

 *Symphony's Hospitality*

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# *Symphony's Hospitality*

## SOFT GOODS SOLUTIONS



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**Bedding Ensembles - Window Treatments - Fabrication - Installation**



# *Symphony's Hospitality*

## COMPANY FACTS

- ✗ Based in San Diego
- ✗ Certified woman owned business (WBENC)
- ✗ Production facilities
  - ✗ San Diego & Mexico
- ✗ 20+ years experience in soft goods production



# Award Winning Soft Goods

- × Emerging Small Business Enterprise (ESBE)
- × 2014 NAWBO Bravo! Trailblazer Award
- × Ingenuity Workroom Competition 2014 & 2015
- × Certificate of successful completion of TURNER School of Construction Management Program
- × Mass Gaming Commission
- × California Small Business Certification
- × Assembly Certification of Recognition 2014

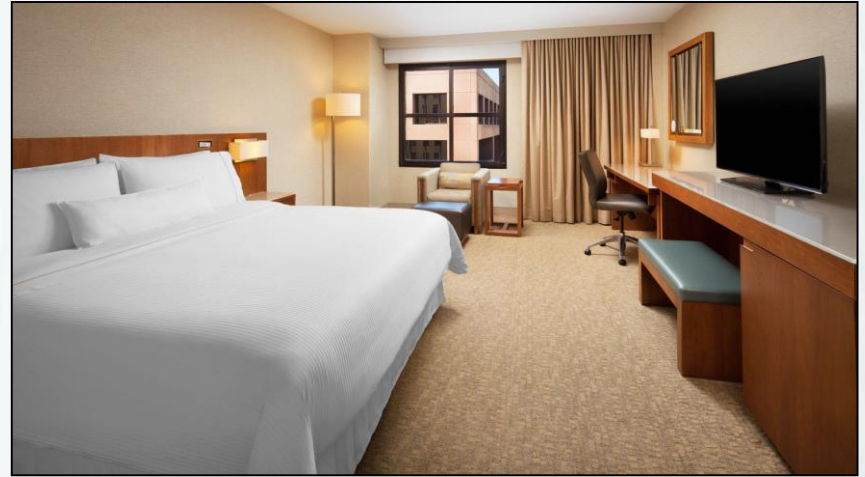


## PRODUCT OVERVIEW

### Bedding Ensembles

- × Bedspreads
- × Bed Scarves
- × Bed Skirts
- × Decorative Pillows
- × Duvets
- × Quilting
- × Sheets
- × Embroidery

Westin San Diego Gaslamp Quarter



## PRODUCT OVERVIEW

### Window Treatments

- × Drapery
- × Cornice Boxes
- × Solar Shades
- × Roller Shades
- × Roman Shades
- × Mecho Shades
- × Shutters
- × Motorized
- × Sheers



# REGISTERED VENDOR LIST



# *Symphony's Hospitality*

## RECENT PROJECTS

- × **MGM Resorts International Las Vegas-  
MGM Monte Carlo, Park MGM, NoMad, MGM  
Grand, Bellagio, Beau Rivage**
- × **Marriott Burbank**
- × **Disney Grand Californian**
- × **Hyatt San Diego**
- × **Hilton Atlanta**
- × **Hard Rock Hotel**
- × **The Westin Gaslamp**
- × **Best Western New York**
- × **Holiday Inn Philadelphia**
- × **Hotel Del Coronado**
- × **Horton Grand Hotel**
- × **The Grand Del Mar**
- × **Alison Creek Ranch**
- × **Avalon Palm Springs**
- × **Red Roof Inn**
- × **Pantai Inn**
- × **Porto Vista Hotel**
- × **Chase NJ, TX & KS**
- × **Glorietta Bay Inn**
- × **Persian Cultural Center**
- × **Hotel Palomar**
- × **Catamaran Resort**
- × **Bahia Resort**
- × **La Jolla Country Club**
- × **French-American School**
- × **Parq Night Club**





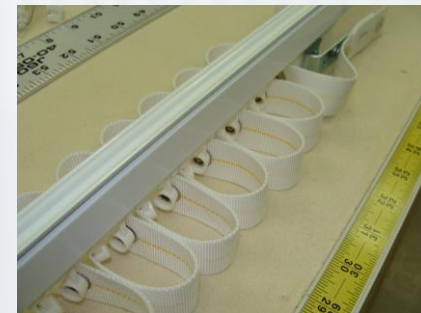
## CONTRACT FABRICS

- × Fabriccontract – sister company
- × Blackout, Inherent FR/Coated FR treatment, FR sheer and Design Production
- × Custom- Value Engineer design in 1-2 months
- × COM are welcomed
- × 5,000-10,000 yards in stock in SD facility



