEL 2/WEST OF STARBUCKS)

The FedEx Office will be open during set-up, expo hours and the dismantling period. Whether you need brochures, color prints, signs and banners, a computer workstation, email access, shipping supplies and services, or simple black and white copies, the FedEx Office is here to assist you.

COAT AND LUGGAGE CHECK

Coat and luggage checks are located on Level 2 – North and South Concourse from 7:30 AM – 7:00 PM.

CONCESSIONS AND RESTAURANTS

The Javits Center offers various dining options within the convention center including:

Crystal Palace Starbucks Sunday and Monday	7:00 AM – 6:00 PM
Concourse Starbucks	
Sunday and Monday	8:00 AM – 6:00 PM
• Café (Level 2)	
Sunday and Monday	11:00 AM – 3:00 PM
 Marketplace (Level 3) 	
Sunday and Monday	8:00 AM – 5:00 PM
 Taste of NY and Concourse Café 	
Saturday	

Saturday

The following will be available on the HX expo and BDNY trade fair floor on Sunday and Monday:

 HX Coffee, Wine & Beer Station (HX Expo Floor Booth 1174 -Seating Available)

- BD Bistro (BDNY Trade Fair Floor, URBAN LUSH/Display #2138)
- BD Café (BDNY Trade Fair Floor, Booth # 1680 Seating Available)
- Panini Press Station (BDNY Trade Fair Floor, Booth # 3579 -Seating Available)

CONFERENCE PROGRAM

Attendees must be registered and paid in full to attend the HX conference. You may register at attendee registration. Please remember that photography and video/audio recording are not permitted in any conference session.

EXHIBITOR ON-SITE REGISTRATION

The main exhibitor registration desk is located on Level 3 in the Crystal Palace and on Level 2 in the North Concourse. Badges may be picked up from any HX or BDNY registration desk or scan-and-go kiosk.

EXHIBITOR REGISTRATION HOURS:

_,	HELLOW WE CONTROLLED	10.
•	Sunday, November 10	8:00 AM – 5:00 PM
		(Crystal Palace & North Concourse)
•	Monday, November 11	8:00 AM – 5:00 PM
	3 .	(Crystal Palace & North Concourse)

FIRST AID ROOM

Paramedics are on-site at the Javits Center. For assistance, please contact Javits Center Public Safety at 212-216-2222, or the HX show office on the Level 4B Terrace. Individuals needing medical treatment at a hospital will be transported to the appropriate facility for the situation at hand. Javits Center Public Safety will provide information on where a patient has been transported.

FOODSERVICE PIONEERING CONCEPT

A Taste of Innovation: Experience Duality (and virtual reality) at this year's concept designed by FoodSpace. Through a collaboration between HX, Foodservice Consultants Society International (FCSI) and vendor partners, this design will come to life on the expo floor—complete with interactive demonstrations and samplings. Come join us at booth #1136 to see the working model and experience Duality's flexibility in virtual reality. Flip to page 34 for more information.

HOUSING SERVICES

HX official lodging partner onPeak is available during the expo to assist with any hotel matters during your stay in New York. Call 855-992-3353 for assistance.

MEDIA CENTER

The HX media center is located on the expo floor in booth #1563. The following publications are available:

Boutique Design Hotel Management
Food & Beverage Magazine HOTELS
Foodservice Equipment and LODGING

Supplies (FE&S) restaurant development + design

Hospitality Upgrade (rd+d)
Hotel Business Today's Hotelier
Hotelier Total Food Service

PRESS ROOM

The press office is located on the 4A Terrace.







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VISIT HX BOOTH #1421

MANCHESTER

One of the world's top textile manufacturers with a powerful blend of manufacturing flexibility and expertise focused on uncompromising quality with a relentless passion for innovation.

VISIT BDNY BOOTH #1626

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PARKING

There are a variety of lots near the Javits Center, ranging from 24-hour, seven days a week to more limited service. There is no parking available at the Javits Center. See Guest Services on Level 3 in the Crystal Palace for a listing of nearby parking options.

SAVE THE DATE: HX 2020

Sunday, November 8 – Monday, November 9, 2020 Jacob K. Javits Convention Center, New York, NY Interested in exhibiting? Inquire at the show office on the Level 4B Terrace.

SHOW DAILY

Produced by Hotel Business

The official HX Show Daily, which is distributed at all HX hotel shuttle bus stops transporting attendees to the show, in bins located throughout the Javits Center and from the *Hotel Business* booth #1105 on the expo floor.

SHOW MANAGEMENT OFFICE

Office is located on the 4B Terrace.

SHOW REGULATIONS

- HX is a trade only event.
- Persons under the age of 18 are not permitted.
- Badges must be worn by participants at all times.
- A no smoking policy in the building will be strictly enforced.
- Unauthorized solicitations are strictly prohibited. Solicitations of business in the conference sessions are prohibited as well. Please report any such occurrence to show management immediately.
- No refunds will be made for trade fair registrations or special event tickets.
- Non-exhibiting manufacturers and manufacturer reps are charged \$999 to attend the HX expo.
- A limit of three persons per non-exhibiting manufacturer/rep company may attend. HX reserves the right to refuse registration and entrance to any non-exhibitor manufacturer/rep.
- HX expo badges are accepted for entrance to the co-located BDNY trade fair. November 10-11.
- HX: The Hotel Experience Powered by AAHOA is produced and managed by Emerald Expositions and is co-located with the BDNY trade fair, also produced and managed by Emerald Expositions.

SHUTTLE SERVICE

Complimentary shuttle bus service is available for badged HX attendees and exhibitors.

HOURS OF SERVICE:

•	Sunday, November 10	8:00 AM – 12:00 PM
		2:00 PM – 6:00 PM
		(Continuous Service)
•	Monday, November 11	
		2:00 PM – 6:00 PM
		(Continuous Service)

1ST STOP: SHERATON NEW YORK

Boarding Location: On 7th Avenue, between 52nd & 53rd Streets (across from hotel)

2ND STOP: MARRIOTT MARQUIS

ROUTE

2

ROUTE

ROUTE 3-

Boarding Location: On 45th Street side, off Broadway Servicing: Cassa, ROW NYC, Knickerbocker NYC, InterContinental New York Times Square, Sanctuary Hotel New York Times Square

1ST STOP: PENN STATION

Boarding Location: On 8th Avenue, Between 30th & 31st Streets Servicing: The New Yorker, a Wyndham Hotel; INNSIDE New York NoMad; Stewart Hotel

2ND STOP: DOUBLETREE TIMES SQUARE

Boarding Location: On 8th Avenue at 36th Street (northeast corner) Servicing: Renaissance New York Midtown Hotel, Homewood Suites South, Moxy NYC Times Square, Crown Plaza HY36 Midtown Manhattan, EVEN Hotels New York.

