

## TIANB Preferred Partners' Business to Business Offers



A quality bed is the foundation of a successful property. So, why choose anything but the best? *Beautyrest*. "Today, 18 of the Top 20 Hotel companies use Simmons Beautyrest in their hotels" Please call for details on TIANB member preferred pricing. 506-863-7879



Bonshaw, a division of Brunswick News Inc., is your full-service digital marketing agency. We help businesses effectively and efficiently communicate their stories on all digital platforms, and offer specialized design, development, and marketing alongside our print media business. Proudly serving Atlantic Canada with local representatives in New Brunswick, Nova Scotia, and Newfoundland.

Paul MacIntosh  
[macintosh.paul@brunswicknews.com](mailto:macintosh.paul@brunswicknews.com)  
506-458-6435



### **Business Insurance Delivered a Different Way**

We have been insuring every type of Tourism business for over 40 years, first on PEI and have expanded our reach to New Brunswick. We have offices close by: Fredericton, Saint John, Rexton and Moncton. One call to us, saves you the time from having to call others, since we represent the majority of the insurance companies, more important, the insurance companies that do insure your business! We handle everything from outdoor activities, seasonal businesses, restaurants, hotels (large and small), cottages, campgrounds, music events including event cancellations. If you are looking for someone to understand your business, provide competitive terms along with solutions on how to control the cost of **YOUR** insurance plan, then you have the RIGHT team.

Contact us [www.cooke.ca](http://www.cooke.ca):

Andrea Ferris <a href="mailto:aferris@cooke.ca">aferris@cooke.ca</a> 506-635-1235 Ext 4508	Lynn Hoyt <a href="mailto:lhoyt@cooke.ca">lhoyt@cooke.ca</a> 506-635-1235 Ext 4507	Emma Lund <a href="mailto:elund@cooke.ca">elund@cooke.ca</a> 506-635-1235 Ext 3901
---	---	---

**F R E E M A N**  
AUDIO VISUAL | CANADA

A pioneer in the conference communications market, I.S.T.S.—The Simultaneous Interpretation Specialists. Today, I.S.T.S. has grown to become the largest supplier in North America of portable, semi-portable and permanent conference communications systems including simultaneous interpretation, multi-microphone discussion and name handling systems.

[brad.barry@freeman.com](mailto:brad.barry@freeman.com) or 506-459-1117

**globalpayments**

Global Payments is a leader in payment technology services and solutions. We're here to help your business thrive by offering solutions to improve your efficiency, without sacrificing your profitability. Whether your business accepts payment in person, online, in-app or on-the-go, Global Payments can provide the expertise you need, when you need it. Their offer includes transaction fees as low as 1.43% for VISA and Mastercard and \$0.03 for interact.

Sharon Fraser- 902-488-4679 [sharon.fraser@globalpay.com](mailto:sharon.fraser@globalpay.com)

**intello**  
TECHNOLOGIES  
[www.intello.com](http://www.intello.com)

Since 2003, Intello Technologies has been providing technology solutions for the hospitality and lodging industries. We develop software, resell industry-leading hardware, and provide installation and tech support services. To meet certain brand standards, we also offer other gateways, such as Meraki and Nomadix. And smart thermostats for hotel rooms and hospitality PBX solutions.

Contact Richard Periard : [Richard.periard@intello.com](mailto:Richard.periard@intello.com) or 514-312-1863



Johnson Preferred Service Home-Auto Plan as a voluntary benefit to members and employees of members. In addition to competitive rates. Home and auto insurance available through Johnson Inc. (JI), a licensed insurance intermediary. Policies are primarily underwritten by Unifund Assurance Company (Unifund). [www.johnson.ca](http://www.johnson.ca)



LOC International Inc. was founded in 1988, since then, the company has quickly become a leader in the conception, the manufacturing and distribution of products intended for the hotel industry. LOC International's head office is located in Montreal, Canada with warehousing facilities in Vancouver, Toronto, Montreal & Champlain NY. At LOC International, we supply to over 8000 satisfied customers in North America. We've created a successful business model through a dedication to innovation, convenience and great customer service. Loc International's offering:

- LG TV & PTACS
- RFID & Magnetic key cards
- RFID Smart Locks from MIWA
- LOC Safes
- LOC Frost, small fridges without compressor
- Small electronics & appliances: radio-clocks, phones, Danby products & more
- Installation & programming service + TV accessories: wall mounts, brackets, etc

