



HOTEC Design¹²
North America



June 13-16, 2012, The Ritz-Carlton Grande Lakes, Orlando, FL

Your VIP invitation

to the Hospitality Industry's
Premier Meeting Forum for
Design, Development
and all Front-of-House
Purchasing and Procurement



**Hello and
welcome to**



HOTEC Design¹²
North America



You are invited to the hospitality industry's premier meeting forum

HOTEC Design is a one-on-one meeting forum between senior decision makers of design, development, construction, purchasing and procurement from the hospitality industry to meet with national and international supplier companies.

Availability for suppliers is limited to a fixed quota per category. Supplier categories include but are not limited to: Art & Décor, Architectural & Construction Materials, Bathroom Equipment & Accessories, Bedding, Fabric, Flooring, Furniture, Lighting, Window Treatment and many more.

HOTEC is one of 16 business forums organized by McLean Events and this will be the 9th year for **HOTEC** North America. Based on pre-selected face-two-face appointments it puts you in the driving seat of your agenda.

HOTEC will change the way you do business.

www.hotecna.com



"I came to **HOTEC** like most conferences with moderate to optimistic expectations and I was delighted at how much the event far exceeded my expectations. The positive attitudes and personalities of the attendees, coupled with a mutual desire to collaborate on superior project work really made the experience and the format a success for me. The location and facility were of the highest caliber and I was thrilled that we could work hard and enjoy our surroundings in a well-structured event. This is a five star conference!"

Sean Wander
Business Development Manager
BLUWORLD



How does **HOTEC** work?

At **HOTEC** you will be able to meet with the key decision makers from the major hotels, resorts, casinos, cruise lines and timeshares.

The event is by invitation only and the buyers are very carefully pre-qualified and selected. You select the buyers you want to meet and the event organizer compiles your personalized meeting schedule based on both your requests and those of the buyers.

The meetings are 20 minutes in length and take place at the buyers' meeting tables. You do not need to worry about expensive exhibits or setting up booths.

You stay at the same resort as the buyers for high quality networking and relationship building opportunities.

HOTEC will give you incredible return on your investment.

www.hotecna.com



“The hours of time and money saved by attending **HOTEC** Design – was immeasurable. We booked one flight and one hotel – and had 22 focused, informative meetings that have already lead to promising business. The venue was warm and inviting, the food amazing and the trip was extremely well organized. You did a great job!”.

Rondi Penfold
Project Manager
Grohe Canada



Why attend **HOTEC** Design 2012?

- To spend quality, uninterrupted time with senior decision makers
- To do business with buyers who are attending to source new services and products
- To market your company to new potential clients who are normally very hard to get hold of
- To network and further relationships with existing customers
- To make new contacts and build meaningful relationships with other key industry professionals
- To gain invaluable industry knowledge and information on market trends and much more.

All you have to organize is getting to the venue – we organize the rest!

www.hotecna.com



HOTEC Design Preliminary Event Schedule

June 13

7.30 pm

June 14

7.30 am

8.30 am

10.00 am

12.30 pm

1.30 pm

4.30 pm

6.30 pm

Arrival Day

Welcome Dinner

Breakfast

Seminar

One-to-One Meetings

Lunch

One-to-One Meetings

Team-Building Event

Drinks Reception

June 15

8.00 am

9.00 am

10.30 am

12.30 pm

1.30 pm

5.30 pm

7.30 pm

June 16

Breakfast

One-to-One Meetings

Supplier Showcase

Lunch

One-to-One Meetings

Free time to enjoy the resort

Farewell Dinner

Departure Day



At **HOTEC** you will get

- A personalized meeting schedule of pre-arranged appointments - each meeting is 20 minutes in length - which you and the buyers get to request
- A supplier showcase where each supplier is given a presentation table and buyers walk around having impromptu meetings
- Team-building event where attendees are split into teams of carefully selected buyers and suppliers
- Seminar Program
- Meals - 2 breakfasts, 2 lunches, 2 dinners and drinks receptions – which all attendees (buyers & suppliers) attend to network
- 3 nights accommodation at the Ritz-Carlton Grande Lakes, Orlando, FL

www.hotecna.com



“TUUCI has done **HOTEC** for a few years and we’re thrilled to be part of such an exciting and informative event.