3RD STOP: CANDLEWOOD SUITES

Boarding Location: 339 West 39th Street, between 8th & 9th Avenues Servicing: Element, Hampton Inn Times Square South, TRYP Times Square South, Refinery Hotel New York (walk), Holiday Inn Express Times Square, Four Points by Sheraton Times Square West, AC Hotel New York Times Square, DoubleeTree by Hilton Hotel New York Times Square West

1st stop: THE LEXINGTON NEW YORK

Boarding Location: On Lexington Avenue at 48th Street (northwest corner)

Servicing: Doubletree Metropolitan

2ND STOP: GRAND CENTRAL TERMINAL

Boarding Location: On 42nd Street off Lexington Avenue

GENERAL SHOW INFORMATION



SOCIAL MEDIA

y	@HXHotel
0	@hxhotel
f	@HXHotelExperience
in	

SPEAKER READY ROOM (PRIVATE-SPEAKERS ONLY)

Room 2D02/03 - Level 2

EXPO FLOOR

The 2019 HX expo is located on Level 3 of the Javits Center in Hall 3E. The expo floor is open to trade only. No children under the age of 18 will be permitted on the expo floor. Proof of age is required. Professional cameras or video equipment are not allowed on the expo floor.

EXPO HOURS

WHEEL CHAIR & SCOOTER RENTAL

Wheel chairs are available on a first come-first served basis. Mobility Vehicles are also available for rent. Please see Guest Services on Level 3 in the Crystal Palace.

WI-FI

The Javits Center has been fitted with a high-density wireless Internet access system. This service includes complimentary wireless Internet access up to 256K of bandwidth. The Wi-Fi service has been optimized for light business uses such as simple web browsing and email.

HX TEAM

SALES

BETHANNE DOUD	Business Development Manager
KEELI SCHMIDT	Sales Manager

CONFERENCE, OPERATIONS AND MARKETING

LAURA CASKEY	Senior Conference Manager
DERRICK NELLOMS	Director, Operations
KRISTEN NOVICK	Director, Registration Operations
LYNN WHITE	Operations Manager
KYLIE SANDERS	Registration Coordinator
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CASSIE MAURER	Exhibitor Marketing Manager
CHRISTINA GREEN	Marketing Specialist
CHRISTINA MORRISON	Social Media Manager
GREG THOMPSON	PR Director and Newsletter Editor

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	Emerald Expositions
DEB WEBB	Vice President, Operations
	Emerald Expositions

KEVIN GAFFNEY...... Vice President, Emerald Expositions

& Group Show Director

KARA KOBRZYCKI......Vice President, Conference Operations

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GANNON BROUSSEAU..... Executive Vice President, Design Group

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GEETIKA RANA	Vice President Membership & HR
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	Director of Events
	DDirector of Education
HEATHER CARNES	Director of Marketing
STEVE WOLFINGBARGER.	Education Manager
MICHAEL GAITHER	Event Marketing Coordinator
QUINN ROGERS	Education Coordinator



SUNDAY, NOVEMBER 10 5:30 PM - 7:30 PM YOTEL NEW YORK 570 10TH AVE.

YOUNG PROFESSIONALS RECEPTION

NEW THIS YEAR! Co-hosted by AAHOA at Midtown Manhattan's trendy YOTEL lifestyle property, the complimentary cocktail reception will bring together up-and-coming owners, operators, general managers, purchasers and other industry trailblazers who are impacting the future of hospitality.



"As a young professional hotelier, I'm looking forward to the unique trade show and education sessions, and the incredible networking opportunities at the Young Professionals Reception on Sunday, November 10. I hope to see you there!"

Purvi Panwala AAHOA Young Professional Director Eastern Division



"As a young professional hotelier, I'm looking forward to touring YOTEL New York and taking advantage of the incredible learning and networking opportunities at the Young Professionals Reception. I can't wait to see you there!"

Miraj S. Patel AAHOA Young Professional Director Western Division

Must be 21 or older to enter. HX attendees only (excludes student and non-exhibiting manufacturers). You can register for this event at HX registration. Space is limited.







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Introducing SpecSHIELD® Adjustable Food Shields

The unique design of Eagle's SpecShield® Adjustable Food Shields, which holds three separate patents, allows you to easily adjust the height and angle of the glass panels (without the use of tools) to best match your service style. SpecShield® has no holes in glass panels, allowing for flexibility in mounting locations, making installation simpler and allowing for easy adjustments in the field.

Available as self service and cafeteria configurations, SpecShield® food shields bring another unique Eagle advantage to our product offering and offers you a clear benefit over others in the marketplace.

SpecShield® - Another Eagle Advantage..

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UNIQUE PATENTED DESIGN - 3 PATENTS

Patent Nos. 9,538,868; 9,516,958 9,339,131; 9,326,621; 9,723,935



SpecShield™ Food Shields allow easy adjustment of height and angle of the glass panels without the use of tools.



For more details, visit www.eaglegrpnews.com/specshield

Profit from the Eagle Advantage is a trademark of Eagle Group

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SUNDAY, NOVEMBER 10 HX STAGE #1381

TECHPITCH COMPETITION

1:00 PM - 1:45 PM - Finalist Presentations | 3:00 PM - 3:20 PM - Winners Announced

Finding inspiration has never been easier. Watch as exhibitor finalists show off their most impressive, tech-focused products and services in rapid-fire presentations to a panel of industry thought leaders and HX attendees. Winners will walk the stage later the same afternoon. Visit www.thehotelexperience.com to learn more about the competition and this year's judges.

Chanel Evans Grant Co-Owner,

TLC Hospitality Group LLC

Deanna Tin

Senior Platforms Editor Digiday Nicole Peck

Executive Vice President

Heather Carnes
Director of Marketing

Nishant (Neal) Patel

AAHOA Secretary Blue Chip Hotels

SUNDAY, NOVEMBER 10 HX STAGE #1381

EDITORS' CHOICE PRODUCT AWARDS

3:30 PM - 3:50 PM - Winners Announced

Ready to expand your wishlist? Exhibitors were invited to submit their latest and greatest products in five categories (Guest Amenities & Services, Facilities & Maintenance, Food & Beverage, Technology and Design Elements) for electronic review by a panel of esteemed editors from the industry's leading trade publications including:

Green Lodging News

Hotel Business

Total Food Service

Hospitality Upgrade

Hotel Management

Today's Hotelier

MONDAY, NOVEMBER 11 HX STAGE #1381

HANYC SUSTAINABILITY AWARDS

3:00 PM - 5:00 PM - Awards Ceremony

The Hotel Association of New York City (HANYC) Sustainability Committee will highlight sustainability initiatives and celebrate hospitality leaders who have made great strides in promoting, supporting and excelling in green practices during this fifth annual awards program.

MONDAY, NOVEMBER 11 HX STAGE #1381

HX PASSPORT \$5,000 CASH GIVEAWAY

4:20 PM - 4:50 PM

One lucky attendee will leave HX \$5,000 richer! Pick up a passport from registration, visit the six participating sponsors listed below, learn about their products and services and get your passport stamped. Once your passport is full, drop it off at the HX Stage (exhibit #1381). The winner will be drawn on Monday, November 11 at 4:30 p.m. on the HX Stage. You must be present to win.













Booth #1222

Booth #1020

Booth #1463

Booth #1405

Booth #1239

Booth #1475

SPECIAL FEATURES

CHECK IN WITH ANTHONY AND GLENN

Stop by booth #1529 and say hello to Travel Channel's Anthony Melchirorri and No Vacancy podcast host Glenn Haussman. Check show floor signage for a list of guests and times and see a live recording of the hotel industry's leading "Checking In with Anthony and Glenn" podcast.