## HARDWARE OVERVIEW

- × Architectural Tracks
- × Motorized Tracks
- × Somfy & DDS  
Motorized System
- × Import hardware  
directly from factory



## PRODUCTION CAPABILITIES



- × 300-350 Drapery widths per shift
- × 300-400 Bedding widths per shift
- × Flexible capacity
- × Standard lead time
  - × 4-8 weeks
- × Custom fabric development
  - × 8-10 Weeks



## PRODUCTION PROCESS

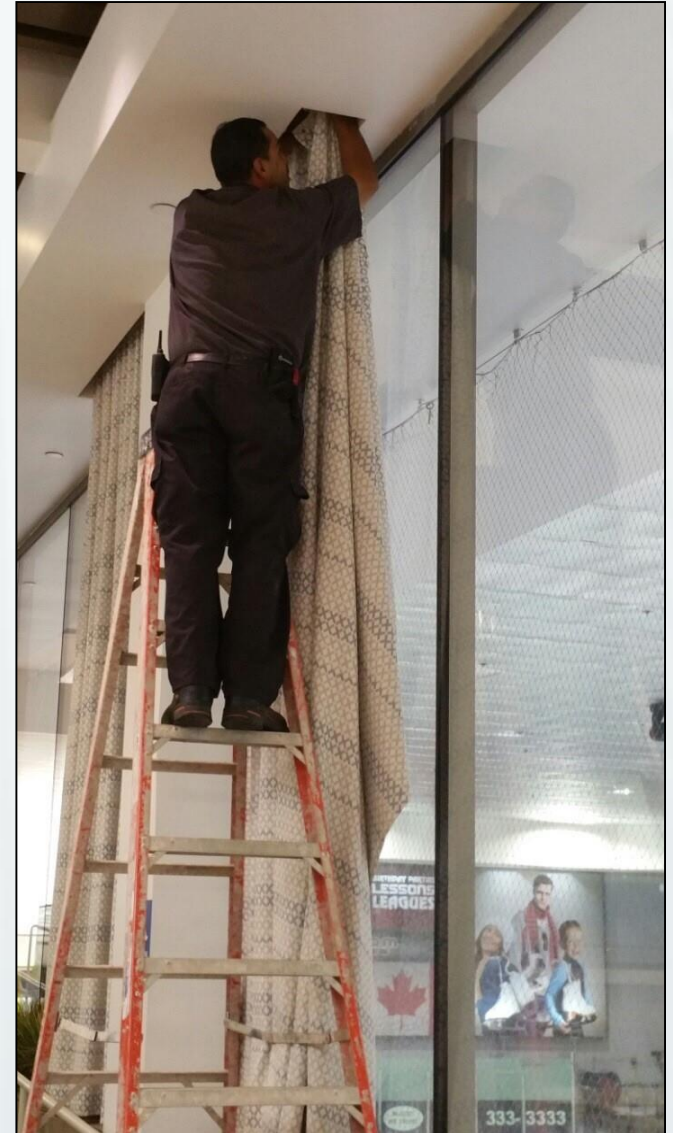
- × Professional consultation- Onsite or Online
- × Quotes- 5 day; Quicker- rough measurements
- × Pre-production- on site measuring by our installers
- × Prototype Development in 2 weeks
- × Inspection System
- × Timely Delivery
- × 2 Year Warranty



## SERVICES OVERVIEW

### **Installation services**

- × Union & Non-union installers
- × North America & International installation capabilities
- × 14 permanent installers- And, additional per needed basis
- × Capacity= 50 rooms install per day; 400 rooms measure per day



## 5 MOST COMMON SPEC WRITING MISTAKES

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- 1. Drapery Stack Depth**
  - 2. Incorrect Fullness**
  - 3. Rod Mount Depth**
  - 4. Motorized Solutions**
  - 5. Fabric Value Engineering**
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# Drapery Stack Depth

## 6.) Drapery stacking widths

The stacking width is the width measuring how much of the window will be covered when the drapes are open.