For more information contact Stéphanie Doucet à [SDoucet@locinternational.com](mailto:SDoucet@locinternational.com)



Motion Pay Technology Inc. is the company that brought Alipay and WeChat Pay to Canada. Motion Pay empowers businesses from across the country to connect with Chinese consumers. From modest restaurants and corner stores to renowned luxury brands, Motion Pay offers a full suite of secured and convenient payment products

Jason Farris  
[jason@tianb.com](mailto:jason@tianb.com)  
506-458-5646



Outreach Productions is a one-stop shop for all your marketing and promotional needs. We offer "Integrated Creative" services through videos, websites, graphic design, branding, virtual tours and social media marketing.

Contact us at [info@outreachproductions.com](mailto:info@outreachproductions.com), 506-455-5055  
[www.outreachproductions.com](http://www.outreachproductions.com)



Restaurants Canada's exclusive member benefits programs are designed to save you time and money in all aspects of your foodservice operation, from credit card transactions to employee retention. Being a TIANB member allows gives you a membership for Restaurants Canada. For more information:

1-800-387-5649  
[members@restaurantscanada.org](mailto:members@restaurantscanada.org)  
<https://www.restaurantscanada.org>



We're a proud Canadian company that connects people, businesses and communities to a world of possibilities. Rogers Communications Inc. is a leading and diversified Canadian communications and media company. We are Canada's largest provider of wireless communication services and one of Canada's leading providers of cable television, high-speed internet and telephone services. Through Rogers Media, we are engaged in radio and television broadcasting, televised shopping, magazines

and trade publications, sports entertainment, and digital media. As an employer to over 1500 employees in New Brunswick, it gives us pleasure to support one of our valued partners; TIANB.

John Woods  
Account Executive  
Western NB  
[John.Woods@rci.rogers.com](mailto:John.Woods@rci.rogers.com)

Dan Leblanc  
Account Executive  
Eastern NB  
[Daniel.Leblanc@rci.rogers.com](mailto:Daniel.Leblanc@rci.rogers.com)



Springwall Sleep Products is a 100% Canadian, family owned and operated, mattress manufacturer with production facilities in Alberta, Ontario and right here in our New Brunswick Headquarters. Since our beginnings in 1949 Springwall has been a proud Maritime company. Our signature Chiropractic Hotel Mattress Collection features zoned pocketed coils, gel infused fabrics, ventilated sides & more. It is Recommended and Endorsed by the Canadian Chiropractic Association.

Contact your hospitality bedding specialist Jordanna Caine to learn about our freight savings, TIANB preferred pricing and mattress options.

(902) 401 0348  
[jordannacaine@springwall.com](mailto:jordannacaine@springwall.com)  
[springwall.com](http://springwall.com)



We are thrilled to partner with TIANB. Our business to business member benefit is available now to all TIANB members.

We are committed to helping your business grow and thrive, committed to offering the best pricing in the marketplace through creating a tailored solution through product offering and quotation.

Brenda McQuinn [brenda.mcquinn@staples.com](mailto:brenda.mcquinn@staples.com)  
506-512-1883



TIANB is pleased to announce a new benefit that will provide members with a very competitive price to cost-effectively fulfill your energy needs. A special pricing structure is available for both year round and seasonal businesses. The discount varies from \$0.06 to \$0.08/litre off of regular market rate. For more information, please contact

Charles Cote

[charles\\_cote@superiorpropane.com](mailto:charles_cote@superiorpropane.com)

(506) 381-9883

[www.superiorpropane.com](http://www.superiorpropane.com)



We offer expert tangible solutions that help you get noticed because print is an experience. Taylor Printing is the foremost print service provider offering interior & exterior signage, flyers, brochures, trade show booths, banners & stands, mail inserts, books, folders, promotional materials, postal code targeting, inserts, journals and so much more. Toll Free 1-888-268-1777

[sales@tpgi.ca](mailto:sales@tpgi.ca)

[tpgi.ca](http://tpgi.ca)



Conferences and Conventions

People attending conventions or conferences may be able to enjoy a discount on the best-available fare in all classes. Learn how to offer participants an exciting discount by simply completing our on-line form:

<https://www.viarail.ca/en/conference-fares>