

Duff on Hospitality Law

## **Industry Challenges Panel at the 2019 HEDNA Global Distribution Conference**

By Greg Duff on 2.26.19 | Posted in Conference, Hospitality Distribution

At the 2019 HEDNA Global Distribution Conference held on January 30 in Los Angeles, I moderated a panel discussion with key industry figures in hotel revenue management who discussed and offered their take on a number of hot topics trending today in the hospitality distribution landscape, including rogue wholesalers and its impact on the hotel industry; static and dynamic rates and its upsides and downsides; segment of Chinese inbound travelers; loyalty in distribution and its impact on direct booking; and the rise of voice-activated devices in hotel rooms.

The panelists also reflected on the state of the industry, sharing major developments in 2018 and what to watch for in 2019.

Watch the [full video](#) of the panel discussion.

If you have any questions, feel free to contact [me](#).

*Moderator and panelists include (from left to right): Greg Duff, Firm Chair and Principal of Garvey Schubert Barer; Calvin Anderson, Head of Commercial of OYO Rooms; Andrew Rubinacci, SVP, Revenue & Distribution of Omni Hotels & Resorts; and Monica Xuereb, Chief Revenue Officer of Loews Hotels & Resorts.*

**Tags:** Direct Bookings, distribution, distribution agreements, dynamic rates, hospitality distribution, rogue wholesalers, static rates, travel distribution, voice-activated devices, Wholesalers