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 Mr. Bruce Granske F 780.352.3549  
 bruce@thesolsource.com



**Spring Air BC/Restwell**  
 14922 54A Ave, Surrey, BC V3S 5X7 T 604.576.2339  
 Mr. Peter Bell F 888.572.8177  
 contractsales@restwell.com TF 888.665.1112  
 www.restwell.com

Restwell Sleep Products is a family owned and operated B.C. manufacturer of mattresses and boxsprings. Founded in 1990, Restwell's customers include colleges, universities, resorts, hotels, motels and care homes throughout western Canada. With factories in Surrey, BC and Regina, SK, Restwell is ready to meet the needs of customers across western Canada.

# We've Got Your Back



Ask about our complete line of bedding accessories including frames, pads, pillows, mattress encasements and more.

Makers of



Restwell Sleep Products  
 604-576-2339 • 1-888-665-1112  
 contractsales@restwell.com

Factories located in Surrey, BC & Regina, SK



From  
**\$289**  
 Queen Set

*Comfort, Value & Service*

# buyers' guide

## Staples Advantage Canada

4990 92 Ave, Edmonton, AB T6B 2W1  
Ms. Pamela Phillip  
pamela.phillip@cexp.ca www.staplesadvantage.ca

T 780.468.8800  
F 780.468.8866

## StoreFinancial

28 Thimbleberry St, Brampton, ON L7A 3L4  
Ms. Dawn Abankwah  
dabankwah@storefinancial.com www.storefinancial.com

T 289.752.5499  
F 800.755.5205  
TF 800.752.5499

## STR

785 E Main St, Hendersonville, TN 37075  
Ms. Erin Hannigan  
erin@str.com www.str.com

T 615.824.8664  
F 615.824.3848

## Strategic Project Management

PO Box 220, New Sarepta, AB T0B 3M0  
Mr. Ronaldo Gallardo  
ron\_gall@hotmail.com

T 780.872.2208  
F 780.812.2931

## Sunset Swings Alberta

51279 RR 223, Sherwood Pk, AB T8C 1H2  
Mr. Larry Bignell  
biggs@syban.net www.sunsetswings.com

T 780.242.4344  
F 780.662.0038

## SYSCO Edmonton

26210 Twp Rd 531A, Acheson, AB T7X 5A4  
Mr. Brad Hudson  
Hudson.Brad@Edm.Sysco.ca www.sysco.ca

T 780.643.8108  
F 780.451.0742  
TF 877.454.2272

## Sysco Guest Supply Canada

5-570 Matheson Blvd E, Mississauga, ON L4Z 4G3  
Ms. Jennifer Gill  
jgill@guestsupply.com www.guestsupply.com

T 403.455.4870  
F 866.483.7823  
TF 866.483.7822

## Talisman Centre

2225 Macleod Trail S, Calgary, AB T2G 5B6  
Ms. Lucie Desilets  
info@talismancentre.com www.talismancentre.com

T 403.233.8393  
F 403.262.1001

## Tex-Pro Western Limited

828 Powell St, Vancouver, BC V6A 1H8  
Mr. Al Fleming  
sales@texpro.net www.texpro.net

T 800.663.9266  
F 604.254.2550  
TF 800.663.9266

## The Coffee Connection Ltd.

1047 26 St NE, Calgary, AB T2A 6K8  
Mr. Bradley Gunning  
info@thecoffeeconnection.ca www.thecoffeeconnection.ca

T 403.269.5977  
F 403.276.3497

## The Globe and Mail

203-25A Morrow Ave, Toronto, ON M6R 2H9  
Mr. Tim Harrison  
Tharrison@nmg.ca www.globeandmail.com

T 416.588.2969  
F 403.215.8039  
TF 888.214.5623

## Thermotech Environmental Inc.

8 Saskatchewan Ave, Devon, AB T9G 1E7  
Mr. John Van Ginkel  
john@tteheat.com www.tteheat.com

T 780.987.8002  
F 780.987.2838

Chemical Free Environment Solutions, Pest Control, Structural Dry-Outs and Temporary Heat. Reduce down time due to pests. One time treatment and rooms back on market the next day with NO chemical residue. Dry-out structure due to flood and reduce mould growth. Supply temporary heat due to loss of structure heating.