Opening Size	Ripplefold <sup>®</sup>	Accordia-fold <sup>®</sup>	Pinch-pleat	Box-pleat	Pencil-pleat	Yardage 100% of Sill (72 in.)	54 in. Wide Fabric Floor (102 in.)
32 in.	7 in.	7 in.	14 in.	16 in.	13 in.	5 yards	7 yards
54	7	7	20	24	18	7.5	10.5
76	8	8	25	31	23	10	14
98	14	14	30	38	27	12.5	17.5
120	17	17	36	46	32	15	21
142	21	21	41	53	37	17.5	24
164	23	23	47	60	42	20	28
186	28	28	52	67	47	22.5	31.5
208	30	30	58	75	52	25	35

# INCORRECT FULLNESS



*For Overlap-  
Master Carriers*

**Baton Draw**

Finished Fabric Width Hemmed	PANEL COVERAGE				Stack Back Widths Std. Snap Carrier	No. of Carriers Required
	120% Fullness	100% Fullness	80% Fullness	60% Fullness		
35½	11-14	12-16	14-17	14-19	8	8
44	15-18	17-20	18-22	20-24	9	10
52½	19-21	21-24	23-27	25-30	9½	12
61	22-25	25-28	28-32	31-35	10½	14
69½	26-29	29-32	33-36	36-40	11½	16
78	30-33	33-37	37-41	41-45	12½	18
86½	34-36	38-41	42-46	46-51	13½	20
95	37-40	42-45	47-51	52-56	14½	22
103½	41-44	46-50	52-55	57-61	15	24
112	45-48	51-54	56-60	62-66	16	26
120½	49-51	55-58	61-65	67-72	16½	28
129	52-55	59-62	66-70	73-77	17½	30
137½	56-59	63-66	71-74	78-82	18½	32
146	60-63	67-71	75-79	83-87	19½	34
154½	64-66	72-75	80-84	88-93	20½	36
163	67-70	76-79	85-89	94-98	21½	38

~~Operable One Way Draw Black-Out Drapery~~  
Panels on traversing hardware installed on ceiling.

**Style:** Ripple Fold

**Black-Out Liner:** White

**Fullness:** 150%

**Stacking Width:**

**Track Dimension:** 1"W x ¾"H

**Baton:** 36" Clear on traversing edges on inside panel of drapery when manual operation is required.

Approx. Panel Widths x Finished Heights: (All measurements must be field verified)

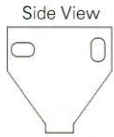
COMMON MISTAKES



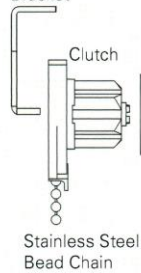
# ROD MOUNT DEPTH

## Roller Shade Components

Clutch Bracket



Clutch Bracket



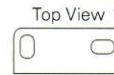
Roller Tube

Roller Shade

End Plug

End Plug Bracket

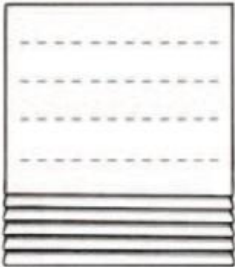
End Plug Bracket



- first rod mount is 3.5 inches from the wall.
- second rod mount is 6 inches from the wall.
- when the rod is for a valance, the mount is 8 inches from the wall with a 4 inch minimum suggested.

# MOTORIZED SOLUTION

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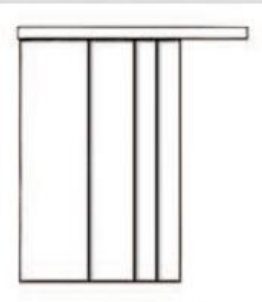
## **Structured Flat Roman**

Flat Roman shades add architecture to the window plane without adding extra volume, making them suitable for a wide range of spaces.

+ Structure: flat Romans feature evenly spaced pleats that are separated every 6-8 inches and pressed flat against the surface of the shade.

+ Advantages: flat Romans require less fabric than other decorative shade options.

+ Add: Lining, blackout lining, shade cloth, or trimming.



## **Sliding Panel Systems**

Can be used for a broad range of applications—whether they are used to block light on windows or used as a fabric wall to create privacy within interiors.

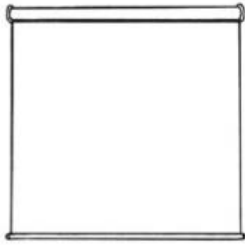
+ Structure: sliding panel systems feature one or more totally flat drapery panels that slide along a track to open or close, stacking one behind the other. They may be hand drawn, cord drawn, or motorized.

