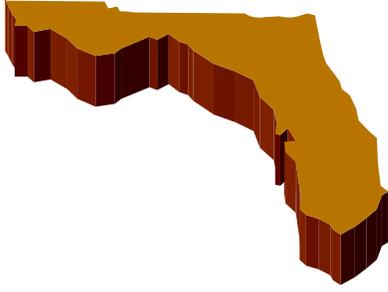


Volume **48**

PENINSULA PRESENTATIONS
FALL 2017

EXHIBITOR
MANUAL

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WELCOME!

Dear Exhibitor:

Welcome to the 48th series of Peninsula round table dinner presentations. In the majority of cities, these functions will begin with a one hour pre-show seminar commencing at 5:00 P.M. followed by a ½ hour trade show/reception and a 5 minute “sales call” by each exhibitor at round tables of 6-8 travel agents. Dinner will then be served AFTER AND NOT DURING the round table presentations.

In today’s economy it is imperative that we provide a quality product that offers optimum value and a competitive rate structure. We have made an extraordinary effort to provide you, our customer, with qualified travel agent attendees in superior function sites. We are confident that you will find your participation to be a productive and enjoyable experience.

This manual along with pre-addressed shipping labels will be sent to you and are designed to facilitate your shipping and travel arrangements. Should you have any questions that are not covered in the following pages, please do not hesitate to call us at 1-800-278-3838.

Thank you for your support and we look forward to seeing all of you in just a few short weeks.

Sincerely,

Joe DiBerardino, Vice President

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Brochures & Displays

ATTENDANCE

Our Presentations are designed to host a maximum of 80-90 retail travel agents. However, we sometimes visit cities where we can expect between 50-60 agents in attendance. Therefore, it is not necessary to ship an extraordinary amount of material. Please note that we will not have the facility to carry any excess literature to the proceeding city/cities.

EXHIBIT FURNISHINGS

As a "tabletop show", there will not be sufficient space for displays, banners, posters, that would normally be used in a standard 10'x10' booth set-up. You are more than welcome to bring displays or banners provided they can be displayed on, or behind, a 6' table. Should you wish to use a display that does not conform to these conditions, please call us and we will do all possible to accommodate you. Please note that each exhibitor will be provided with a 6"x14" tabletop sign.

SHOW FORMAT / DAILY SCHEDULE

4:30-6:00 p.m. EXHIBITOR SET-UP / PRE-SHOW SEMINAR: Additionally, in some cities, there will be pre-show seminars conducted during the 5:00-6:00 p.m. hour.

6:00-6:30 p.m. RECEPTION/TRADE SHOW: Agents and exhibitors exchange greetings and review literature while refreshments are served.

6:30-8:00 p.m. PRESENTATIONS: 5-6 minute individual presentations to groups of 6-8 agents. There will be sufficient "breaks" during this period to rest your vocal cords.

8:00-9:00 p.m. DOOR PRIZES / DINNER: Complete the evening with either a sit down dinner or a buffet. Door prizes will be awarded prior to the serving of dinner (see Page 10).



Shipping Instructions

DELIVERY DATES

With the majority of hotels unable, or unwilling, to hold material in their package rooms for an extended period of time, **plan on having your material arrive at the hotel no sooner than (3) days prior to the show date** **IMPORTANT NOTE: We suggest that you call each facility to reconfirm receipt of your shipment.**

LABELS

Shipping labels for the material that you may be sending to each of the show sites in which you will be exhibiting. For each Presentation we will be sending 2 labels. In order to facilitate your shipping, we have already addressed each label and marked them with: "Hold for Peninsula Show (date of function)".

SUPPLIES

With our round table format, you will not have a need for a great deal of supplies since literature distribution will be minimal. We will have rubber bands, paper clips, pins, tape, marking pens, etc. available to you should you require them. Each attending travel agent will also be provided with pad/paper and pen/pencil for note taking during your sales presentation.



Accommodations & Transportation

SHOW SITES

Following is the list of show sites, addresses and phone numbers. Please note that all functions are booked as catering events and will not necessarily be listed as a group function posting at the various hotel reservation desks.

