

To lead, represent and enhance Nova Scotia's most promising sector.

Brand Promise:

TIANS promises to be a credible influential voice for all tourism operators with the ear of important decision makers.

We improve the tourism business environment by listening to our members and fiercely advocating for them with a passion for our industry and sincere concern for the well being of our members.

For more information contact:

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Disclaimer for Membership benefits: The relevant product and services providers, in good faith, have provided the information on benefits. TIANS can not be held responsible or liable in any way for any loss that you may incur as a result of your enquiry for, application of, commitment to, or agreement to commit to any of the benefits outlined or detailed within this web site. TIANS reserves the right to discontinue promoting a member benefit at any time.

To view our Privacy Policy visit:

<http://www.tians.org/privacy>

TIANS Membership Benefits

We only succeed when we meet and exceed the expectations of our members.

Working with our partner associations and stakeholders, TIANS is committed to representing the best interests of the industry; enhancing and supporting the development of a competitive business environment; advocating on issues critical to the industry's success; and, most importantly, leading Nova Scotia's most promising economic sector.

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1. ENERGY SAVINGS:

Petro Canada

We are delighted to offer an exclusive Petro Canada SuperPass Commercial Gas Benefit which offers a discount of 2 cents/L off the pump price of all grades of Gasoline and Diesel, as well as a 20% discount on all car washes and a 5% discount on mechanical repairs! *Some restrictions may apply.* If you currently have a SuperPass card Petro Canada will adjust your card so that you can benefit from these savings.

Contact: John Leech SuperPass Coordinator (800) 361-8322, (902) 832-4469, email jleech@petro-canada.ca or Jennifer Falkenham TIANS Membership Services (800) 948-4267, jennifer.falkenham@tians.org.

Superior Propane

TIANS is pleased to offer a 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 full season and seasonal business. **Current contracts with Superior Propane must be honoured until contract end date.*



Contact: TIANS at (902) 423-4480 for the appropriate account manager in your area or visit www.tians.org

2. SAVINGS—CREDIT/DEBIT CARD:

Global Payments

TIANS members can now benefit from Global Payments' preferred rates for MasterCard®, VISA® and Interac® Direct Payment, at a low equipment rental fee PLUS access to a wide variety of innovative products and services.

Contact: Zaid Galzim: 1-800-361-8170, ext 76044
Zaid.Galzim@globalpay.com

www.globalpaymentsinc.com/canada

**Eligibility criteria may apply*



3. INSURANCE:

Fraser & Hoyt Group Insurance Plan

A medical & dental group plan with many individual options. New members can take advantage of joining this plan no proof of medical needed!

Contact: Glenn: (902) 421-1113, 1-888-675-3575, benefits@fraserhoyt.com, or visit www.fraserhoyt.com

A.P. Reid

Extending discounts on property, auto, campground, excursion business, festival & events insurance. Enquire about the TIANS member package to hear about savings.

Contact: (902) 310-4040 or email tians@apreid.com

Johnson Insurance Inc.

TIANS is pleased to offer members up to 20% savings on personal property and auto insurance.

Contact: 1-800-453-9517, www.johnson.ca,
ccahill@johnson.ca.



Zive Insurance

Special Bed & Breakfast insurance package.

Contact: Paul MacKenzie (902) 429-4242 or 1-800-667-4242

4. PROFESSIONAL DEVELOPMENT:

NSTHRC (Nova Scotia Tourism Human Resource Council)

Discounts on programs for members of TIANS.

Contact: (902) 422-5853 or visit www.tourismhrc.com

5. LONG DISTANCE, MOBILITY:

Venture Elite

Offering long distance @ 3.9¢/min, 24/7 in North America, United Kingdom, and Germany. No monthly minimums required. Also supplies 800 numbers, cellular long distance services and the convenient Reservationless Toll Free Conferencing & Reservationless Dial Out Conferencing.

Contact: 1-877-531-4414 or visit www.westcangroup.ca



6. PAYROLL SERVICES:

NEBS

Specializing in the design, manufacturing and distribution of personalized business products, printing and payroll solutions. First order save 10% & reorders save 5%. Quote Member Code 46524 when placing your order.

Contact: Shauna Abbass at (902) 440-0610 for personal assistance or www.nebs.ca or 1-800-465-2888; www.payweb.ca or 1-866-772-9932

7. ADVERTISING & PRINTING:

TourismTalent.com

TourismTalent.com is the recruitment solution for the Tourism Industry. TIANS members are entitled to a very special offer! Purchase a one time ad, at \$59.95 plus tax, and receive a second ad at no extra charge – to be used at any future date.

Contact: www.tourismtalent.com or call (902) 422-5853 – be sure to ask for the TIANS Member Special.

The Printing House Ltd.

The Printing House Ltd. is the first coast-to-coast print service provider in Canada to be FSC certified.

Contact: Paula at 902-422-7730, email pnemeth@tph.ca or visit www.tph.ca

Kenmac Print

Call today to find out about the print specials, you won't be disappointed.