## Hospitality Insurance Program

The Alberta Hotel & Lodging Association, in partnership with Western Financial Group Insurance Solutions, offers a "Protected Self-Insurance" Program for AHLA members.

### How Will You Benefit?

- Immediate significant savings off present premiums
- Potential for returns of premium
- Full coverage reviews and access to a comprehensive blanket limit policy
- Long-term rate stability
- Loss prevention and risk management services



### For more information contact:

Justin Friesen, 1-800-665-8990 ext. 7211  
justin.friesen@westernfgis.ca  
www.westernfgis.ca/ahla

## TotalGUARD Employee Benefits

Alberta Hotel & Lodging Association members have access to TotalGUARD, a dependable and affordable Employee Benefits program that will help attract and retain good employees.

### How Will You Benefit?

- Immediate significant savings off present premiums
- Rate stability generated through pooling structure
- Program Flexibility with many coverage options to choose from
- Online Administration
- Pay direct drug and dental card



### For more information contact:

Scott Stewart, 1-800-665-8990 ext. 7287  
scott.stewart@westernfgis.ca  
www.westernfgis.ca/ahla

## Threshold Financial Technologies Inc.

3269 American Dr, Mississauga, ON L4V 1V4  
Mr. John Coyne  
john@lcwest.com www.threshold-fti.com

T 905.678.4508  
F 905.678.6800  
TF 877.260.4700

## Time Business Machines

17620 107 Ave, Edmonton, AB T5S 1G8  
Mr. Gregory Bird  
gbird@timebusiness.com www.timebusiness.com

T 780.483.3040  
F 780.486.2989

## Tom Goodchild's Moose Factory

4810 Calgary Tr, Edmonton, AB T6H 5H5  
Mr. Len McCullough  
lmccullough@sawmillrestaurant.com www.sawmillrestaurant.com

T 780.463.4499  
F 780.463.3183

## Town & Country Uniforms Inc.

5675 Christopher Columbus Ave, Montreal, PQ H2S 2E8  
Mr. Mario De Petrillo  
webmaster@tcuniforms.com www.tcuniforms.com

T 800.361.0388  
F 514.271.4636

## Transworld Hospitality Inc.

11131 Hammersmith Gate, Richmond, BC V7A 5E6  
Ms. Isabelle Briski-Somers  
sales@transworldimports.com www.transworldimports.com

T 604.272.3432  
F 604.272.3265

## Travel Alberta

400-1601 9 Ave SE, Calgary, AB T2G 0H4  
Mr. Bruce Okabe  
info@travelalberta.com www.industry.travelalberta.com

T 403.648.1000  
F 403.648.1111

## Unisource Canada Inc.

11248 184 St, Edmonton, AB T5S 2S6  
Ms. Gail Woodward  
www.unisource.ca

T 780.453.0876  
F 780.451.7903

## VingCard Elsafe

100-631 International Pkwy, Richardson, TX 75081  
Mr. Paul Dinsdale  
rwalker@vcegroup.com www.elsafe.com

T 972.692.3167  
F 214.212.7367  
TF 800.225.8464

## W.E. Greer Ltd.

14704 119 Ave, Edmonton, AB T5L 2P1  
Mr. John Greer  
edmordesk@wegreer.ab.ca www.wegreer.com

T 780.451.1516  
F 780.451.0334  
TF 800.565.9898

## Wentich Enterprises Ltd.

217-2503 Hanna Cr, Edmonton, AB T6R 0H1  
Mr. Larry Franchuk  
lfranchuk@shaw.ca

T 780.938.9677  
F 780.489.2356

## West Coast Interiors Ltd

6822 10th Ave, Edmonton, AB T6K 2T7  
Mr. Gerald Giebelhaus  
westcoastinteriorsltd@shaw.ca www.westcoastinteriorsltd.com

T 780.436.9983  
F 780.988.8380

Canadian owned, delivering the highest standard of products in Canada. Guaranteed exceptional service and installation is just part of our company's mission along with dedication and personal commitment to all your facility's needs while being price sensitive. Serving all of Canada.