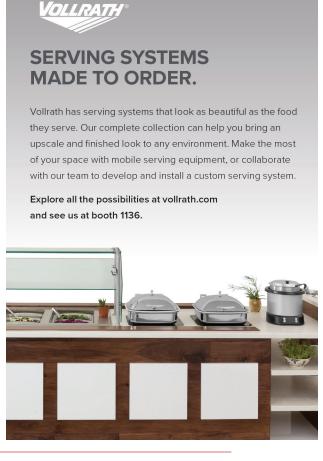






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The Westin Times Square





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HX PASSPORT

HX STAGE

















YOUNG PROFESSIONALS RECEPTION







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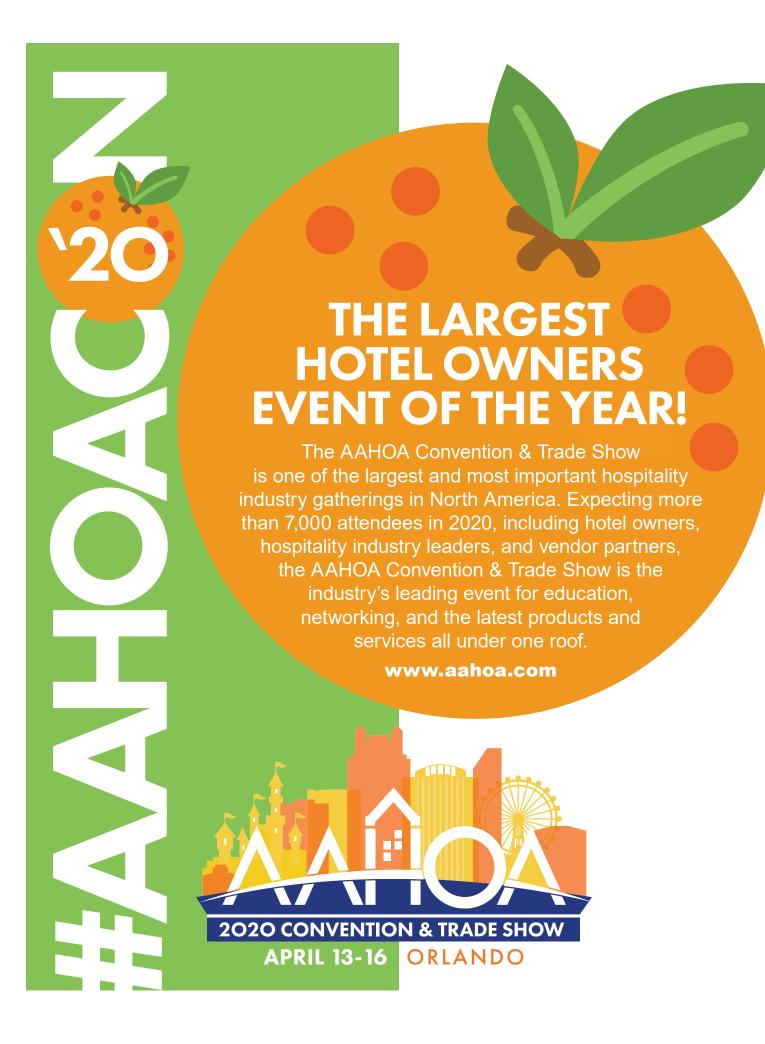










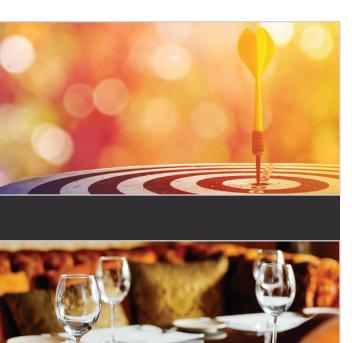




CONFERENCE TRACKS

Leveraging its newly formed partnership with one of the industry's leading associations and educators, AAHOA, the reimagined HX conference has been specifically curated to give attendees the know-how to navigate the evolving hospitality landscape, as well as maximize the opportunities of today's thriving hotel market.

Forget to purchase your conference pass? Conference access can be added to your badge at any of the HX and BDNY registration desks for an additional fee.



DEVELOPMENT

Ready to build your skill set? Learn the benefits of hitting more than one target market while sharing operating costs with multibranded properties, gain an understanding of procurement needs for a modular build, find out what's in the U.S. pipeline and how it could impact your next project, and get the scoop on the ADA-requirement checklist for new construction during these sessions.



What's your recipe for success? These enticing educational panels will provide a how-to on maximizing restaurant profits, creating a successful guest grab 'n' go experience, avoiding food handling mistakes and beating the competition with local flavors.





FINANCE

Let the good times roll. From finding the "REIT" fit and presenting a persuasive deal to potential lenders to budgeting for new construction and preparing to sell your franchised hotel, these sessions will offer owners and developers a masterclass for securing funding and maximizing ROI.

CONFERENCE TRACKS





LEADERSHIP

Listen in while some of hospitality's leading power players share lessons learned from the C-suite. Whether you're climbing the company ladder or building your own business, this track is for you. Hear hotel strategies for success firsthand from Wyndham's CEO, understand the nuances of capitalizing on the rapidly growing cannabis trend to cultivate wellness, get the scoop on how successful women effectively network, and find out how to foster long-term employees and empower the next generation.



OPERATIONS

Keep heads in beds while delivering the ultimate guest experience with these management and marketing tips. Find out how to win over event planners, protect your property through preparation, flip your largest expense into your best investment, boost your brand's social media game and attract local residents to your hotel restaurant in this can't-miss track.



TECHNOLOGY

Blue-sky ideas can have real-world return. Learn how to calculate the ROI of a tech-based investment, leverage new innovations that analyze personnel data and identify psychological profiles to combat labor shortages, and prevent data breaches to ensure guest security.

See the full conference schedule starting on page 22.



CONFERENCE SCHEDULE AT-A-GLANCE

	SUNDAY, NOVEMBER 10, 2019				
	START TIME	END TIME	TRACK	LOCATION	SESSION
10:30 AM	10:30 AM	11:15 AM	FINANCE	ROOM: 1E07	What is the REIT fit?
10:30	10:30 AM	11:15 AM	OPERATIONS	ROOM: 1E08	Top 5 Things Event Planners Want in Your Hotel
11:30 AM	11:30 AM	12:15 PM	F&B/RESTAURANT	ROOM: 1E09	Maximizing Restaurant Profits, Cutting Costs and Assessing Pricing Strategies, Brought to You by HOTEL ROI
11:3(11:30 AM	12:15 PM	TECHNOLOGY	ROOM: 1E10/1E11	Measuring Funding and ROI of Your Technology Investment
12:30 PM	12:30 PM	1:15 PM	F&B/RESTAURANT	ROOM: 1E07	Grab-N-Go for Guest Satisfaction
12:3	12:30 PM	1:15 PM	FINANCE	ROOM: 1E08	The Lender's View: The Construction Financing Landscape of Today and Tomorrow
1:30 PM	1:30 PM	2:15 PM	DEVELOPMENT	ROOM: 1E09	Understanding the Opportunities of Dual- and Tri-Branding
1:30	1:30 PM	2:15 PM	OPERATIONS	ROOM: 1E10/1E11	Emergency Preparedness
2:30 PM	2:30 PM	3:15 PM	F&B/RESTAURANT	ROOM: 1E07	Keep Your Hands Off My Food
2:30	2:30 PM	3:15 PM	TECHNOLOGY	ROOM: 1E08	Maximize HR with Human Capital Technologies
3:30 PM	3:30 PM	4:15 PM	LEADERSHIP	ROOM: 1E09	Planting the Seed: How to Empower the Next Generation
3:30	3:30 PM	4:15 PM	OPERATIONS	ROOM: 1E10/1E11	Labor: How to Turn Your Biggest Expense Into Your Best Investment, Brought to you by HOTEL ROI

