

2018 Marketplace Exhibitors

Acculock, Inc.

Robert Wright | robert@acculock.com | www.acculock.com

Acculock, Inc. services and repairs most major brands of electronic access control products including the sales and installation of the AccuLock, Inc. System One RFID electronic hotel lock system.

Acorn Internet Services, Inc.

Lisa Kolb | sales@acorn-is.com | www.acorn-is.com

Quality web design, hosting, SEO, marketing and monitoring from experts in the industry who know and understand your business.

AdvenSure Insurance Program by McNeil & Co.

William Dixon | wdixon@mcneilandcompany.com | www.advensureins.com

Specialized insurance for the outdoor recreation and hospitality industry. AdvenSure offers the most comprehensive insurance program available for businesses providing outdoor adventure, recreation and hospitality.

Association of Independent Hospitality Professionals (AIHP)

Kathryn White | kathryn@independent-innkeeping.org | www.independent-innkeeping.org

The Association of Independent Hospitality Professionals focuses on best practices for success for independent hospitality professionals and their allied partners through education, advocacy, networking and more. Join us in Norfolk, Virginia, for 2018 Knowledge Sharing Summit & Marketplace February 26-March 1, 2018.

Airbnb

David Burden | david.burden@airbnb.com | www.airbnb.com

Founded in August of 2008 and based in San Francisco, California, Airbnb is a trusted community marketplace for people to list, discover, and book unique accommodation around the world - online or from a mobile phone or tablet.

American Quick Foods, Inc.

Tyler Knott | sales@americanquickfoods.com | www.americanquickfoods.com

The Quickcakes machine is the first commercial-grade, fully automatic, countertop pancake maker in the world and is ready to provide your customers fast, hot, fresh, healthy and delicious pancakes at the single touch of a button.

Anand Systems, Incorporated

Bhavesh Vakil | bhavesh@anandsystems.com | www.anandsystems.com

Trusted hotel property management software. Perfect for hotel, motel, B&B booking, reservations and more! Anand Systems (ASI) provides a robust software solution for those in the hospitality industry.

ApplicantPro

Keriann Mckeon | keriann@applicantpro.com | www.applicantpro.com

myApplicants is an all-inclusive hiring software made for small and mid-sized companies. Available hiring solutions include applicant tracking, background checks, pre-employment assessments, video interviewing, and employee onboarding. We're proud to offer features that promote a candidate-focused hiring process while relieving stress on HR's side.

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BDK America “The Teaching of Buddha” Amenity

Bill Teague | TTOB@bdkamerica.ort | www.theteachingofbuddha.com

‘The Teaching of Buddha’ is a free, in-room spiritual amenity for inns and hotels to distinguish their properties and enhance their guests’ stay. Almost 9 million distributed worldwide. Now green!

BedandBreakfast.com / RezOvation

Janice Hurley-Hollis | janice@bedandbreakfast.com | www.bedandbreakfast.com

BedandBreakfast.com is the most comprehensive global site for finding bed and breakfast properties, with more than 11,000 properties worldwide. Bedandbreakfast.com helps travelers find and book the ideal B&B or small inn through informative descriptions, photos, and more than 160,000 consumer reviews.

Bittel Americas

Nicholas Steigelman | sales@bittelamericas.com | www.bittelamericas.com

Guest room technology manufacturer focused on mobile device charging and mobile device ‘casting’ of your streaming services to the in-room TV.

BookingCenter

Jeff Tweddale | info@BookingCenter.com | www.bookingcenter.com

BookingCenter provides Cloud and ‘Desktop’ PMS Software with integrated Channel Manager, PCI compliant Booking Engine, and Guest Service features for hotels, inns, and resorts; both individual and groups of properties.

CABBI

Monica Slingerman | monica@CABBI.com | www.cabbi.com

The California Association of Boutique & Breakfast Inns (CABBI) is a non-profit organization dedicated to the advancement of the B&B and boutique inn industry. CABBI’s mission is to promote the California B&B and boutique inn experience to the traveling public, and to educate, support and encourage member properties to provide a quality stay for travelers. Visit us to learn more!

Calvista Insurance Agency, Inc.

