



For Immediate Release

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**Brown Hotel Group Family Forges New Future as
Brown Nester Hospitality Services, Inc.**

Now offering full-service brokerage, management and marketing services

Westlake Village, CA - (March 1, 2011) - For over 63 years, the family-owned Brown Hotel Group has been known as the “Most Trusted Name in Hotel Brokerage.” While that moniker will never change, what has changed are the needs of hotel owners, operators, and management companies, and Chuck Nester, president of Brown Hotel Group, understood that a comprehensive solution providing brokerage, management, marketing, and revenue management resources would meet the needs of many in this ever-changing industry.

Nester and his partner, George E. Brown, have formed a new alliance with [Vantage Hospitality Group](#) and its affiliated management company, Vantage Hotel Management, to create [Brown Nester Hospitality Services, Inc.](#)

“By affiliating with Vantage, we are now able to provide hotel owners with the comprehensive resources of the world’s 10th largest hotel company,” said Nester. “Instead of just offering brokerage services, we can now take underperforming hotels and give them the training, revenue-generating resources, and marketing tools they need to ultimately return to a positive bottom line while increasing the asset’s value.”

Nester and his team have very strong relationships with many different hotel brands and that will remain a priority for his group. “I want to make it very clear that just because we are affiliated with Vantage does not mean we will only promote Vantage’s brands. We have over 30 years of managing and servicing major hotel brands and independents; from select-service to full-service hotels and even resorts. We will work closely with the owner, assess the situation, and if a new brand affiliation is needed, we will help the owner choose the one best for him or her.”

[Roger Bloss](#), CEO, president, and founder of Vantage, agrees. “Our management company has been very successful managing other hotel brands and we will continue to do that as well. What we will offer to clients of Brown Nester Hospitality Services are the resources, talent, and knowledge that we have acquired over the years. It’s a win-win for everyone.”

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Services available through Brown Nester Hospitality Services and its affiliates include:

- Brokerage
- Expert witness/litigation services
- Management
- Cost control programs designed to produce higher net operating incomes
- International brand affiliation
- U.S.-based global reservation system
- Distribution sales and marketing covering GDS and OTAs
- Travel industry sales representation worldwide
- Online and offline marketing
- Website development
- Local and national media planning and creative development
- A large network of vendors with national discounts
- Training and education for all staff members
- Group insurance offering savings of 10-15%

Nester and Bloss will be representing Brown Nester Hospitality Services and Vantage Hotel Management at the Hunter Conference from March 5-8 in Atlanta, GA. You may contact Chuck Nester at cnester@brownnester.com, (cell) 805-469-4820 or (office) 805-409-3532. Roger Bloss may be reached at rbloss@vantagehospitality.com, (cell) 805-796-6663 or (office) 888-582-2378.

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