



**To Whom It May Concern**

**October 7, 2014**

I am writing this letter recommending Intergy E-Marketing & Reservation Solutions on behalf of Dalvay by the Sea, located in the National Park in Prince Edward Island. We have worked with the team at Intergy for the 2013/2014 winter season. They took care of our off season leisure guest reservation processing, and also assisted in some group communication. I have personally worked with many of the team members throughout our time together and feel I can comfortably recommend them for their applied services.

Intergy E-Marketing & Reservation Solutions was an easy choice for us to make when we were sourcing out who to assist our seasonal property with handling of phone calls during evenings and weekends. They were fairly local to us, so we were in close proximity to do a group presentation to them about our property which was great for us. In doing that, we realized the agents themselves were incredibly engaged and exciting 'sellers' and ended up utilizing their services for the majority of our inbound reservation calls, as opposed to just evenings and weekends.

At Dalvay by the Sea, it is a very unique property, no two rooms are the same and due to this we really needed descriptive selling, solution selling at its best. This is what we received from Intergy E-Marketing & Reservation Solutions. They asked us all of the right questions and ensured they had the best information to ensure they could sell the right room, to the right guest at all times. Due to this we saw our RevPAR increase by 11.89% in July and 8.37% in August, which are our two peak months of operation at Dalvay by the Sea. We contribute a portion of this success to the selling done by Intergy E-Marketing & Reservation Solutions.

I would recommend without reservation utilizing Intergy E-Marketing and Reservation Solutions for your needs, you will not be disappointed in their professionalism, and overall results your property can achieve.

If you require any additional information please do not hesitate to inquire with me directly.

Christie Neate

Director of Revenue



Telephone: 506-852-9600 ext 7641

Mobile: 506-380-3340

[cneate@dpminc.com](mailto:cneate@dpminc.com)

[www.dpmurphyhotelsandresorts.com](http://www.dpmurphyhotelsandresorts.com)