Jayne Stewart | jstewart@calvistains.com | www.calvistains.com

Calvista Insurance Agency is an independent agency that offer many lines of insurance coverages not only for your B & B operations but your personal needs as well. Our agency represents many insurance carriers which gives us the capability to create a product designed to fit your specific insurance needs.

Casablanca Ventures

Wynn Salisch | wynn@casablanca-ventures.com | www.casablanca-ventures.com

The only hotelier-owned payments advocate dedicated to helping fellow innkeepers successfully navigate the complex and confusing world of credit card processing with free, no-obligation savings, education, technology, and cyber-security assistance.

Cloudbeds

Jefferson Bryce | jefferson.bryce@cloudbeds.com | www.cloudbeds.com

Cloudbeds connects your property to hundreds of channels with real-time, two-way integration. We are the no-sweat, all-in-one hotel management system that makes you more money, saves time, and makes guests happier.

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Commercial Connect Television Inc.

[Timothy Evans | sales@commconnecttv.com](mailto:sales@commconnecttv.com) | www.commercialconnecttelevision.com

Commercial Connect Television Inc. is an Authorized DIRECTV? Dealer, providing solutions in the audiovisual and satellite industries for over 15 years. We provide quality, value and first-rate service.

Comphy Company

[Pamela Dujmovich | Pamela@comphy.com](mailto:Pamela@comphy.com) | www.comphy.com

Performance bed linen: for quick drying time, improving sleep, requiring no ironing, lasting over 300 washes, being eco-friendly, and producing gift shop sales.

Dell

[Margaret Hietanen | margaret_hietanen@dell.com](mailto:margaret_hietanen@dell.com) | dell.com/chandla

Dell is committed to providing small businesses one on one consulting in order to provide our customer with the best solution for each unique situation.

Down Etc.

[Karrie Yu | accounting@downetc.com](mailto:accounting@downetc.com) | www.downetc.com

We manufacture "Top of the Bed" collections for the hospitality industry. Down and synthetic pillows and comforters, throws/blankets, robes, slippers linens, toppers, mattress pads, throws, hangers, shower curtains and napkins.

G2 Insurance Services, LLC

[Joel Brand | jbrand@g2insurance.com](mailto:jbrand@g2insurance.com) | www.g2insurance.com

Leading provider of Health Benefits for the Hospitality Industry. Introducing a Private Health Exchange available to members of CABBI.

High Sierra Showerheads

[David Malcolm | dmalcolm@highsierrashowerheads.com](mailto:dmalcolm@highsierrashowerheads.com) | www.highsierrashowerheads.com

High Sierra Showerheads manufactures its own design and brand of water saving shower heads that deliver a strong full spray of large drops that definitely don't feel like low flow.

IMS Barter

[Aubrie Valle | aubrie.valle@imsbarter.com](mailto:aubrie.valle@imsbarter.com) | www.imsbarter.com

International Monetary Systems is a barter company. We help to sell vacant rooms on trade to offset cash costs for items properties regularly spend cash on like, printing, advertising and wine.

Ironclad Strategic

[Lesly Ward | lesly@ironcladstrategic.com](mailto:lesly@ironcladstrategic.com) | ironcladstrategic.com

Ironclad Strategic is a hospitality-focused management consultancy providing support in matters related to HR functions, risk management, regulatory compliance, loss-prevention, physical security and investigations.

Lodging Brokers Network, Inc.

[Dick Lopez | dlopez@lodgingbrokersnetwork.com](mailto:dlopez@lodgingbrokersnetwork.com) | www.lodgingbrokersnetwork.com

A full-service hospitality brokerage service company. B&B Division specializes in B&B properties, working with current and future innkeepers to meet their business and real estate needs and goals. Dick Lopez, President

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holds the designation of Certified Hotel Broker (CHB), member & Past President of HBI, and member of FIABCI.