CONFERENCE SCHEDULE AT-A-GLANCE

	MONDAY, NOVEMBER 11, 2019				
	START TIME	END TIME	TRACK	LOCATION	SESSION
10:00 AM	10:00 AM	10:45 AM	F&B/RESTAURANT	ROOM: 1E08	Home Grown: Beat the Competition with Local F&B
10:0	10:00 AM	10:45 AM	DEVELOPMENT	ROOM: 1E087	Procurement for Modular Construction
11:00 AM	11:00 AM	11:45 AM	FINANCE	ROOM: 1E09	Budgeting for New Development
11:0	11:00 AM	11:45 AM	LEADERSHIP	ROOM: 1E10/1E11	Interview with CEO Roger Bloss: Coachillin', Cannabis and Cultivating Wellness
2:00 PM	12:00 PM	12:45 PM	LEADERSHIP	ROOM: 1E08	Leadership Q&A
12:0	12:00 PM	12:45 PM	DEVELOPMENT	ROOM: 1E07	Data and Trends in Development
1:00 PM	1:00 PM	1:45 PM	LEADERSHIP	ROOM: 1E10/1E11	How Successful Women Network
1:00	1:00 PM	1:45 PM	OPERATIONS	ROOM: 1E09	Marketing Your Hotel Restaurant to Non-Guests
2:45 PM	2:45 PM	3:30 PM	FINANCE	ROOM: 1E08	Preparing to Sell Your Franchised Hotel, Brought to you by HOTEL ROI
	2:45 PM	3:30 PM	OPERATIONS	ROOM: 1E07	Successfully Strategize Your Individual Social Media Marketing Plan
3:45 PM	3:45 PM	4:30 PM	TECHNOLOGY	ROOM: 1E09	Cybersecurity and Data Breaches
3:4	3:45 PM	4:30 PM	DEVELOPMENT	ROOM: 1E10/1E11	Compliant Construction: Developing with Accessibility in Mind, Brought to you by HOTEL ROI





CONFERENCE SCHEDULE

Sunday, November 10, 2019

10:30 AM - 11:15 AM

Track: Finance Room: 1E07

WHAT IS THE REIT FIT?

MODERATOR

David Eisen Director of Hotel Intelligence

Hot Stats

PANELISTS

Anthony Falor Managing Director National Hospitality Group

Ronak Jani Managing Director/Chairman Ronak Group of Companies

Steve A. Solomon Member

DC Law Firm

Understand opportunities and challenges of REITs in today's market and whether they're the right fit for your next investment.

10:30 AM - 11:15 AM **Track: Operations**

Room: 1E08

TOP 5 THINGS EVENT PLANNERS WANT IN YOUR HOTEL

PANELISTS

Jody Mosley VP of Operations Emerald Expositions

Akshar Patel Senior Director of Conventions AAHOA

What are event planners looking for in a hotel, and what are the best ways to negotiate with them? With the influx of new properties, implement these top five things to help you win this important business segment.

11:30 AM - 12:15 PM Track: F&B/Restaurant

Room: 1E09



MAXIMIZING RESTAURANT PROFITS, CUTTING COSTS AND ASSESSING PRICING STRATEGIES, BROUGHT TO YOU BY HOTEL ROI

MODERATOR

Jena Tesse Fox Associate Editor Hotel Management | Questex Hospitality Group

PANELISTS

Marcus Marshall VP of Restaurant and Bars Hospitality Ventures Management Group (HVMG)

Vincent (Vinny) Mauriello

Managing Partner-Director of Operations Gerber Group

MEASURING FUNDING AND ROI OF YOUR TECHNOLOGY INVESTMENT

Dimitri Mitropoulos VP of Food and Beverage Dream Hotel Group

Join experts to hear common pricing strategy pitfalls and insights on how to cut costs to maximize ROI in your restaurant.

11:30 AM - 12:15 PM Track: Technology

Room: 1E10/1E11

MODERATOR

Neal Patel Secretary AAHOA

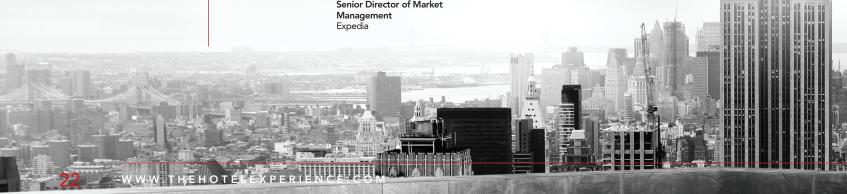
PANELISTS

Alex Shashou Co-Founder and President ALICE

Robert Stevenson

CEO Intelity

Deb Surden Senior Director of Market Explore the pros and cons of different funding models for technology investments, learn how to calculate the ROI of a technology-based purchase and find out the best time to invest.



CONFERENCE SCHEDULE Sunday, November 10, 2019

12:30 PM - 1:15PM Track: F&B/Restaurant

Room: 1E07



12:30 PM - 1:15PM **Track: Finance Room: 1E08**

GRAB-N-GO FOR GUEST SATISFACTION

MODERATOR

Miranda Agee Managing Editor Hospitality Design

PANELISTS

Gary Isenberg President **LWHA**

Christi Mason

Global Director of Marketing Holiday Inn Express, IHG

Get on the grab-n-go wave. Learn how to utilize this convenient F&B option to increase profitability while still meeting brand standards.

THE LENDER'S VIEW: THE CONSTRUCTION FINANCING LANDSCAPE OF **TODAY AND TOMORROW**

PANELISTS

Rickman Davis VP Hotel Lending

Live Oak Bank Mag Mile Capital

Prabhat Jayara VP Underwriting & Originations

Look through the lens of the lender to understand nuances that may make or break financing a construction deal and how to present the most persuasive deal regardless of property segment.

1:30 PM - 2:15 PM **Track: Development Room: 1E09**

UNDERSTANDING THE OPPORTUNITIES OF DUAL- AND TRI-BRANDING

MODERATOR

Alissa Ponchione

Executive Editor Hospitality Design

PANELISTS

HDG Hotels

Billy Gilchrist Director of Finance and Growth

Biran Patel Vice Chairman AAHOA **BHP Investments Company**

Brian Quinn

VP Signature Brands Development Choice Hotels

Gain an understanding of the advantages and disadvantages of dual- and tri-branded development and how you can capitalize on this growing market.