## Western Financial Group Insurance

777 Portage Ave, Winnipeg, MB R3G 0N3  
Mr. Justin Friesen  
gis@westernfgis.ca  
www.westernfgis.ca

T 204.942.2555  
F 204.975.1624  
TF 800.665.8990

Western Financial Group Insurance Solutions, in partnership with the Alberta Hotel & Lodging Association, is pleased to offer an exciting "Protected Self-Insurance" Program for AHHA members. Five of Canada's lodging and hospitality associations have joined together to create the Hospitality Insurance Program making it the largest in Canada.

## Western Refrigeration & Beverage Equipment Ltd.

1232 36 Ave NE, Calgary, AB T2E 6M8  
Mr. Daryl Hornberger  
info@westernrefridgeration.com  
www.westernrefrigeration.com

T 888.443.1946  
F 403.291.9213  
TF 888.443.1946

## Westport Manufacturing

1122 SW Marine Dr, Vancouver, BC V6P 5Z3  
Mr. Wayne Letwin  
wletwin@west-port.com www.west-port.com

T 604.261.9326  
F 604.261.3783  
TF 800.663.9587

In business since 1947, Westport Manufacturing prides itself on guaranteed quality of custom-made drapes and beddings for the commercial and hospitality industries. In addition, Westport offers blinds, motorized shade systems and a wide range of drapery hardware and accessories.

## Westwind Leisure Group

10311 84 St, Edmonton, AB T6A 3R2  
Mr. Bart Deeg  
info@westwindleisure.com www.westwindleisure.com

T 780.465.6699  
F 780.462.6594

## Wigger Draperies

11430 142 St, Edmonton, AB T5M 1V1  
Ms. Elizabeth Grajoszek  
office@wiggerdraperies.com www.wiggerdraperies.com

T 780.423.3308  
F 780.425.8620



## World Web Technologies Inc.

301-1000 9 Ave SW,  
Calgary, AB T2P 2Y6  
Mr. Frank Verhagen  
contact@worldweb.com www.worldwebtechnologies.com

T 403.777.9300  
F 403.777.9304

As an Internet marketing and software company for the tourism industry, World Web Technologies offers the WorldWeb.com travel website, a comprehensive source of travel information with cost-effective advertising opportunities. Other products include WebRezPro.com, a powerful and affordable Web-based property management system, and ActivityEngine.com, a business platform for tour operators.

## Zep Sales & Service

11627 178 St, Edmonton, AB T5S 1N6  
Mr. Mark Bunz  
mark.bunz@zep.com www.zep.com

T 877.428.9937  
F 780.453.8148

# buyers' guide

## • BANFF

### Banff Aspen Lodge

401 Banff Avenue, Banff  
TF 800.661.0227  
info@banffaspenlodge.com | www.banffaspenlodge.com  
*Premium Rooms - \$109 + tax/night. Valid midweek, from now to April 30, 2011. Rate includes continental breakfast, wireless, and parking. Booking Code: AHLA Member*

### Banff Voyager Inn & Spruce Grove Inn

555 Banff Avenue, Banff  
T 403.762.3301  
res@banffvoyagerinn.com | www.banffvoyagerinn.com  
*\$79 for standard room at Spruce Grove Inn for January & February for AHLA Members. Subject to availability.*

### Brewster's Shadow Lake Lodge and Cabins

Box 2606, Banff  
T 403.762.1006  
info@shadowlakelodge.com | www.shadowlakelodge.com  
*Shadow Lake Lodge is a remote back country lodge, accessible only by hiking or cross-country skiing. BC # AHLA2011*

