



Resorts of Ontario

Come on up to our place.

PREFERRED SUPPLIER







2010 MEMBERSHIP BENEFITS & SERVICES

- Resorts of Ontario Accommodation Trade Show
Come on up to our Trade Show.
March 23/24, 2010,
Blue Mountain Resort & Conference Centre, Huron Room,
Collingwood ON
- 2010 PURCHASING DIRECTORY – *Sales begin Nov/09*
- SUPPLIER WEB SITE –
www.resortsofontariopreferredsuppliers.com
- DIRECT MAIL OPPORTUNITY TO RESORTS ONTARIO MEMBERS
- Resorts of Ontario Newsletter a special section for our Preferred Supplier members, for the purpose of **providing editorial and information on new products.**
- Spring Conference – *March 23/24, 2010*
Blue Mountain Resort, Collingwood
- Resorts of Ontario Golf Tournament
September 2010 – Date to be announced



Holiday Celebration –December
Event & Location t.b.a.


2010 Preferred Supplier Membership Benefits & Services

COMMUNICATIONS & MARKETING

-  Web address (hotlinked) included in with your listing on the Resorts of Ontario Web Site with a search engine for goods & services by product category offered by your company.
www.resortsofontariopreferedsuppliers.com
-  \$300 Discount on exhibiting at our annual Trade Show.
-  **Free** Listing in the annual Preferred Supplier Directory reported to be a valuable resource for the resort sector (opportunity to buy display advertising)
-  Members have access to the Association Newsletter for purpose of submitting articles intended for information purposes. (The Preferred Supplier Division has an ongoing profile in the Newsletter)
-  Opportunity to insert promotional flyers into Resorts of Ontario mailers at a competitive rate.
-  **Free** Resorts of Ontario membership address list by email (list created in Access/Excel) (Labels List \$37.00 plus g.s.t.)






BENEFITS

-  Access to competitive long distance rates North America Wide
-  Home Depot Commercial Direct a new wholesale supply business that exclusively provides repair and maintenance parts to facility and property management professionals.





Preferred Supplier Resort Exchange Preferred Suppliers will now have the opportunity to stay overnight at our participating resorts at a special rate. We are delighted to announce the special rate of \$79.00 per room per night based on double occupancy. What a great opportunity to stay at the properties you deal with on a regular basis while you are conducting sales calls. Call Joan Mahaffey at 1-800-363-7227 for further details. Discounts with Concierge Connection, Medieval Times, Niagara Helicopters, Wilderness Tours and Whitewater Adventure.

NETWORKING & SALES EXPOSURE

-  Annual Convention for purpose of networking directly with Resort Owners & Managers
-  Exhibit at our Annual Trade Show, in conjunction with the Annual Convention (Blue Mountain Resort Conference Centre, Huron Room, Collingwood ON)
-  Attend Resorts of Ontario social functions eg. Christmas Get-together, etc.
-  Preferred Suppliers offer their services as presenters or speakers at Convention
-  Annual Resorts of Ontario Golf Tournament – Sept. 2010 Date t.b.c.

REPRESENTATION

-  The Preferred Supplier Division has a Board representing the members. This board has a representative on the Resort of Board of Directors. Members are always welcome to attend.
-  Resorts of Ontario Preferred Suppliers also participate on Committees.



PREFERRED SUPPLIER DIVISION

Resorts of Ontario is a provincial Trade Association representing the resort sector of Ontario's vital tourism industry.

Previously known as the Allied Division of Resorts of Ontario, our Preferred Supplier Division has earned a strong reputation for providing products and services with a motto for quality and service. This trademark established by the Preferred Supplier Board is held in high esteem and endorsed by Resorts of Ontario.

Resorts of Ontario provides several opportunities and vehicles for our Preferred Suppliers to network with resort owners and managers, the key purchase decision makers for our members. This combination is unique in the industry, presenting many opportunities for conducting business with resort members.

We welcome your interest in learning more about our Association, and encourage you to join as a Preferred Supplier.

2010 PURCHASING DIRECTORY

The Resorts of Ontario Preferred Supplier Purchasing Directory is an excellent reference for resort members when purchasing supplies and services throughout the course of the year.

The Purchasing Directory a 4" x 9" Guide is printed annually in conjunction with our annual Preferred Supplier show and will offer the Preferred Supplier Members an opportunity to highlight their company and product by participating in this advertising program. The Directory has been modified to make it easier for resorts to find and buy your goods and services.

The Preferred Supplier Purchasing Directory is distributed to existing resort members and new and prospective members, all over the province for year round reference.

In a concise yellow page format, the Directory lists products and services alphabetically enabling our members to easily contact the Preferred Suppliers. Preferred Suppliers have an opportunity to be listed under more than one category as well.

Come on up to our Trade Show.

Resorts of Ontario's will be hosting an Accommodation Trade Show to be held March 23/24, 2010 at the Blue Mountain Resort Conference Centre, Huron Room, Collingwood ON. Set-up is scheduled the day before the Tradeshow.

The Trade Show is scheduled from March 23 from 12 Noon – 5 pm and March 24th from 9:00 a.m. - 12:00 noon. This is of great benefit to our Preferred Supplier members as this showcase enables resort members attending this show to make their purchasing decisions for the upcoming season, as well as to become acquainted with new product, services, and directly with the supplier representatives.

Booth space is available to all Preferred Supplier Members at an additional cost, and exhibitor information from our recent show is available upon request.

Plan on attending next year's Conference for an unparalleled networking opportunity!

NEWSLETTERS

The Resorts of Ontario quarterly newsletter, a full colour 8 ½" x 11" printed format entitled, "News from our Place", keeps you up-to-date on what are happening in the industry and in your Association.

We have allocated a special section in "Resorting News" for our Preferred Supplier members, for the purpose of providing editorial and information on new products. This provides you, our Preferred Supplier, with opportunities to contribute to your Association's Newsletter, and use it as a vehicle for product updating to our Resort membership, while enhancing the profile of your Company.

We hope you will take advantage of this vehicle to reach our resort membership with your message.

Once members join, we announce and welcome the Company, advising members of the address, telephone and contact of the respective companies.

Direct Mail Opportunity

Planning a direct mail piece to Resort operators? Resorts of Ontario is offering you a unique opportunity of targeting your message to the key decision makers at our member resort properties.

Resorts of Ontario forwards mailings each month to our members. These mailings contain important information for resorts, so the inclusion of your message is sure to receive the attention of the resorts.



2010 Preferred Supplier Membership Application

Membership Policy requires all prospective member companies must be in business for one full year before application can be submitted. Applications must be completed in full before it will be processed.

PAYMENT MUST ACCOMPANY APPLICATION.

Name Of Company:	
Company Representative:	Title:
Head Office Address:	
Telephone:	Fax:
Web Site:	E-MAIL:
Sales Rep Address (if different than above)	
Telephone:	Fax:
Web Site:	E-MAIL:
What is your Product or Service:	
How long has the company been in business?	
How did you hear about Resorts of Ontario?	
Have you dealt with any Resorts of Ontario Members? Yes No	
If Yes, please provide two names (Resort & Contact):	
1.	
2.	
If No, please provide references: Company Name:	
Telephone No:	Contact:
Which other Hospitality /Tourism Association are you affiliated with:	
Have you attended the SAXibition Trade Show before: Yes No (please circle)	
MEMBERSHIP FEE: \$370.00 + \$18.50 (5% gst) = \$388.50	
Due and payable January 1 st of each calendar year.	
Date	Signature