+ Advantages: These shades require 0% fullness—so they require considerably less fabric than other shade options—and can be created using almost any fabric (except Rayon).

+ Add: Lining or shade cloth.

# MOTORIZED SOLUTION

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## **Roller shade**

They offer a clean, modern solution to blocking out or diffusing sunlight.

+ Structure: fabric is attached to a bar and then rolled so that it hangs off the back of the bar. Roller shades can be installed as a standard roll—so that the roll is visible—or as a reverse roll—so that the roll is hidden.

+ Advantages: Roller shades take up little space and can be used alone or under drapery. The flat application of this shade shows off the fabric's pattern. Roller shades are also effective at keeping out noise and drafts.

+ Add: motors, cords, chain/clutch, or trimming.



## **Hobbled Roman shade**

Creates wide structured pleats down the surface of the window plane, adding elegance to a space.

+ Structure: May be opened or closed by using a cord, chain, or motor. When shades are down, they have visible soft folds. when shades are up, the pleats evenly stack on themselves. Behind each fold, horizontal supports are attached to spacing tapes, maintaining the even structure of each pleat. Because each pleat is folded into itself, this treatment requires 1 ½ to 2 ½ times vertical fullness.

+ Advantages: Maximize heat insulation and drapery opacity.

+ Add: Lining, blackout lining, shade cloth, or trimming.

# FABRIC VALUE ENGINEERING

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# Projects

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Aliso Creek Ranch



Avalon Hotel



Disney Grand Californian



Hard Rock Hotel



Parq Nightclub



Porto vista

# MGM - Case Study

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Park MGM/NoMad had troubles locating a manufacturer who could meet their deadline and project details. Park MGM needed FR pillow inserts with 20% down and 80% polyester. Symphony's Hospitality met with designers of Park MGM and found a solution to meet their deadline. Once Park MGM had received their products from us they decided they wanted plushier pillows and we replaced the pillows they chose at no cost to them. Park MGM was ultimately very satisfied and had their project completed on time.

## Park MGM Las Vegas



# Hotel Del Coronado - Case Study

Hotel Del Coronado required a newer track system for a main stage which was estimated at \$15,000. Hotel Del Coronado wanted to keep their budget low, so in order to accommodate them we created a moving system using parts from existing tracks which ultimately saved them \$10,000 ,while properly installing the drapery.



# Hard Rock Hotel - Case Study

Hard Rock Hotel called us when they fired their former vendor and found out the fabric from their previous project was discontinued. Symphony's Hospitality promptly found a similar fabric which satisfied Hard Rock Hotel and then completed multiple projects for them.







# REFERENCE LETTERS

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## **MGM Asst. Mgr. Strategic Sourcing**

"I look forward to working with you on many more projects in the future. I have to say that Symphony's Hospitality was always such a pleasure to work with. Symphony's Hospitality was always there to answer questions, come out and meet with our designers, and really stepped up to help resolve any issues.

## **MGM Director Strategic Sourcing**

"We just finished up with Symphony on Park Tower. They have a great group over there."

## **The Westin San Diego**

Thank you for doing such a wonderful job with multiple projects in our hotel. Your professionalism, support and your entire staff is second to none. I would like to particularly thank Symphony's Hospitality for paying attention to small details that makes all the difference.

## **Kristine Smith Design Studios**

Symphony's Hospitality could measure and install draperies in a fully occupied hotel with minimal disruption to the guest, including installing new hardware into concrete. The finished product is just beautiful, and my client is extremely happy.

## **Hyatt Regency Mission Bay Spa & Marina Executive Housekeeper**

We love the new drapes and we are very happy with your services. We will definitely reach out to Symphony's Hospitality for any other curtain/drape needs. We will also definitely recommend to any of our sister hotels if they have any curtain/drape needs.

## **Horton Grand Hotel**

"Symphony's Hospitality provided accurate lead times, a fair budget, and stayed in communication with quick response to calls/ emails throughout the process. Symphony's Hospitality would be an invaluable asset to your organization and I would highly recommend their first class services"



*Symphony's Hospitality*

THANK YOU!

PLEASE VISIT [WWW.SYMPHONYSHOSPITALITY.COM](http://WWW.SYMPHONYSHOSPITALITY.COM)

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