### Tunnel Mountain Resort

502 Tunnel Mountain Rd, Banff  
T 403.762.4515 ext 551  
info@tunnelmountain.com | www.tunnelmountain.com  
*15% off our published room rates. Mention AHLA discount. Not valid holiday weekends, Christmas or New Years.*

## • CALGARY

### 5 Calgary Downtown Suites

618 5th Avenue SW, Calgary  
T 403.451.5551  
www.5calgary.com  
*\$99 for a one-bedroom suite during the month of January. Booking code AHLA555.*

### Calgary Marriott Hotel

110 9th Avenue SE, Calgary  
TF 800.896.6878  
www.calgarymarriott.com  
*25% off weekday and weekend rates. Booking code: TVL. Industry ID required at check in.*

### Delta Calgary Airport

2001 Airport Rd NE, Calgary  
T 403.250.6000 TF 800.268.1133  
dca.reservations@deltahotels.com | www.deltacalgaryairport.com  
*Stress free convenience! Attached to the Calgary Airport, Delta Calgary Airport offers an Alberta Hospitality rate from \$119.00. Booking Code: AH8*

### Executive Royal Inn North Calgary

2828 - 23rd Street NE, Calgary  
T 403.291.2003 or TF 877.769.2562  
northcalgary@royalinn.com | www.executivehotels.net/calgary  
*\$89 for an Executive Queen Room. Subject to availability and black-out dates. Booking Code ROYAL-AHLA*

### Holiday Inn Calgary Airport

1250 McKinnon Drive NE, Calgary  
T 403.230.1999  
reservations@hicalgary.ca | www.holiday-inn.com/calgary-apt  
*Weekend Industry Special! \$109.00 per night for Superior Class rooms from January - March and September - December 2011. Subject to availability.*

### Sandman Hotel & Suites Calgary West

125 Bowridge Drive NW, Calgary  
T 403.288.6033  
fom\_calwest@sandman.ca | www.sandmanhotels.com  
*Hotel Industry Rate from January - March: \$89 for a King Room based on availability. ID required. Email room request.*

### Sheraton Suites Calgary Eau Claire

255 Barclay Parade, Calgary  
T 403.517.6600  
reservations@sheratonsuites.com | www.sheratonsuites.com  
*From January 1-12th stay one night and get the second for 50% off, ask for Better Tomorrows.*

### Super 8 Motel

1904 Crowchild Trail NW, Calgary  
T 403.289.9211  
super8motelcalgary@shaw.ca | www.super8.com  
*Queen bed, free breakfast, wifi, movies, coffee, winter plug-ins. Promotional rate \$69.99 + taxes. Booking Code AHLA 123 until March 2011.*

### Travelodge Calgary South

7012 Macleod Trail S, Calgary  
T 403.253.1111 TF 888.314.1444  
*January to March 2011 - Industry Rate \$69.00 plus taxes, call property directly. 1 King/2 Doubles including breakfast.*

## • CANMORE

### StoneRidge Mountain Resort

30 Lincoln Park, Canmore  
TF 877.675.5001  
info@stoneridgeresort.ca | www.stoneridgeresort.ca  
*Experience Alberta's top rated hotel by Trip Advisor at 50% off! Booking Code: AHLA (subject to availability).*

## • CLARESHOLM

### Bluebird Motel

Highway 2, Box 1888, Claresholm  
 T 403.625.3395  
 bbird@telusplanet.net | www.bluebirdmotel.ab.ca  
*\$15 off our regular rates for any room, including heritage theme rooms.*

## • DEAD MAN FLATS

### Copperstone Resort Hotel

250, 2nd Avenue, Dead Man's Flats  
 T 403.678.0303  
 info@copperstoneresorthotel.com | www.copperstoneresort.ca  
*\$99 for a one bedroom suite during the month of October and November 2011. Booking code: AHLA2011*

## • DRUMHELLER

### Econolodge Inn & Suites

392 Centre St, Drumheller  
 T 403.823.3322  
 Drumheller.econolodge@gmail.com | www.econolodgedrumheller.com  
*\$90 for a double room during month of January & February 2011. Booking code: AHLA 25*

