



EARN A TWO PERCENT REBATE WITH SUPPLY & STUDIO DESIGN!

Integrating the interior design functions of Best Western's Studio Design with Best Western Supply allows us to coordinate better among our professional designers, our contract furnishings staff, and our suppliers for your ultimate benefit.

*Take advantage of our current promotion: Earn a two percent credit toward product specified by BW Studio Design professional designers when purchased from BW Supply for your renovation project!**

Here's an example of what an 80-room guestroom renovation might look like:

After evaluating the scope of your project, it is determined that your design team will need 70 hours to complete the project, at a cost of \$100 per hour (*our design fees are typically 40% lower than other professional design fees in North America*).

The time involved and the cost of your FF&E will depend on your needs. Room size, room type, and the desired level of quality will be determining factors in the ultimate cost of your project.

Example in numbers:

ITEM	COST
Artwork	\$150.00
Bedding	\$285.00
Case Goods	\$1350.00
Carpet	\$400.00
Lighting	\$375.00
Mirrors	\$100.00
Seating	\$700.00
Window Treatments	\$400.00
Wall Covering	\$240.00
Total Cost Per Room:	\$4,000
Total Number of Rooms:	80
Total Renovation Cost:	\$320,000.00
Design Contract Hours:	70
Project Design Fee:	\$7,000.00
Estimated 2% Rebate:	(\$6,400.00)
Net Design Cost:	\$600.00!

In this example, you will receive a credit of \$6,400 toward product purchased from BW Supply. *The design nearly pays for itself!*



Professional design yields results your guests will appreciate.



At Best Western we have interior designers who are certified with the National Council for Interior Design Qualification (NCIDQ), and many are members of the American Society of Interior Designers (ASID) or the International Interior Design Association (IIDA). With the importance of sustainability, we also have on staff designers certified in Leadership in Energy and Environmental Design (LEED).

Additionally, what price must you pay for "free" services from another firm? Remember, BW Supply does not inflate FF&E prices in order to recoup the expense involved in providing our members with design services. Buyers can get into a trap where they are forced to buy from the firm that provided the design, and if you choose to buy elsewhere, you could be faced with an exorbitant design fee. By paying a fair price for quality design work, you allow yourself the ability to buy the product from whichever supplier comes in with the best price.

If you don't need custom design, ask about our pre-designed guestroom packages. These packages can save you time and fees while still delivering a product that your guests will love! Call 1-800-528-3601, option 4.

*Credits are earned based on FF&E orders placed with Best Western Supply and billed to your monthly statement. Orders placed with "Endorsed Suppliers Billed by Supplier" or paid with Visa/MasterCard do not qualify. Orders placed prior to the execution of a design contract or after the completion of the renovation project do not qualify; only orders placed in conjunction with an executed design contract qualify for a rebate. Further restrictions may apply.

CANADIAN MEMBERS

SAVE ON DESIGN WITH BEST WESTERN SUPPLY & DESIGN SERVICES



You may have wondered how integrating the Interior Design functions of Best Western's Design Department with Best Western Supply could help you. Working together allows us to coordinate better among our Interior Designers, our Contract Furnishings staff, and our Suppliers for your ultimate benefit. For starters, we hope you'll take advantage of our Design promotion.

*Earn a 2% credit toward product specified by BW Design Services' professional designers when purchased from BW Supply for your renovation project!**

What does this mean to you? Here's an example of what an 80-room guestroom renovation might look like.

After evaluating the scope of your project, it is determined that your Design Service fee for your renovation will be \$6,650. (Our design fees are typically 40% lower than other professional design fees in North America).

Obviously, the time involved and the cost of your FF&E will depend on your needs. Room size, room type, and the desired level of quality will be determining factors in the ultimate cost of your project. Rest assured that the Interior Designer on your project will specify product that will meet your budget and meet or exceed Best Western's minimum guidelines.

For illustration purposes, consider a mid-range, 80-room renovation:

Item	Cost
Artwork	\$120.00
Bedding	\$300.00
Case Goods	\$2,000.00
Carpet	\$600.00
Lighting	\$300.00
Mirrors	\$70.00
Seating	\$750.00
Window Treatments	\$350.00
Wall Coverings	\$300.00
Total Cost per Room:	\$4,790.00
Total Number of Rooms:	80
Total Renovation Cost:	\$383,200.00
Design Contract Hours:	70
Project Design Fee:	\$6,650.00
Estimated 2% Rebate:	\$6,650.00

In this example, you will receive a credit of \$6,650 toward product purchased from BW Supply.

Ask one of our Interior Designers to help you evaluate your needs and provide you with a quotation.

What about "Free Design Services" from other Hospitality Design firms? Remember the old adage, "You get what you pay for:"

When you evaluate the "Free Design Services" offered by other firms, ask if their Designers are members of a professional organization. How much experience do they have with Best Western? Anyone can call themselves a designer. Few have the formal training required to deliver the quality of design that you can expect from our team. At Best Western, we have Interior Designers who are certified with the National Council for Interior Design Qualification (NCIDQ) as well as members of the American Society of Interior Designers (ASID), the American Institute of Architects (AIA), and the International Interior Design Association (IIDA), or members of IDC (Interior Designers of Canada). With new technology available and the importance of being green, we also have Designers on staff who are LEED Accredited Professionals (Leadership in Energy and Environmental Design) Certified.



Professional design yields results your guest will appreciate.

What price must you pay in order to get your "Free Design Work" from another firm? Remember, BW Supply does not inflate prices in order to recoup the expense involved in providing our Members



with design services. Buyers can get into a trap, where they are forced to buy from the firm that provided the design. If you choose to buy elsewhere, you could be faced with an exorbitant design fee. By paying a fair price for quality design work, you allow yourself the ability to buy

the product from whichever supplier comes in with the best price. With Best Western Supply, you not only get great prices, but you can take advantage of this offer and reduce the cost of your interior design services.

If you don't need custom design, ask about our pre-designed guestroom packages. These packages can save you time and fees while still delivering a product that your guests will love!

800-297-8775, Option 5

Best Western® Hotels & Resorts

SUPPLY &
Studio
DESIGN

Custom designs • Pre-designed packages

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