CONFERENCE SCHEDULE

Sunday, November 10, 2019

1:30 PM - 2:15 PM Track: Operations Room: 1E10/1E11

EMERGENCY PREPAREDNESS

PRESENTERS

Douglas Delancey
Section Chief, Department
of Homeland Security
(DHS)
Office for Bombing
Prevention (OBP)

Dr. Jeff Moore
CEO
Muir Analytics LLC

Protect your business through preparation. Hear more about national policy, panic buttons and preparedness, and planning for countering active shooters and improvised explosive devices (IEDs).

2:30 PM - 3:15 PM Track: F&B/Restaurant Room: 1E07

Tyson

FOODSERVICE

KEEP YOUR HANDS OFF MY FOOD

PRESENTER
William Weichelt

Director ServSafe Do you know the five most common food-handling mistakes? ServSafe walks you through food-handling rules and certifications to keep your employees and guests safe.

2:30 PM - 3:15 PM Track: Technology Room: 1E08

MAXIMIZE HR WITH HUMAN CAPITAL TECHNOLOGIES

PRESENTERS

Heather Berti Area Director ARLO Hotels Siobhan O'Leary
Executive Coach-People &
Culture Strategist
Aubergine Partners

Combat labor shortages by getting to know your employees better. Leverage emerging technologies that can analyze personnel data and identify psychological profiles.



CONFERENCE SCHEDULE Sunday, November 10, 2019

3:30 PM - 4:15 PM **Track: Leadership Room: 1E09**

PLANTING THE SEED: HOW TO EMPOWER THE NEXT GENERATION

MODERATOR

Kathija "Kat" Mohammed Director of Education AAHOA

PANELISTS

Chanel Grant Co-Owner

TLC Hospitality Group

Jenelle Hawkins

Director of Learning and Talent Development Vision Hospitality Group

Bijal Patel

Vice Chairman California Hotel & Lodging Association (CHLA)

CEO

Coast Redwood Hospitality

Miraj Patel

Young Professional Director (Western Division) AAHOA

President & CEO Mirage Hospitality Hear from a panel of successful millennials on how to empower your future leaders to grow your business and foster long-term employees.

3:30 PM - 4:15 PM **Track: Operations** Room: 1E10/1E11

LABOR: HOW TO TURN YOUR BIGGEST EXPENSE INTO YOUR BEST INVESTMENT, BROUGHT TO YOU BY HOTEL ROI

MODERATOR

Chip Rogers President and CEO **AHLA**

PANELISTS

Adam Rowledge

Managing Director
Rowledge Associates Ltd.

Joel Carver

CEO

The Carver Companies

Del Ross

Chief Revenue Officer Hotel Effectiveness

Learn how to maximize your largest expense—labor—by connecting your staffing model to your business goals and closely monitoring hours, productivity and costs.





CONFERENCE SCHEDULE

Monday, November 11, 2019

10:00 AM - 10:45 AM Track: F&B/Restaurant

Room: 1E08

Sponsored by: FOODSERVICE

HOME GROWN: BEAT THE COMPETITION WITH LOCAL F&B

MODERATOR

Heather Carnes Director of Marketing AAHOA

PANELISTS

Aurora Dawn Benton Founder and CEO Astrapto

Katherine Kies VP of Food + Drink Innovation

PM Hotel Group

John Nobel Masi Faculty of Culinary/ Industry Consulting Florida International

Janine Williams CEO and Founder Impulsify

University (FIU)

Today's travelers crave foods that not only nourish them, but also sustain the planet. Learn how to update your menu items with local fare to attract this profitable healthand earth-conscious clientele.

10:00 AM - 10:45 AM **Track: Development**

Room: 1E07

PROCUREMENT FOR MODULAR CONSTRUCTION

PRESENTER

Carl Long Senior Vice President Purchasing Management

International (PMI)

Suzanne Saunders VP/Design and Construction Purchasing Management **HVMG**

Gain an understanding of procurement needs for a modular or partially modular build—including deadlines—and funding to consider for this growing construction trend.

11:00 AM - 11:45 AM Track: Finance

Room: 1E09

BUDGETING FOR NEW DEVELOPMENT

MODERATOR

CJ Arlotta Managing Member CJ Media Solutions, LLC

PANELISTS

Aakash Patel Chief Development Officer

Navroz Saju President and CEO HDG Hotels The Witness Group

Learn how to appropriately budget for a new hotel development project and build in a safe cushion for those expected-butunknown factors.

Vinay Patel Treasurer

AAHOA President Fairbrook Hotels

CONFERENCE SCHEDULE Monday, November 11, 2019

11:00 AM - 11:45 AM **Track: Leadership**

Room: 1E10/1E11

INTERVIEW WITH CEO ROGER BLOSS: COACHILLIN', CANNABIS AND **CULTIVATING WELLNESS**

PRESENTERS

Stacy Shoemaker Rauen

Senior Vice President, Design Group **Emerald Expositions**

Editor in Chief Hospitality Design **Roger Bloss CEO & President**

Alternative Hospitality

Join this session to hear from Alternative Hospitality CEO Roger Bloss about the first cannabis wellness hotel and the steps he took to break ground on the 5-acre project. Gain insights on overcoming financing and permitting challenges, his no-smoking in-room policy, tax incentives and much more.

12:00 PM - 12:45 PM **Track: Leadership Room: 1E08**

LEADERSHIP Q&A

PRESENTERS

Geoff Ballotti

President and CEO Chairwoman Wyndham Hotels & Resorts AAHOA

President and CEO Wealth Protection Strategies Inc

Jagruti Panwala

Hear from one of the industry's best-known CEOs for tips, stories and strategies for success.

12:00 PM - 12:45 PM **Track: Development Room: 1E07**

DATA AND TRENDS IN DEVELOPMENT

PRESENTERS

Bruce Ford

Senior Vice President, Director of Global Business Development Lodging Econometrics

Glenn Haussman

Show Host No Vacancy Podcast What's in the pipeline and will it impact your development project? Learn more about current hospitality trends and the most up-to-date U.S. pipeline forecast.





CONFERENCE SCHEDULE

Monday, November 11, 2019

1:00 PM - 1:45 PM Track: Leadership Room: 1E10/1E11

HOW SUCCESSFUL WOMEN NETWORK

MODERATOR

Peggy Berg Director

Director Castell Project

PANELISTS

Andrea Belfanti Executive Director International Society of

Hospitality Consultants (ISHC)

Tina Burnett

Division Vice President G6 Hospitality

Rachel Humphrey

Interim President & CEO AAHOA

Tracy Prigmore

Managing Partner TLT Solutions Hear from a panel of top women hospitality executives on how to maximize networking opportunities. Learn the success strategies for building and leveraging a strong, productive and profitable network of relationships.

1:00 PM - 1:45 PM Track: Operations Room: 1E09

MARKETING YOUR HOTEL RESTAURANT TO NON-GUESTS

PRESENTERS

Bill Clarke

Director of Sales-Northeast & Mid Atlantic Milestone, Inc.

Brian Connors

Clinical Instructor Florida International University (FIU) Gain insight on how to increase revenue beyond your hotel guests by effectively marketing your restaurant to local area residents.