## • EDMONTON

### Alberta Place Suite Hotel

10049-103 Street, Edmonton  
 T 780.423.1565  
 reservations@albertaplace.com | www.albertaplace.com  
*\$99 for a Studio Suite during the month of January. Booking code ABPLACE10*

### Best Western South Edmonton Inn & Suites

1204 - 101 St SW, Edmonton  
 T 780.801.3580 TF 877-305-3580  
 61078@hotel.bestwestern.com  
 www.bestwestern.com/ca/southedmontoninnandsuites  
*Rates from \$109 - \$159 inc Hot Breakfast, subject to availability. Pool, whirlpool and waterslide. Taxes not included.*

### Coliseum Inn

11845 Wayne Gretzky Drive, Edmonton  
 T 780.471.1231  
 crystal@coliseuminn.ca | www.coliseuminn.ca  
*During January - March we will offer a Industry Rate of \$79.00 in our renovated rooms and \$59.00 in our non renovated rooms.*

### Delta Edmonton Centre Suite Hotel

10222 - 102 St, Edmonton  
 T 780.423.9293  
 decsh@deltahotels.com | www.deltaedmontoncentre.com  
*Book today and receive this exclusive offer of a Delta Room with King, Queen or 2 Queen beds for \$99.*

### Edmonton Marriott at River Cree Resort

Edmonton  
 T 800.960.4913  
 www.edmontonmarriott.com  
*25% off weekday and weekend rates. Call or book online using rate code TVL. Industry ID required at check-in.*

### Quality Inn West Harvest

17803 Stony Plain Rd, Edmonton  
 T 780.484.8000 TF 800-661-6993  
 vivian.basaraba@westharvest.ca | www.qualityinnwestharvest.com  
*Join us in West Edmonton; only 3 minute drive to West Edmonton Mall. Winter rates from \$109/night + taxes.*

### Hilton Garden Inn West Edmonton

17610 Stony Plain Rd, Edmonton  
 T 780.443.2233  
 dolores.march@hilton.com | westedmonton.hgi.com  
*Value packed Bed 'N Breakfast deal including deluxe accommodation and made-to-order hot breakfast buffet for up to 4 guests.*

### Holiday Inn Express Edmonton Downtown

10010 104 Street, Edmonton  
 T 780.701.3317  
 gm@hiexedmonton.com | www.hiexdowntown.com  
*Up to 25% off guestrooms at any IHG hotel around the world. This is our Friends and Family Rate.*

### Westgate Motor Inn

21621 Stony Plain Road, Edmonton  
 T 780.447.4520  
*\$64 daily for a room (January through March). Weekly and monthly rates also available. Ask for our Winter Specials.*

## • FORT McMURRAY

### Clearwater Suite Hotel

4 Haineault St, Fort McMurray  
 T 780.799.7676 TF 877.799.7676  
 info@clearwatersuitehotel.com | www.clearwaterfortmcmurray.com  
*20% off best available rate AND it can be booked online on our website using the booking code AHLA!*

# buyers' guide

## Merit Hotel & Suites

8200 Franklin Ave, Fort McMurray

T 780.714.9444 TF 877.637.4855

info@meritfortmcmurray.com | www.meritfortmcmurray.com

20% off best available rate AND it can be booked online on our website using the booking code AHLA!

## Franklin Suite Hotel

10300 Franklin Ave, Fort McMurray

T 780.788.2199

info@franklinfortmcmurray.com | www.franklinfortmcmurray.com

20% off best available rate AND it can be booked online on our website using the booking code AHLA!

## Nomad Hotel & Suites

10006 McDonald Ave, Fort McMurray

T 780.791.4770 TF 866.650.3678

reservations@thenomadinn.com | www.thenomadinn.com

20% off best available rate AND it can be booked online on our website using the booking code AHLA!

