



INTERSECTION: HOSPITALITY

Intersection: Hospitality is where manufacturers and specifiers come together for an exclusive three-day event. Top hospitality industry designers and specifiers will each participate in 15–20, one-on-one, 30-minute meetings in vendor showrooms, providing the unique proposition of seeing a very extensive presentation of each company's capabilities.

AmericasMart® Atlanta has teamed up with industry expert Andy Schaidler of Complete Hospitality Solutions Consulting to create this unique, valuable and fun event, designed to introduce you to some key specifying resources in the hospitality space.

AmericasMart Atlanta

THE SCHEDULE

TUESDAY, SEPTEMBER 21

12:30 – 1:30 p.m.

Lunch on AmericasMart campus

1:30 – 4:30 p.m.

One-on-one meetings

5:30 – 8:30 p.m.

Cocktails and dinner

WEDNESDAY, SEPTEMBER 22

8:30 – 9:30 a.m. Breakfast on campus

9:30a.m.–12:30p.m.

One-on-one meetings

12:30 – 1:30 p.m.

Lunch on campus

1:30 – 4:30 p.m.

One-on-one meetings

6 – 9 p.m.

Networking and cocktail party/dinner

THURSDAY, SEPTEMBER 23

8:30 – 9:30 a.m. Breakfast on campus

9:30 a.m.–Noon

One-on-one meetings

Noon – 1 p.m.

Closing lunch on campus

PREVIOUS PARTICIPATING SHOWROOMS

C + H Interiors

Noir/CFC

Wendover Art

Cozy Mattress

Phillips Scott – Hospitality

Worlds Away

Elk

Sherwin-Williams

Zuo Modern

Hubbardton Forge

Stover Sales & Associates

MDC Wallcovering

Three Birds

CONTACT

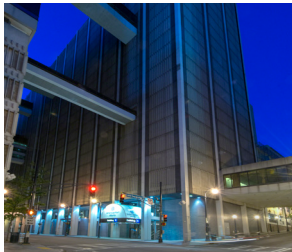
Andy Schaidler

Complete Hospitality
Solutions Consulting

414.431.3687

andy@schaidler.com

AmericasMart® Atlanta



AmericasMart Atlanta is the premier product destination in the center of a global crossroads for furnishings, rugs and décor. Launched as the Atlanta Market Center, this comprehensive marketplace was later rebranded as AmericasMart Atlanta.

AmericasMart ranks first as the world’s largest trade mart/tradeshow facility with more than seven million square feet of enclosed space. Our facility provides the best in accessibility, product and convenience.

Hotel Indigo Atlanta Downtown



Hotel Indigo Atlanta Downtown is revered architect John Portman’s postmodern baby. Just past his silvery outdoor sculpture “Belle,” guests enter into a spacious, light-filled lobby filled with objects d’art, abstract paintings and a floating glass-and-steel spiral staircase, all meticulously masterminded by the acclaimed Atlanta architect. This hotel directly adjoins AmericasMart.

Portman’s soaring atria and cloud-grazing glass elevators grace skyscrapers around the world, but no city better embodies his postmodern aesthetic than his hometown of Atlanta. Portman shaped the city’s skyline throughout the 1960s, 70s and 80s, and today, he has reimagined one of his original designs —230 Peachtree Center—into downtown Atlanta’s most sought-after hospitality hub.

WHAT PEOPLE ARE SAYING ABOUT INTERSECTION: HOSPITALITY

Vendors

"In my 33 years of attending and marketing at Hospitality Match Events, I found Intersection Hospitality to be extremely well organized, excellent attendees, and a process and event schedule that ran like a Swiss Watch. I would recommend to EVERYONE."

— Steve Rice, Hubbardton Forge

"**The Intersection: Hospitality event once again showcased why AmericasMart is the industry leader in bringing buyer and seller together.** It provided the opportunity to have focused, one-on-one time with major players within the hospitality arena and have those meetings within our showroom. Your attention to detail left nothing to chance. The Porsche Experience was such a great hit with the guests and exhibitors alike."

— John Haste, Sr. VP, Business Development, Surya

"Intersection: Hospitality was a winner not only for us as vendors but for the many designers and purchasers that attended. The event gave everyone the opportunity to learn more about each client and their specific needs. Unlike many shows where you only spend minutes with each prospect, this event let us have quality time to not only develop a rapport but to educate our clients on how we can help make their projects successful. **I would definitely recommend this event to prospects in our industry, and to everyone that has a showroom that works with hospitality clients at AmericasMart.**"

— Susan Kendrick, Leftbank Art

Thank you again for the opportunity to participate in Intersection: Hospitality, it was a fantastic event. **It was amazing how inspired the attendees were by actually seeing so much product, as the shows they typically attend tend to lean more toward networking, with minimal product on display. As a direct result of that show, within one month of the event, we have already quoted six different projects and secured one significant order.** We hope to participate again in the future.