2:45 PM - 3:30 PM Track: Finance Room: 1E08

PREPARING TO SELL YOUR FRANCHISED HOTEL, BROUGHT TO YOU BY HOTEL ROI

MODERATOR

Drew Senulis

Associate Patel Gaines

PANELISTS

Mary Beth Cutshall EVP/Chief Development

Officer Hospitality Ventures Management Group (HVMG)

Steve Kirby Managing Principal

Mumford Co.

Ben Seidel President Real Hospitality Group Selling a franchised hotel is more complicated than you think. Be aware of the five things you should know when preparing to part ways with your franchised property.



CONFERENCE SCHEDULE Monday, November 11, 2019

2:45 PM - 3:30 PM **Track: Operations Room: 1E07**

SUCCESSFULLY STRATEGIZE YOUR INDIVIDUAL SOCIAL MEDIA MARKETING PLAN

MODERATOR

Gregg Wallis

Senior Editor Hotel Business/ InspireDesign

PANELISTS

Lance Bachmann President and CEO I.T. Support and Digital Marketing

1SEO.com Ngoc Thach

Director of Public Relations My Place Hotels

Rich Tuckwell-Skuda

President

AVVIO, North America

Learn which social media platforms are best for brand awareness versus lead generation and how to keep up with the changing trends, data analytics and regulations.

3:45 PM - 4:30 PM Track: Technology Room: 1E09

CYBERSECURITY AND DATA BREACHES

MODERATOR

Loren Gray

Founder Hospitality Digital Marketing

PANELISTS

Brandie Patterson SVP Client Engagement, Global Software Applications at your hotel.

SurferQuest

Buddy Pitt

Director of Technical Development Network Support Co.

Kevin Thomas

Client Success Manager Independent Security **Evaluators**

Join a panel of cybersecurity experts to hear steps to prevent breaches and ensure guest security, and how to develop a plan to communicate with quests and shareholders in the unfortunate event that one occurs

3:45 PM - 4:30 PM **Track: Development** Room: 1E10/1E11

COMPLIANT CONSTRUCTION: DEVELOPING WITH ACCESSIBILITY IN MIND, **BROUGHT TO YOU BY HOTEL ROI**

PRESENTERS

Suzanne Saunders VP of Design and

Construction Hospitality Ventures Management Group (HVMG)

Stephen Siegel Principal, Hospitality

Understand the ADA-requirement checklist for new-construction projects and the most common and costly mistakes to avoid.



3:00 PM

3:30 PM

3:20 PM

3:50 PM

HX STAGE AT-A-GLANCE

		SUNDAY, NOVEMBER 10, 2019
START TIME	END TIME	SESSION
11:00 AM	11:20 AM	Hotel Guest Experience in the Age of Disruption
11:30 AM	11:50 AM	Service Robots in the Hotel Industry
1:00 PM	1:45 PM	TECHpitch Competition Finalist Presentations
2:00 PM	2:20 PM	Breakfast and the Changing Expectations of Guests
2:30 PM	2:50 PM	Smart Room Technology Insights & Trends: Discover Your Hotel "Tech IQ"

TECHpitch Competition Winner Announcement

Editors' Choice Product Awards

Sponsored by



HX STAGE AT-A-GLANCE

MONDAY, NOVEMBER 11, 2019		
START TIME	END TIME	SESSION
11:00 AM	11:20 AM	Small Plates to Big Flavor: Menu Innovation that Guests Crave
11:30 AM	11:50 AM	The Key to Workplace Culture: Developing Emotionally Intelligent Leaders
2:00 PM	2:50 PM	Restaurants are Graded (A-D), Hotels & Hospitality Buildings are About to Get Graded Too: Improve your Building's Efficiency, Make it A-Grade Cool
3:00 PM	3:50 PM	HANYC Sustainability Awards
4:20 PM	4:40 PM	HX Passport \$5,000 Cash Giveaway





HX STAGE SCHEDULE

Sunday, November 10, 2019

HX Stage #1381 Sponsored by $\underbrace{\mathrm{Tysor}}_{\mathrm{Tysor}}$

11:00 AM - 11:20 AM

HOTEL GUEST EXPERIENCE IN THE AGE OF DISRUPTION

Hear discussions on the challenges facing hotels in the era of Airbnb and UberEATS, and find solutions to combat disruption caused by the digitalization.

PRESENTED BY

Roomorders

Eugene Jones CEO

Roomorders

SPEAKER

11:30 AM - 11:50 AM

SERVICE ROBOTS IN THE HOTEL INDUSTRY

As they become more prevalent in the service industry, people are wondering about the future of service robots and virtual assistants in hotels. There's no question that guest experiences still need a human touch; but what will be the role of robots, and what impact will the move have on hitech vs. hi-touch guests? Listen in as Dr. Aluri shares insights from his research on humanoid service robots and interact with two robots—Lynx and Zora—currently being tested at the Hospitality Innovation and Technology (HIT) Lab at the John Chambers College of Business and Economics at West Virginia University for use in the hotel industry.

PRESENTED BY

SPEAKER

HIT Lab

Ajay Aluri Founding Director, HIT Lab

Founding Director, HIT La and Associate Professor West Virginia University

1:00 PM - 1:45 PM

TECHPITCH COMPETITION

Finding inspiration has never been easier. Exhibitor finalists will show off their most impressive, tech-focused products and services in rapid-fire presentations to a panel of industry thought leaders and HX attendees on stage on the expo floor.

2:00 PM - 2:20 PM

BREAKFAST AND THE CHANGING EXPECTATIONS OF GUESTS

Breakfast is an important part of a lodging operator's offerings; however, guest needs are evolving. This session will help operators understand those needs and ideas for delivering to drive business and guest satisfaction.

PRESENTED BY

SPEAKER

Tyson Foods

Dennis Bell Lodging Sales Manager Tyson Foods Bethany Runyan Meadows Sr. Manager Channel Marketing

Tyson Foods

2:30 PM - 2:50 PM

SMART ROOM TECHNOLOGY INSIGHTS & TRENDS: DISCOVER YOUR HOTEL "TECH IQ"

CIRQ+ Founder/CEO Yani Deros presents the latest technology and Smart Room trends that are transforming hospitality globally while delivering memorable guest experiences that build loyalty and ROI.

PRESENTED BY

SPEAKER

CIRQ+

Yani Deros CIRQ+ Founder/CEO

3:00 PM - 3:20 PM

TECHPITCH WINNER ANNOUNCEMENT

Drumroll please. Find out who had the best elevator pitch for their tech offering in this fifth-annual competition as the winner is revealed and celebrated on the HX stage.

3:30 PM - 3:50 PM

EDITORS' CHOICE PRODUCT AWARDS

Ready to expand your wishlist? Watch as the judges' top picks in the competition's five categories (Guest Amenities & Services, Facilities & Maintenance, Food & Beverage, Technology and Design Elements) are announced and honored on the HX Stage.

HX STAGE SCHEDULE

Monday, November 11, 2019

HX Stage #1381

Sponsored by



11:00 AM - 11:20 AM

SMALL PLATES TO BIG FLAVOR: MENU INNOVATION THAT GUESTS CRAVE

A substantial proportion of consumers order appetizers or small plates because they contribute to an enjoyable dining experience. Flavor innovation for appetizers and small plates will become bolder and operators are creating these dishes with new, unique and even spicier, flavors and ingredients. This session will examine what are those key flavor and ingredient trends that could be a fit for your restaurant, bar or banquet menu.