We have deepened relationships with existing customers and gained some wonderful new clients as a result of **HOTEC.**”

Ward Usmar
Senior VP Sales
TUUCI USA



Where will **HOTEC** Design 2012 take place?

The Ritz-Carlton Grande Lakes, Orlando, FL

Located in central Florida and providing a home to world-famous attractions, Orlando is the largest inland city in the state, and is also home to its second-largest university, The University of Central Florida. Once the hub of Florida's citrus industry, Orlando's tourism and industrial portfolio has evolved – due in large part to Disney World and its proximity to the Space Coast and the Kennedy Space Center. The subtropical climate and an ever-expanding roster of Orlando shopping and tourism, ensures that the city remains one of America's greatest travel destinations. Inspired architecturally by the grand palazzos of Italy, this exceptional Orlando vacation resort's amenities provide families with a stylish way to indulge in the playful offerings of this all-American city. Marvel at the magic of Orlando, Florida, a vibrant city full of vision and variety. Take in the fun while retaining a sense of sophistication at The Ritz-Carlton Orlando, Grande Lakes.

The Ritz-Carlton Grande Lakes is the perfect environment to meet and talk business.

www.hotecna.com



Book early and make the most of your opportunity

HOTEC Design 2012

- Fees to attend
 - \$9,025 for 1 person 14 meetings
 - \$13,225 for 2 persons 18 meetings
 - \$16,900 for 3 persons 22 meetings

Fees include: Airport transfers, 3 nights on the 13, 14, 15 June accommodation per person, all meals, personalized meeting schedule, supplier showcase, team-building event, full conference program and all networking sessions.

Fees exclude: Airfare



RSVP NOW as availability is limited

Please complete and return the form on the reverse to:

Fax: 216 706 3711 or

Email to: mary@mcleaneventsinternational.com

For more information visit:

www.hotecna.com

or call: Mary Malloy Office: 216 706 3728

Mobile: 216 402 9467

or email: mary@mcleaneventsinternational.com

Deadline: March 30th, 2012

www.hotecna.com

Supplier registration form **HOTEC** Design 2012

Kindly complete your details, **CLEARLY IN BLOCK CAPITALS**, then sign and FAX to: **216 706 3711**

Company Details

Company Name: _____

Product/Service Description: _____

Please check one box as appropriate

- \$9,025 for 1 Person 14 Meetings
- \$13,255 for 2 Persons 18 Meetings
- \$16,900 for 3 Persons 22 Meetings

Register for **HOTEC** Operations at same time and receive a **5%** discount off both events.

- Check here if you are interested in receiving more information about **HOTEC** Operations & Technology 2012 which will be held February 15-18, 2012 at the Ritz-Carlton Half Moon Bay, CA.

Delegate Details

Mr Ms

Name: _____ Job Title: _____

Address: _____

City: _____ State: _____

Zipcode: _____ Country: _____

Tel: _____ Cell: _____

Fax: _____ Website: _____

Email: _____

Signature: _____ Date: _____

Confirmation will be sent within 7 days of receipt. Submission of this form confirms your place at HOTEC 2012 and commits you to the stated terms and conditions to follow by e-mail.

let's talk...

This was our first year at **HOTEC** and it was definitely a success... it enabled us to network with new clients in a beautiful setting that inspired great conversation and camaraderie. We were also able to build upon relationships with existing customers... we will absolutely return next year!

Blake Snow, Director of Sales & Marketing

"It was the most useful marketing conference we have ever been to. It was a perfect place to launch our new leather programs. Thank you again for fitting us in the program. We look forward to next year's conference."

Jim DiLella, President

Conneaut Leather



McLeanEvents
let's talk...

McLean Events International: **Bringing your industry together**

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HOTEC is one of 16 business forums organized by McLean Events for 6 different industries worldwide. This will be the 8th year for **HOTEC** North America. For information about our other **HOTEC** events worldwide visit:

HOTEC Asia www.hotecasia.com

HOTEC Europe www.hoteceu.com

HOTEC Middle East www.hotecme.com

HOTEC North America www.hotecna.com