## Vantage Inn & Suites

200 Parent Way, Fort McMurray

T 780.713.4111 TF 866.713.4111

hhart@vantagefortmcmurray.com | www.advantagewest.ca

20% off best available rate AND it can be booked online on our website using the booking code AHLA!

## • GRANDE PRAIRIE

### Service Plus Inns & Suites

10810-107 Ave, Grande Prairie

TF 888.875.8667

grandeprairie@spis.ca | www.serviceplusinns.com

Ask at Front Desk about our current family package, over \$75.00 in savings!

### Stanford Hotels & Resort GP

11401 100 Ave, Grande Prairie

T 780.539.5678 or TF 800.661.8160

reservations@stanfordhospitality.com | www.grandeprairiestanfordhotel.com

Small or large kitchen units for the month of December only at our Standard Room Rate of \$99.00. Booking Code: dec99

## • HINTON

### Holiday Inn Hinton

393 Gregg Ave, Hinton

T 780.865.3321

gm@bestsleephintonhi.com | www.bestsleepintown.com

\$89.00 for a Standard room, Jan. - May 2011, Oct. - Dec. 2011. Booking code: Alberta Hotel & Lodging

## • LEDUC

### Best Western Plus Denham Inn & Suites

5207 - 50th Avenue, Leduc

T 800.661.3327

info@bestwesterndenham.com | www.bestwesterndenham.com

AHLA Winter Escape Package - January. One night's stay, \$20.00 food voucher & in-room movie. King Mini-Suite \$159.00 + tax

## • LETHBRIDGE

### Coast Lethbridge Hotel & Conference Centre

526 Mayor Magrath Drive S, Lethbridge

T 403.327.5701

clhinfo@coasthotels.com | www.coasthotels.com

\$89.00 for a Comfort room for January/February, 2011. Booking code AHLA2011.

### Hampton Inn & Suites by Hilton Lethbridge

4073 2nd Ave S, Lethbridge

T 403.942.2142

curtis.sheck@hilton.com | www.lethbridgesuites.hamptoninnbyhilton.com

\$119 for a deluxe room valid until end of February 2011. Booking code AHLA.

### Sandman Hotel Lethbridge

421 Mayor Magrath Drive, Lethbridge

T 403.328.1111

sls\_lethbridge@sandman.ca | www.sandmanhotels.com

50% off our rack rates, upgrades when available. Rates starting at \$80.00.

## • LONGVIEW

### Highwood River Inn & Retreat Center

Box 186, Longview

T 403.558.2456

highwoodriverinn@gmail.com | www.highwoodriverinn.ca

Rest, relax, and rejuvenate on the south side of beautiful Kananaskis! Only \$99.95 for the month of January. Hope to see you there!

## • NISKU

### Nisku Inn & Conference Centre

1101 - 4th St, Nisku

T 780.955.7744 x372

tashaharrop@niskuinn.com | www.niskuinn.com

\$95.00 for all stays over 2 nights. Please state AHLA special rate. Some restrictions apply.

## • RIMBEY

### Best Western Rimstone Ridge Hotel

5501 50th Ave, Rimbey  
T 403.843.2999  
valerie.st-jean@bwrimbey.com  
*\$119.00 for September, new hotel near lakes, historical truck museum, corn maze, cheese factory, berries. Farmers' markets and great sunsets.*

## • WABAMUN

### Shoreside Inn & Suites

5102 - 51 Ave, Wabamun  
T 780.892.4773  
Shoresideinn.reservations@gmail.com | www.shoresideinn.com  
*10% discount on room of choice during the month of May 2011*

### Wabamun Hotel

5140 - 52 Street, Wabamun  
T 780.892.2224  
wabhotel@xplonet.com | www.wabhotel.com  
*15% discount off room of choice during the month of January 2011.*

## • WATERTON

### Waterton Glacier Suites

107 Windflower Ave, Waterton Lakes National Park  
T 403.859.2004 TF 1.866.621.3330  
info@watertonsuites.com | www.waterton.ca  
*\$99.00 for a Deluxe Suite with jacuzzi & two fireplaces. Includes breakfast for two. Valid January 3rd - May 10th.*