PRESENTED BY

SPEAKERS

Tyson Foods

Bethany Runyan Meadows Sr. Manager Channel Marketing
Tyson Foodservice

Dennis Bell Lodging Sales Manager Tyson Foodservice

11:30 AM - 11:50 AM

THE KEY TO WORKPLACE CULTURE: DEVELOPING EMOTIONALLY INTELLIGENT LEADERS

With an aggressive labor market and competition more fierce than ever, your company can thrive by focusing on building a great workplace culture. You can do this by developing emotionally intelligent leaders who encourage and inspire their coworkers to engage with each other and your guests in an effort to create outstanding experiences for both.

PRESENTED BY

SPEAKER

Educational Institute

American Hotel & Lodging Nick Boulas

Director of Leadership Development

BBL Hospitality

2:00 PM - 2:50 PM

RESTAURANTS ARE GRADED (A-D), HOTELS & HOSPITALITY BUILDINGS ARE ABOUT TO GET GRADED TOO: IMPROVE YOUR BUILDING'S EFFICIENCY, MAKE IT A-GRADE COOL

This discussion will examine the Climate Mobilization Act, NYC Retrofit Accelerator Program, and NYC Carbon Challenge for Hotels. Under this new law, people entering NYC hotels, restaurants, and other buildings types will immediately see the energy grade. Do you know where your hotel building stands?

PRESENTED BY

SPEAKERS

Hotel Association of New York City (HANYC)

Samuel Mann Policy Advisor, Mayor's Office of Sustainability

NYC Carbon Challenge

Aaron Ordower Assistant Deputy Director Mayor's Office of Sustainability Jeffrey Krauthamer

Hotel Manager Intercontinental Barclay Hotel

Fatena Williams Director of Front Office Operations Knickerbocker Hotel

3:00 PM - 3:50 PM

HANYC SUSTAINABILITY AWARDS

Join us as the Hotel Association of New York City (HANYC) Sustainability Committee highlights sustainability initiatives and celebrates hospitality leaders who have made great strides in promoting, supporting and excelling in green practices during this fifth-annual awards program.

PRESENTED BY

HOST

Hotel Association of New York City (HANYC)

Fatena Williams Director of Front Office Operations of Sustainability Knickerbocker Hotel

4:20 PM - 4:40 PM

HX PASSPORT \$5,000 CASH GIVEAWAY

One lucky attendee will leave the Javits Center \$5,000 richer! Pick up a passport from registration, and then collect six unique stamps around the HX show floor. Once your passport is full, drop it off at the HX Stage (booth #1381). The winner will be drawn on Monday, November 11 at 4:30 p.m. on the HX Stage. See page 12 for more information. You must be present to win.

Note: Non-exhibiting manufacturers and multiline representatives are not eligible.

Costa Constantinides

Chair of the Committee on Environmental Protection

Council Member



2019 FOODSERVICE PIONEERING CONCEPT DESIGN





Each year, professional foodservice design consultants are invited to dream up an F&B model that's tailored to a nontraditional, high-traffic hotel space. These creatives are challenged to use today's most innovative equipment and technologies to produce exceptional menus and service experiences in a lobby. It's all about more possibilities and revenue opportunities for hotel owners, general managers and foodservice operators and better customer experiences for guests.

HX: The Hotel Experience Powered by AAHOA invited a limited number of firms to submit their innovative designs and awarded this year's eight-annual Foodservice Pioneering Concept (FPC) to FoodSpace, headquartered in San Jose, California. Duality is a modular, portable, shippable foodservice concept that is made up of a doughnut shape cut into four quarters with a Yin-Yang shape in the center. This six-piece set can be configured and re-configured to accommodate multiple food concepts. Everything from a poke restaurant to a soup and sandwich bar can be displayed and sold from this concept. Each section can be configured to be self or full service, customer accessible from one or both sides and can also interact with the other sections to create additional shapes and configurations. Duality gives you the blend of hot and cold food products as well as self- and full-service modules. Interchangeable accessories will allow the flexibility to reconfigure a food concept quickly and cost-effectively.

Through a collaboration between HX, the Foodservice Consultants Society International (FCSI) and vendor partners, this design has come to life, built as a working model on the expo floor–complete with interactive demonstrations and samplings. Come join us at booth #1136 to see the working model and experience Duality personalized to your needs in virtual reality.

2019 FOODSERVICE PIONEERING CONCEPT DESIGN SPONSORS:

DESIGN BY:

DIAMOND SPONSOR:

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MEDIA PARTNER:









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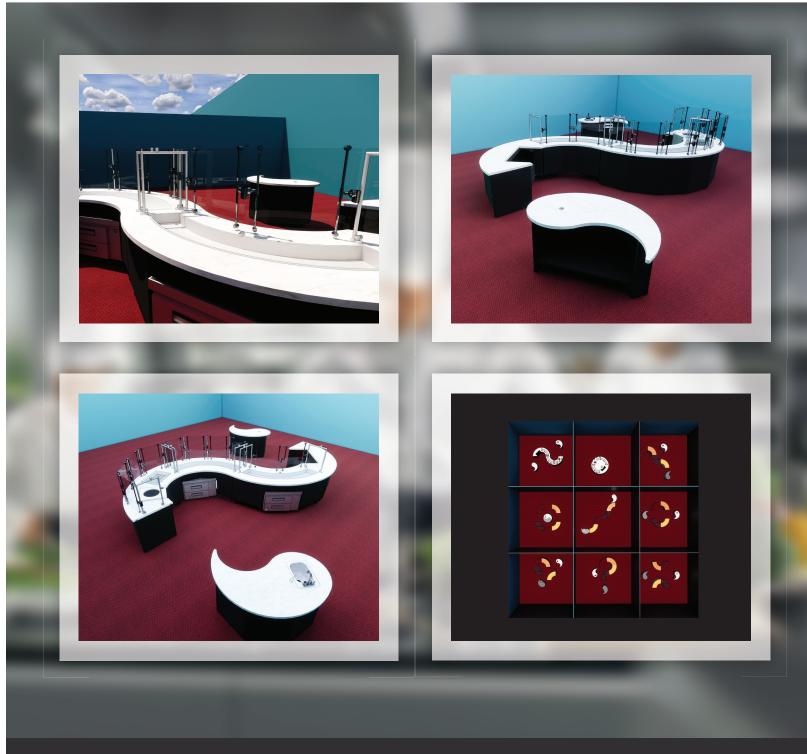
- AAHOA MEMBER VIP DEMOS **SUNDAY & MONDAY:** 10:30 AM
- CONCEPT DEMOS AND SAMPLINGS SUNDAY & MONDAY: 11:30 AM, 12:30 PM, 1:30 PM, 2:30 PM, 3:30 PM (Sunday only)
- AWARDS RECEPTION MONDAY: 3:30 PM-4:30 PM
- VIRTUAL REALITY DEMOS SUNDAY & MONDAY THROUGHOUT THE DAY