Week 1

- TU. SEP. 05 – HILTON GARDEN INN**
530 W. PENNSYLVANIA AVE, FORT WASHINGTON, PA 19034 (215) 646-4637
Hotel is offering a rate of \$149.00 for the night of Sept. 05. Your HiltonLink is: http://hiltongardeninn.hilton.com/en/gi/groups/personalized/P/PHLFWGI-PS917-20170905/index.jhtml?WT.mc_id=POG. The group name is PENINSULA SHOW and the Group Code is PS917. CUT-OFF date is August 18.
- WE. SEP. 06 – BETHESDA MARRIOTT**
5151 POOKS HILL ROAD, BETHESDA, MD 20814 (301) 897-9400
Hotel is offering a rate of \$199.00 for the night of Sept. 06. Your dedicated booking website is: <https://aws.passkey.com/e/49248724>. To make reservations by phone, please call (800) 228-9290. CUT-OFF date is August 16.
- TH. SEP. 07 – MARRIOTT CHESAPEAKE**
725 WOODLAKE DRIVE, CHESAPEAKE, VA 23320 (757) 523-1500
Hotel is offering a rate of \$99.00 for the night of Sept. 07. For reservations call central reservations at (888) 245-2617 and reference "Peninsula Travel Show". CUT-OFF date is August 24.

Week 2

- MO. SEP. 11 – WYNDHAM HAMILTON PARK HOTEL & CONFERENCE CENTER**
175 PARK AVENUE, FLORHAM PARK, NJ 07932 (800) 321-6000
Hotel is does not offer a courtesy block for this date.
- TU. SEP. 12 – BOSTON MARRIOTT NEWTON**
2345 COMMONWEALTH AVE., NEWTON, MA 02459 (617) 969-1000
Hotel is offering a rate of \$249.00 for the night of September 12. To make reservations go to: [Book your group rate for Peninsula Travel Show](#)
CUT-OFF date is August 15.
- WE. SEP. 13 – HILTON GARDEN INN / THE RENSSELAER**
235 HOOSICK STREET, TROY, NY 12180 (518) 272-1700
Hotel is offering a rate of \$119.00 for the night of September 13. To make reservations call (877) 782-9444 or use website: www.troy.hgi.com
CUT-OFF date is August 21.
- TH. SEP. 14 – BURGUNDY BASIN**
1361 MARSH ROAD, PITTSFORD, NY 14534 (585) 248-2660
See page 8 for hotels in the surrounding area.



Accommodations & Transportation

SHOW SITES *Following is the list of show sites, addresses and phone numbers. Please note that all functions are booked as catering events and will not necessarily be listed as a group function posting at the various hotel reservation desks.*

Week 3

- MO. SEP. 25 – HILTON MELBOURNE RIALTO PLACE**
200 RIALTO PLACE, MELBOURNE, FL 32901 (321) 768-0200
Hotel is offering a rate of \$112.00 for the night of September 25. For reservations call (321) 768-0200 and refer to "Peninsula Travel Show".
CUT-OFF date is August 28.
- TU. SEP. 26 - CROWNE PLAZA**
5303 W. KENNEDY BOULEVARD, TAMPA, FL 33609 (813) 289-1950
Hotel is offering a rate of \$129.00 for the night of September 26. To make reservations you can either call the Passkey Reservation Line at 1-888-233-9527 and give the reservation agent the block code "PTQ" or use the booking link <https://aws.passkey.com/go/PeninsulaTravelShow> and select guest type "attende".
CUT-OFF date is August 29.
- WE. SEP. 27 – CROWNE PLAZA**
13051 BELL TOWER DRIVE, FORT MYERS, FL 33907 (239) 482-2900
Hotel is offering a rate of \$94.00 for the night of Sep. 27. To make reservations you may call (239) 482-2900 and ask for the "Peninsula Travel Show group rate" or you can book online at:
<https://www.crowneplaza.com/redirect?path=hd&brandCode=cp&hotelCode=FMYSO&PMID=99801505&GPC=PTS&viewfullsite=true> **CUT-OFF date is September 08.**

Week 4

- TU. OCT. 17 - DOUBLETREE HOTEL**
1515 HOTEL CIRCLE SOUTH, SAN DIEGO, CA 92108 (619) 881-6900
Hotel is offering a rate of \$152.00 for the night of October 17. To make reservations you can book online at:
https://secure3.hilton.com/en_US/dt/reservation/book.htm?execution=e1s1 This link is set for a "pre and post" stay and all you need do is click on the calendar to select the date in which you will be staying. **CUT-OFF date is September 17.**
- WE. OCT. 18 – DOUBLETREE ONTARIO AIRPORT**
222 N. VINEYARD AVENUE, ONTARIO, CA 91764 (909) 937-0900
Hotel is offering a rate of \$119.00 for the night of October 18. For reservations please use the following link:
http://doubletree.hilton.com/en/dt/groups/personalized/O/ONTO-DT-PEN-20171017/index.jhtml?WT.mc_id=POG or you can call (800)222-8733 and use code "PEN" when making reservations. **CUT-OFF date is September 27.**
- TH. OCT. 19 – COURTYARD OLD PASADENA**
180 N. FAIR OAKS AVENUE, PASADENA, CA 91103 (626) 403-7600
Hotel has no special rate they can offer for the night of the show.