Contact: Mark: 902-468-7888, fax 902-468-3890 or visit www.kenmacprint.com or email ychalk@kenmacprint.com

Atlantic Hotelier Magazine

Offering a 25% discount for TIANS members to advertise in Atlantic Hotelier Magazine.

Contact: David Bastable (800) 337-6372 or david@mercury.mb.ca, www.mercury.mb.ca



Tourismtechnology.com

One-on-one mentoring session at your place of business, website evaluation and informational annual based on research in Atlantic provinces. \$125 + HST

Contact: Lisa Dahr at (902) 422-5249 or lorisa@tourism.ca. Visit www.tourismtechnology.com for more information.

Advocate Printing

Whether you need a corporate brochure, an e-marketing campaign or signage for an event, you don't need the hassle of trying to manage multiple suppliers to meet your many marketing needs. Now you can hire one team to do it all for you.

• PRINT • COPYWRITING • DESIGN • PHOTOGRAPHY • ONLINE DEVELOPMENT • SIGNAGE • TARGETED DISTRIBUTION

Contact: Mike Fulcher at (902) 455-3684 or mike@advocateprinting.ns.ca.

8. HOME & BUSINESS SAVINGS:

Bargains Group Ltd.

The cheapest prices in Canada on logging everything you can imagine! Bargains Group Ltd. also supply discounted products to retail stores and gift shops! Please contact the President Jody Steinhauer and tell her you are a TIANS member when ordering to receive your **SPECIAL TIANS** free gift and discount!!! If you're not dealing with the Bargains Group, you're paying too much!

Contact: www.bargainsgroup.com or 1-877-868-5655

National Car Rental

Savings for members under a specific contract ID. The ID number can be obtained by calling TIANS.

Contact: 1-800-227-7368.



Cloutier Direct

Offers 35% savings on international and U.S. mailings.

Contact: (207) 883-9599 or email info@cloutierdirect.com

Simmons Canada Products

Savings of 10% on all bedding.

Contact: Yves Maisonneuve: 1-800-922-1933,

Email: ymaisonneuve@simmonsCanada.com, www.simmonsCanada.com/hosp

Lyreco

Competitive discounts for TIANS members according to the types of products each Lyreco customer specifically uses on a regular basis in order to maximize savings.

Contact: Sue Conrad, sue.conrad@lyreco.ca, 877.597.3261 ext 582, or www.lyreco.ca

St. John Ambulance

10% group discount on First Aid Training!

Contact: 902-463-5646



9. TECHNOLOGY:

TourismTechnology.com

One-on-one mentoring session at your place of business where you also receive a website evaluation and manual based on research completed in the Atlantic provinces. \$125 + HST.

Contact: Michelle Sears at (902) 496-7481
michelle_sears@tians.org www.tourismtechnology.com

Whatisite Networks

Hosting on site from \$125/yr. plus 10% member savings on web design, redirect, and domain names.

Contact: Alan Jean Joyce: 902-497-6599 or visit www.whatisite.com/

PC Medic

Lifetime service warranty on all PC Medic computers.

Contact: TIANS to get the Club PCM passwords to view the latest member deals at www.pcmusic.com

Rivendell Software 20% saving discount on a website design package.

Contact: (902) 461-1697, dino33@rivendellsoftware.com or visit www.explorenovascotia.com/webservice.cfm



HOTELLO

HOTELLO is please to present TIANS members with discounts on a property management system and its online booking software. Members receive: A discount of up to \$1000.00 on a replacement system, Discounts of up to 25% on certain add-on modules, Advantageous financing options

Contact: Elaine Légaré at 1-800-665-2659, ext 232 or email at elegare@hotello.ca.

Sandy Bay Networks

Sandy Bay Networks is offering a 15% discount to TIANS members on the set up of a content management system. Members will benefit from: A customized website, Content Management editing tool to manage and update your own site, Branded Domain name (increased visibility), Support.

Contact: Rose-Marie Mathyk at (902) 735-4444 or rosemarie@sandybay.com.

10. ACCOMMODATION DISCOUNTS:

TIANS members can take advantage of special rates on accommodations. Visit www.tians.org/benefits for the latest updates. Book your stay today!

11. NETWORKING & COMMUNICATION:

In addition to the invaluable advocacy and communication benefits, TIANS members receive price discounts when attending the following prime networking functions:

- Annual Conference & Trade Show
Held in the fourth quarter of each year.
- Annual General Meeting
Held in May of each year.



11. MEMBER LISTINGS & ALLIANCES:

All members receive a listing on the TIANS website at no charge. As a member of TIANS and a strategic alliance, you receive a listing on the websites listed below:



TIANS Business to Business website - Free listing!

www.tians.org/memberlist/



NSBBA (Nova Scotia Bed & Breakfast Association)
NSBBA membership entails a full listing on this web register!

www.nsbbedandbreakfast.com



COANS (Campground Owners Association of Nova Scotia)
Free listing!

www.campingnovascotia.com

TIANS is pleased to host numerous events, workshops, and training throughout the year for the Nova Scotia Tourism Industry and its stakeholders. Members of TIANS may gain free admittance, or receive substantial discounts off the non-member rates to our various networking and learning opportunities. Contact us to find out the upcoming events & join us. We want to hear from you!