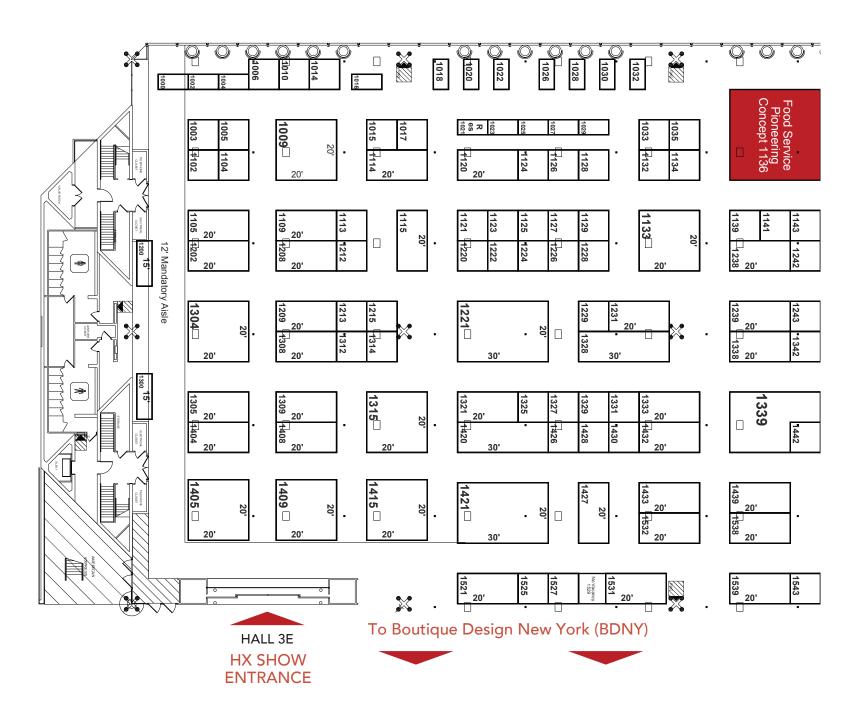


2019 FOODSERVICE PIONEERING CONCEPT DESIGN

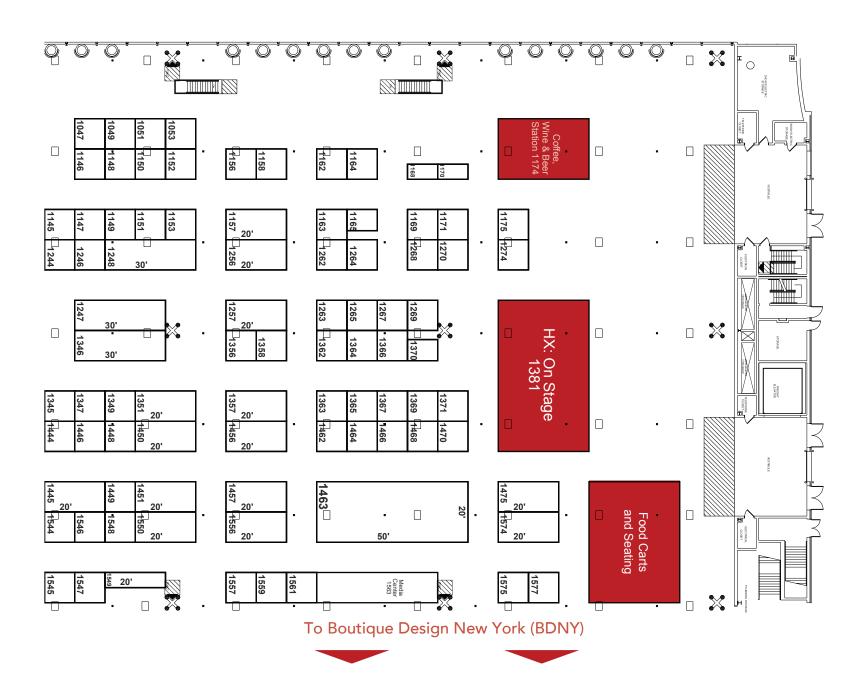








EXPO FLOORPLAN





123	Apicius International School of Hospitality 1274	Brandstand Products1408
	Firenze, Italy	Richardson,TX
3M1267	39 348 232 47858	972-388-1450
St. Paul, MN	apicius.it	brandstandproducts.com
651-733-9108	Astor Chocolate	Braun, Inc
3m.com		
	Lakewood, NJ 732-901-1000	Syracuse, NY 315-475-3123
A	astorhospitality.com	_
A	astornospitality.com	braun.com
AAHOA1213	AVID Products1102	Brazilian Association of the
Atlanta, GA	Middleton, RI	Dimension Stone Industry1463
404-816-5759	401-846-1300	Brasília, Distrito Federal, Brazil
aahoa.com	avidproducts.com	55-113-253-9250
danoa.com		abirochas.com.br
AC RadioCom1327	Avvio Inc1238	
West Hempstead, NY	Las Vegas, NV	Brunswick Bowling Products LLC1268
516-497-1988	702-569-8588	Muskegon, MI
acradiocom.com	avvio.com	231-725-4652
		brunswickbowling.com
Access Point Financial, Inc	В	BSI, LLC1136
Atlanta, GA		Denver, CO
404-382-9599	B&C Technologies1156	800-662-9595
accesspointfinancial.com	Panama City Beach, FL	bsidesigns.com
	850-249-2222	20.000.g
	bandctech.com	
access point		C
	BallBox1004	
financial	Ann Arbor, MI	Carolina Products, INC
	734-834-2537	Charlotte, NC
	getballbox.com	704-778-2327
Acculock, Inc1145		cpipanels.com
Grandview, TX	BDK America "The Teaching of Buddha" 1010	
817-866-3918	Moraga, CA	Carrier Enterprise1404
acculock.com	619-248-3749	Orlando, FL
	bdkamerica.org	407-532-7133
Advanced Equipment Corporation1548	Beacon Design1369	carrierenterprise.com
Fullerton, CA	Lincoln, RI	Cawley Company, The1371
714-635-5350	800-521-5001	Manitowoc, WI
advancedequipment.com	beacondesign.com	920-686-7000
Aegis Energy Services1357	beacondesign.com	thecawleycompany.com
	BeekeeperTech Kiosk 1020	
Holyoke, MA 413-536-1156	Oakland, CA	Chadsworth & Haig Inc1547
aegischp.com	844-423-3533	Monroe, NC
aegiscrip.com	beekeeper.io	800-292-5990
Air Esscentials, Inc1228		chadsworthandhaig.com
Miami, FL	BEEKEEPER	_
305-446-1670	BEERREE! ER	Chetu, Inc1139
airesscentials.com		Plantation, FL
	BIC World1545	954-342-5676
Amenity Services1531	Shelton, CT	chetu.com
Tustin, CA	203-783-2000	China David Communication (12/2)
818-641-8051	bicworld.com	Chicago Dryer Company
amenityservices.com	Discell Commental	Chicago, IL 773-235-4430
	Bissell Commercial	chidry.com
American Hotel & Lodging	Plymouth, MA 800-242-1378	chiary.com
Educational Institute1538	bissellcommercial.com	Choice Party Linens1149
Orlando, FL 312-715-5370	bisselicon intercial.com	Prospect Park, PA
ahlei.org	Bittel Americas1427	800-546-3678
anier.org	San Jose, CA	ChoicePartyLinens.com
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imstradingusa.com		drimark.com	flexcartllc.com
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