— Bill Blaine, Noir / CFC

"This event was perfectly executed down to the smallest detail. Your lineup of specifiers was impressive, and the format was productive and engaging. **I highly recommend anyone in hospitality to participate in Intersection: Hospitality.** It's an intangible. **The fact that you are showing product in a showroom to people who have never been inside a showroom is incredibly positive.** You don't get that anywhere else. This is principal to decision-makers without the interim of a rep or sales manager. **That is an opportunity here you're not going to get anywhere else.**"

— Lois Del Negro, Global Views

"Intersection: Hospitality was a productive and unique way to build relationships, while enabling buyers/designers to get a true sense of the Gabby Contract and Summer Classics Contract brands through experiencing our showrooms. **A contributing factor to the success of the event was the size of the group, which was ideal for learning about one another and our businesses.** In addition, the Porsche Experience gave everyone a chance to build rapport in a luxurious, exciting environment synonymous to the caliber of the group in attendance."

— Angela Kelman, Summer Classics Contract Sales

"This week represented the perfect mix of serious work, and learning about each other's companies, coupled with a balance of play in the later evenings to learn the deeper details about the many fantastic individuals on a more personal basis, which was amazing. **I have not experienced a better format anywhere and we are excited that we have become engaged in this platform.**"

— W. Neil Owens, president of COZY Mattress

"We left Intersection: Hospitality very happy and we are convinced this show was 10 times more effective than BDNY or HD Expo (Las Vegas).

— Joe McDaniel,
The Uttermost Company

Designers/Specifiers

"**This was the best design event I have ever attended!**

From the moment you arrive, you are welcomed with open arms, friendly faces and receive incredible V.I.P treatment. You get to experience an incredible one on one experience with the vendors and their products in their showrooms, but even better than that is that you create long lasting relationships with those vendors and other hospitality designers. It was a unique event that I believe everyone should experience.

— Tatiana Ovalle, Carnival Cruise Line

"The program catered to the individuals attending, allowed time to get to know the other specifiers, and gave us a chance to experience the best of Atlanta. **Intersection hospitality knows that business is built on relationships, and their strategic approach allowed us to build lasting relationships with all involved.**

— Amanda Fleck, Addir Design

"**The event was second to none.** I have attended Match, Hotec or Bltec, but being able to see and feel the products was a definitive plus in my mind, everyone was professional and I felt like I forged new friendships to buy from.

— Anthony J. DiGuiseppe, AIA RIBA of DiGuiseppe Architects

"**Everything was incredibly well organized and executed perfectly...from our guest side, it was a well-oiled machine!** Hopefully, we will be invited back as this would be great for other members of our office to experience (unless of course you go back to Porsche again next year... in that case I OWN this event).

— David Shove-Brown, Studio 3877

"I really enjoyed the event. **It was great to personally connect with some very relevant sources that we can start specifying today.** Thanks again for the warm hospitality and all the planning that went into making this so successful.

— William Baker, Jones Baker

"The caliber of vendors and industry colleagues that I had the opportunity to meet and interact with, **was unmatched as compared to previous events that I've attended in the past.** Thanks to both you and to your entire team, it was time well spent!"

— Tarlene M. Davis, Hospitality Angelz

"It was a valuable experience because I was able to meet new sources and take a deeper dive with companies I already have a relationship with. **Seeing the products in person rather than a catalog takes new relationships to the next level** because they are providing proof of quality right there in the showroom."

— Crystal Nodsle, Shalls Design Studio

"Intersection: Hospitality was THE best use of my time in creating and strengthening relationships with new and current vendors. AmericasMart made it easy to get around, the hotel was very comfortable, the other attendees phenomenal and the events were amazing! I wholeheartedly recommend any hospitality professional to attend this wonderful event, as it was very educational, informative and fun.

— Garland Stiles,
Benjamin West

THE SCENE



FOR MORE INFORMATION



Andy Schaidler

Complete Hospitality Solutions Consulting

Direct: 414.431.3687

E: Andy@Schaidler.com

AndyS@Complete-Hospitality.com

AmericasMart Atlanta

AmericasMart.com | [@AmericasMartATL](https://twitter.com/AmericasMartATL) | [#AtlMkt](https://twitter.com/AtlMkt)