Lodging Goods LLC

[Andy Manuja | andy@lodginggoods.com](mailto:andy@lodginggoods.com) | www.lodginggoods.com

TV, PTAC, guest room lamps, LED lighting, amenities, LED mirror, art frames, case goods, ERGO chairs

Odysys

[Ben Lloyd | ben.lloyd@odysys.com](mailto:ben.lloyd@odysys.com) | www.odysys.com

Odysys is a simple & powerful software system for Innkeepers. Websites, online reservation systems & marketing tools for bed & breakfasts and small hotels

OVISS LABS INC

[Beant Singh | sales@ovissinc.com](mailto:sales@ovissinc.com) | www.ovissinc.com

OVISS Labs is a managed service provider for security and wifi services. Our OVISS WIFI service has proven to be very successful and affordable for owners. Our service is equipped with full coverage lifetime warranty and tech support, along with equipment and software upgrades as technology changes. We always say: You will never pay for another access point again. Experience the OVISS difference

Protect-A-Bed

[Linda Bill | Linda.bill@protectabed.com](mailto:Linda.bill@protectabed.com) | www.protectabed.com

Luxury waterproof bedding to insure the best possible sleep zone for your guests while extending the life of the mattress. Our products are recommended and used by most hotel corporate chains and boutique hotels.

Q4Launch

[Ann Marie Houlihan | annmarie@q4launch.com](mailto:annmarie@q4launch.com) | q4launch.com

Q4Launch is committed to the hospitality space. We partner with our hospitality customers to increase website traffic and encourage more direct bookings. Our customers enjoy website design that is future-proof with pages designed to convert. We are proud of our content team who creates unique content designed to significantly increase organic traffic for our customers. The ultimate goal is to increase bookings for each customer and that is how we measure our success.

Ready Care Industries

[Amy Lopez | alopez@readycare.com](mailto:alopez@readycare.com) | www.readycare.com

Guest Amenities & More! Leading hotels partner with ReadyCare to develop personal care amenity programs that reinforce their brand and deliver better guest experiences. From custom private label bottles & fragrances to innovative shower dispensers & stock amenities, ReadyCare's product offering can satisfy the personal care needs of any size hotel, from the large resort property to the small bed & breakfast.

RezStream

[Jeff Hebrink | sales@rezstream.com](mailto:sales@rezstream.com) | www.rezstream.com

Small independent lodging properties have explained that the two greatest challenges their properties face are increasing revenue & decreasing operational costs. Through years of working hand in hand with our clients and developing performance-based reservation software, we feel we're able to solve those challenges. We would love to show you!

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Tel-phone Resources Company

Allan Walker | allanwalker@tel-phone.net | www.tel-phone.net

Tel-Phone Resources Company specializes in lodging communications solutions that keep your guest coming back to stay. Guestroom telephones, face plates custom printed full color, charging station for guest mobile devices and ADA compliant equipment. Our products and service are second to none.

The B&B Team

Rick Wolf | bbteam@bbteam.com | www.bbteam.com

Welcome innkeepers and bed and breakfast inn lovers! We are The B&B Team. If you want to purchase a bed and breakfast inn, learn about starting a bed and breakfast, or you are an innkeeper looking to sell your inn or grow your business, we want to talk to you about our inn broker & consulting services.

The Robe Works

Gene Faul | ichief@aol.com | www.robeworks.com

Robe Works - the first to offer the micro fiber, terry lined robe! Our quality and fit is the key to our success. Also, see us for micro fiber uniforms.

ThinkReservations

E-Scot Fuller-Beatty | support@thinkreservations.com | www.thinkreservations.com

ThinkReservations provides property management system solutions to help your business increase revenue and save time.

TravelZoo

Victoria Lin | vlin@travelzoo.com | www.travelzoo.com

Travelzoo is a global media commerce company. With more than 28 million members in North America, Europe, and Asia Pacific and 25 offices worldwide, Travelzoo publishes offers from more than 2,000 travel, entertainment and local companies. Travelzoo's deal experts review offers to find the best deals and confirm their true value.

Unique Angles Photography

Marcus Berg | uniqueangles@gmail.com | www.uniqueanglesphoto.com

Marcus Berg, Unique Angles Photography is one of Oregon's premier architectural photographers, who captures both the accommodations and the cuisine that make each place special.

Viking Services

Remington Cordonnier | rem@vikingcle.com | www.vikingcle.com

Commercial washers and dryers. We also sell cleaning and laundry chemicals solutions for all types of hotels.

Western State Design, Inc.

Kurt Archer | karcher@westernstatedesign.com | www.westernstatedesign.com

Western State Design, recognized as a premier leader in the commercial and industrial laundry industry with expertise in design, development and equipment of state-of-the-art laundry facilities since 1974.