## • WETASKIWIN

### Prairie Breeze Inn, RV & Camping

RR 1, Wetaskiwin  
T 780.352.7220  
info@prairiebreeze.ca | www.prairiebreeze.ca  
*\$99 for a deluxe room from Jan. 1/11 to April 30/11. King Size Bed, Jacuzzi tub & European breakfast.*

## • WHITECOURT

### Nova Inn Whitecourt

5406 Caxton St, Whitecourt  
T 780.779.2399  
jeanpierre\_b@novahotels.ca | www.novahotels.ca  
*Nova Inn Whitecourt is offering a special rate \$84 plus taxes for a single standard room. Booking Code: AHLA 10-2011*

### The Ritz Cafe and Motor Inn

Box 1015, Whitecourt  
T 780.778.5055  
theritz@telusplanet.net | ritzmotorinn.com  
*Rooms starting at \$59.00, including free breakfast in the restaurant.*

# annual calendar of events

### Calgary RV Expo & Sale

January 27-30, 2011  
Calgary BMO Centre  
www.rvda-alberta.org/rvshow.  
asp?location=Calgary

### Canada-E-Connect 2011

February 2-4, 2011  
Hyatt Regency, Toronto  
www.canadaeconnect.com

### Edmonton RV Expo & Sale

February 10-13, 2011  
Edmonton Expo Centre  
www.rvda-alberta.org/rvshow.  
asp?location=Edmonton

### Hotel Association of Canada Conference

March 7, 2011  
Sheraton Centre, Toronto  
www.hacconference.ca

### Canadian Tourism Marketing Summit

March 8, 2011  
Sheraton Centre, Toronto  
www.cdntourismmarketing.ca

### Online Revealed

March 8-9, 2011  
Sheraton Centre, Toronto  
www.onlinerevealed.com

### Canadian Hotel Investment Conference

April 12-13, 2011  
The Ritz Carlton, Toronto  
www.hotelinvest.ca

### AHLA 2011 Convention & Trade Show

April 17-19, 2011  
The Fairmont Chateau Lake Louise  
www.ahla.ca

### 2011 Housekeeping Awards Gala

April 18, 2011  
The Fairmont Chateau Lake Louise  
www.ahla.ca

### Rendez-vous Canada 2011

May 15-18, 2011  
Québec City Convention Centre  
www.rendezvouscanada.com

### Global Travel & Tourism Summit

May 17-19, 2011  
Las Vegas, USA  
www.tourismfortomorrow.com



# what have we done for you lately? by Lyndsey Rae

The AHLA is committed to serving our members.  
Here are just a few of the ways we helped our members in 2010:

## Tourism Marketing

- ✓ Presented the 2010 Housekeeping Award to 139 properties that demonstrated the highest standards of cleanliness, maintenance, and state of repair.
- ✓ Inspected 1,130 hotels, motels and campgrounds for [www.TravelAlberta.com](http://www.TravelAlberta.com) and the 2011 Official Accommodation and Campground Guides.
- ✓ Launched the JackRabbit search engine on [www.TravelAlberta.com](http://www.TravelAlberta.com), enabling consumers to make reservations instantly with over 300 participating properties.

## Member Value Programs

- ✓ Helped members save up to 65% on office and guestroom supplies with Staples Advantage Canada.
- ✓ Locked in long-term power requirements for over 250 AHLA members for as little as 5.317¢/kWh.
- ✓ Helped members measure and offset their carbon footprint and develop environmental stewardship programs through the EcoStay program.

## Human Resource Development

- ✓ Introduced "The Housekeeping Edge" seminar to help members improve housekeeping at their properties. Seminars held around the province let housekeepers improve their technique and share best practices.
- ✓ Conducted an online wage survey to help members offer fair and competitive wages and benefits, and to inform government about prevailing wages in the hospitality industry. A record 219 properties participated in 2010!
- ✓ For the fourth consecutive year, helped members measure and improve their HR practices to become Employers of Choice.

