

NEXT MEETING:

**NOVEMBER 16, 2000
MIRAMAR FAIRMONT HOTEL**

www.hftp-la.org



LOS ANGELES

**Hospitality Financial and Technology Professionals
NOVEMBER 2000 ISSUE**

PRESIDENT'S MESSAGE

So we have all turned Japanese?? I would like to thank Lita Llana for a great reception and dinner! For those of you who missed it, like myself, I think we missed out on a very dynamic speaker, Wayne Williams, who was one of the best speakers in the past several years!

November's meeting will be at the Fairmont Miramar Hotel in Santa Monica, where Mr. Randy Fortier will be our host for the evening. Our speaker will be Mr. Robert Hilton, who is the Regional Account Manager for PurchasePro.com, an Internet purchasing company. The topic of his presentation will be on the progression of e-procurement and its effects on our industry. I urge you to invite your general managers and purchasing managers to this meeting. See you all there!

Don't forget that it's very important that you RSVP online. If you have questions, feel free to call me at (626)836-1222.

James Le
Los Angeles Chapter President



Internet Purchasing in the Hospitality Industry

Robert Hilton is the Regional Account Manager for PurchasePro.com, an Internet purchasing company serving the West Coast area. Robert has over twenty years of gaming and hospitality experience and has worked for the Las Vegas Hilton where he was the Food and Beverage Controller. In addition, he has held several Senior Vice President positions with the Tropicana, Taj Mahal, and the Golden Nugget.

E-procurement is a hot topic and seems to be the direction many hotel properties are going. Is e-procurement a solution for you today? What is it? Do I need it? You won't find out unless you attend! Don't be square ... be there!

MIRAMAR FAIRMONT HOTEL

**101 Wilshire Blvd.
Santa Monica
(310) 576-7777**

Thursday, November 16
Doors open at 6:00 PM
Cocktails 6:00 - 6:45 PM
Speaker 7:00 PM
Dinner 8:00 PM

"E-Procurement"

Hospitality Purchasing Online

with

Robert Hilton

The price for this dinner meeting is **\$35.00 per person** for members and first-time guests. All others, \$45.00 per person.

Please make
checks payable to "HFTP"
("No Shows" will be billed)

**RSVP online at
www.hftp-la.org
by Monday, Nov. 13**
Or call (626) 836-1222.



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GO FOR IT!

Hospitality Management Certificate Program at CSULB

Got an assistant that you wish knew more about the industry? Know of an individual that has potential to be a manager in your operation in the future?

CSULB offers an excellent certificate program that covers various facets of the hospitality industry. The program has been very successful and is gearing up for the 2001 semester. Aimed toward current managers in the hospitality industry wishing to become future managers, the program offers modules in topics such as:

- * Diversity in the Industry
- * Yield Management
- * Principles of Rooms Division Management
- * F&B Operations
- * The Sales Process and Techniques
- * Organizational Development
- * Finance Management
- * Hospitality Law
- * Property Operations

Students can either sign up for individual classes or complete nine modules for the certificate. For more information, contact Bruce Reichenbacher (who teaches the Finance Management module) at bruce@wilshiregrand.com or Anna Behar-Russell.



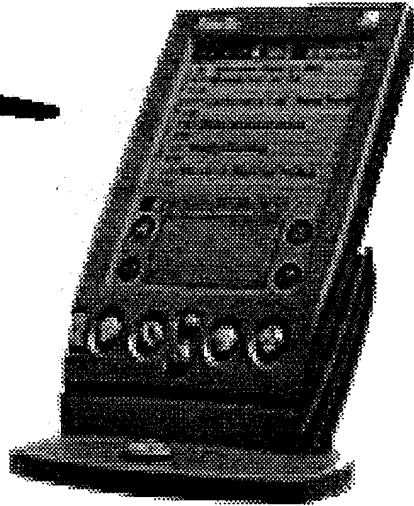
We will be celebrating the season with HSMALos Angeles at our December 14 Holiday Party this year. The festivities will be held at Universal CityWalk at Cafe Tu-Tu Tango. We will be collecting for a kids' foundation at the door by way of a raffle, and we'll also be accepting Toys for Tots. Please plan to donate to these worthy causes and help children have a Happy Holiday!

"Advice is what we ask for when we already know the answer but wish we didn't." *Erica Jong*

WIN A PALM PILOT!!!

RSVP online at:
www.hftp-la.org
Win a Palm Pilot!

Just do it! Don't miss this chance!



HOW TO WIN!

Instructions

(every contest has rules!)

This is the start of the new online RSVP system for our monthly dinner meetings!!

Please go to our local chapter Web site (hftp-la.org) and RSVP (either Yes or No) and answer just a few quick questions in our survey / questionnaire. (If everyone attending in your property RSVP's separately, they each will be entered in our drawing) You have two chances to win! You may enter each month after receipt of our mailing announcing a meeting, November 1-15, and December 1-13.

The drawing for the prize winner will be announced at our Holiday Party which will be held at Universal Studios, December 14th. Winner must be in attendance to win!

"My formula for success? Rise early, work late, strike oil." Jean Paul Getty

Address Correction Requested

Next Meeting:
Thursday
November 16th
at the
Miramar Fairmont
Hotel in Santa
Monica



Hospitality Financial and Technology Professionals
Los Angeles Chapter
Global Hospitality Network
3579 E. Foothill Boulevard, #2229
Pasadena, CA 91107



CALENDAR



**Happy
Thanksgiving**

**HFTP LA Chapter
Meetings**

November 16, 2000
Miramar Fairmont Hotel
Santa Monica

December 14
Holiday Party in conjunction with
HSMIAI-Los Angeles
at Universal Studios CityWalk
Tu-Tu Tango Cafe

January 18
Location yet to be announced!

hftp-la.org

Visit the Los Angeles Chapter's Web site, which is maintained and updated monthly. You will find schedules of future meetings and summaries of past meetings as well. In addition, you will find helpful hospitality industry links and Chapter news, information, and more. Hope to "see you" there.



www.hftp.org

HFTP's Web site has been improved to feature back issues of *The Bottomline*, as well as the Industry Toolbox, with copies of business form samples, checklists, and other useful business documents provided by HFTP supporters, daily industry news, vendor showcases, job mart, and other association information.