Accommodations & Transportation

SHOW SITES *Following is the list of show sites, addresses and phone numbers. Please note that all -functions are booked as catering events and will not necessarily be listed as a group function posting at the various hotel reservation desks.*

Week 5

TU. OCT. 24 – ARDEN HILLS RESORT CLUB & SPA
1220 ARDEN HILLS LANE, SACRAMENTO, CA 95864 (916) 483-1123
See page 8 for hotels in the surrounding area.

WE. OCT. 25 – FOUR POINTS SHERATON SAN JOSE AIRPORT
1471 N 4th STREET, SAN JOSE, CA 95112 (408) 452-0200
Hotel is offering a rate of \$309.00 for the night of October 25. CUT-OFF date is September 22. (Could not negotiate a lower rate!)

Week 6

MO. OCT. 30 MAGGIANO'S / THE SHOPS AT WILLOW BEND
6001 WEST PARK BOULEVARD, PLANO, TX 75093 (972) 781-0716
See page 8 for hotels in the surrounding area.

TU. OCT. 31 HYATT PLACE HOUSTON THE WOODLANDS
1909 RESEARCH FOREST DR., THE WOODLANDS, TX 77380 (281) 298-4600
Hotel is offering a rate of \$139.00 for the night of October 31. Please call Hyatt Place Reservations at 855-312-7268 and request the Group Code G-PENS. For the website bookings follow this link: <http://houstonthewoodlands.place.hyatt.com>. In the "Make a Reservation" box on the right please enter the correct arrival and departures dates. Next, click on the second smaller link that says "special rates". In the Corporate or Group Code box please enter the code: G-PENS. Click the "Check Availability" button. CUT OFF date is October 10.



Accommodations & Transportation

HOTELS/MOTELS NEAR BURGUNDY BASIN IN ROCHESTER, NY

Clarion Hotel-Riverside, 120 E. Main Street, Rochester, NY 14604 (585) 546-6400
Hampton Inn and Suites Rochester/Victory, 7637 State Road 96, Victory, NY 14564 (585) 924-4400
Holiday Inn Rochester, 70 State Street, Rochester, NY 14614 (585) 546-3450
Hyatt Regency Rochester, 125 Main Street E., Rochester, NY 14604 (585) 546-1234

HOTELS/MOTELS NEAR ARDEN HILLS RESORT CLUB & SPA

DoubleTree-Sacramento, 2001 Point West Way, Sacramento, CA 95815 (916) 929-8855
Hilton-Sacramento Arden West, 2200 Harvard Street, Sacramento, CA 95815 (916) 922-4700
Larkspur Landing Suite Hotel, 555 Howe Ave, Sacramento, CA 95825 (916) 283-0543
Residence Inn-Sacramento Cal Expo, 1530 Howe Avenue, Sacramento, CA 95815 (916) 920-9111

HOTELS/MOTELS NEAR MAGGIANO'S WILLOW BEND BANQUET

Courtyard-Dallas-Plano in Legacy Park, 6840 North Dallas Pkwy, Plano, TX 75024 (972) 403-0802
Hampton Inn-Plano-Dallas North, 4901 Old Shepard Place, Plano, TX 75093 (972) 519-1000
Holiday Inn-Plano, 3101 North Dallas Pkwy, Plano, TX 75093 (972) 403-1112
Marriott-Plano-Legacy Town Center, 7120 North Dallas Pkwy, Plano, TX 75024 (972) 473-6444



Miscellaneous

DOOR PRIZES

To add to the evening's enjoyment, you should consider offering a door prize that would be drawn just after conclusion of the round table presentations and prior to the serving of dinner. This will provide you an opportunity to get in a few more words about your company.

BOOTH / TABLE STAFFING

Please limit your personnel to a maximum of two for dinner while keeping in mind that the format of these Presentations does not allow for any more than this number of people to effectively present your product at individual round tables.

Please take note of our new address below!

Peninsula Travel
Presentations, Inc.

2061 Sailborough Court

Winter Garden, FL 34787