## Government Relations

- ✓ Continued to work with federal and provincial governments to ensure our members can access foreign workers for key positions in their businesses.
- ✓ Reviewed and compared the governance, administration, operation, and marketing alignment of DMFs in Alberta to ensure the sustainability of funds for tourism marketing.
- ✓ Recommended changes to minimum wage policy to the Standing Committee on the Economy.
- ✓ Continued to plan for the evolution of Alberta's VLT network to ensure future opportunities in gaming.

In addition, the AHLA keeps our members up to speed on important industry issues and trends through our *Innsight* newsletter, [www.ahla.ca](http://www.ahla.ca), email alerts, and *Alberta Hospitality* magazine.

Are you missing out on what the AHLA has to offer?

Call us at 1-888-436-6112 to find out!



INSPIRING SERVICE, GROWING VALUE

# ahla member value programs

Since 2006, the AHLA has saved members over \$16 million in operating costs, in addition to providing them with the peace of mind that the AHLA has done the homework for them! Here are just a few of the ways we've helped our members:

## Electrical Energy

The AHLA has purchased electrical energy on behalf of our members since 2001. The power program is one of our most popular and successful Member Value Programs.

*"Over the past 10 years, the AHLA has saved the Remai group of hotels over \$1,000,000."*

~ Dave Korpach, Remai Group

## Home & Auto Insurance Discounts

All AHLA members and their staff are eligible for discounts on home and auto insurance through Johnson Inc.

*"Johnson Insurance did a great job for me. We are really happy with them - their rates are awesome. Their preferred rate program is second to none!"*

~ Tracy Nadon, Chez-Nous Motel

## Employee Health Benefits

The TotalGUARD Employee Benefits program through Western Financial Group can help you to attract and retain staff.

*"Participation in the AHLA group benefits plan has benefited both our property and our employees. As a small employer we would be unable to get this level of coverage for the low cost we are able to as part of the larger AHLA group. One of the best benefits to our staff is the pay direct drug card, which allows them to pay only their 20% portion when they pick up a prescription, rather than paying the entire cost up front and submitting it for reimbursement."*

~ Leanne Shaw-Brotherston, Country Inns & Suites by Carlson

## EcoStay

The AHLA has partnered with EcoStay to help our members reduce their carbon footprint.

*"Since we have implemented the LivClean Program we have received great feedback from our guests, operators, and suppliers. It has also generated new business for us, as operators, and our customers are starting to demand environmental responsibility."*

~ Kurt Fonseca, High Country Inn

## Group Retirement Savings

Group RRSP programs are provided through Kinasewich Benefit Consulting, in partnership with the AHLA, and offer a convenient and disciplined way to save for retirement.

*"I highly recommend the Group RRSP Program as a fundamental part of an employee care and retention strategy. This program has been an important part of our ability to attract and retain the very best people. Today's employees are looking for holistic compensation packages that go beyond just wages and hours. It's a win-win."*

~ Perry Batke, Best Western Denham Inn & Suites

## Staples Advantage Canada

Through the Staples Advantage Canada, AHLA members receive up to a 65% discount on regular catalogue priced items and additional savings on other categories.

*"We saved over \$40 on one toner cartridge alone! That is a HUGE saving."*

~ Tina Tobin, Sands Hotel & Conference Centre

**GROW THE VALUE OF YOUR MEMBERSHIP!**

**Find out about AHLA's Member Value Programs today!**

**Visit [www.ahla.ca](http://www.ahla.ca) or call 1-888-436-6112.**



# MEMBERSHIP THAT MAKES A DIFFERENCE.

**AHLA Membership. Are You Getting the Benefits?**  
Human Resource Development . Tourism Marketing . Member Value Programs . Government Relations

**ahla**

ALBERTA HOTEL &  
LODGING ASSOCIATION

For more details on the AHLA's programs and services:  
**Visit [ahla.ca](http://ahla.ca) . Call Toll Free 1.888.436.6112**