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## CAPABILITIES STATEMENT

### NAICS:

**314120** - Curtain and Linen Mills

**337920** - Blind and Shade  
Manufacturing

**314910** - Textile Bag and Canvas  
Mills

**314999** - All Other Miscellaneous  
Textile Product Mills

**313310** - Textile and Fabric  
Finishing Mills

**238390** - Other Building Finishing  
Contractors

**423220** - Home Furnishing  
Merchant Wholesalers

**442291** - Window Treatment  
Stores

**541410** - Interior Design Services

**811420** - Re-upholstery and  
Furniture Repair

### Federal Supply Code:

**83** - Textiles, Leather, Furs, Apparel  
and Shoes, Tents, Flags

**72** - Household and Commercial  
Furnishings and Appliances

### PSC:

**8305** -Textile Fabrics

**7210** - Household Furnishings

**7230** - Draperies, Awnings and  
Shades

**7290** - Miscellaneous Household  
and Commercial Furnishings and  
Appliances

**DUNS:** 068194882

**CAGE:** 75SM5

### CERTIFICATIONS

WBENC/WOSB

SBE/MICRO



### COMPANY

Symphony's Hospitality is a San Diego based women-owned fabricator and manufacturer with 20 years' experience specializing in sheets, blankets, drapery, shades, pillows, bedding, comforters, throws, and contract fabrics.

### SERVICES

- Manufacturing and producing Bed Linen products, cotton or polyester blend, 180 through 600 thread count.
- Manufacturing Window Treatments – drapery, blackout and sheers, cornice boxes, shades, shutters
- Manufacturing all types of coordinated Bedding – bedspreads, comforters, throws bed scarves, bed skirts, pillows, duvets, quilting, embroidery
- Professional consultation, on-site measurements, prototype/model room arrangements and fabrication

### DIFFERENTIATORS

- 9,000 sq. ft. facility in San Diego, CA, 25,000 sq. ft. facility in Mexico
- Large inventory of in stock goods - Blackout Fabrics and Inherent/Coated FR Fabrics and sheets
- We are capable of value engineering our linens and fabrics to match any pattern, design, and/or color.
- Quick Turnaround Response, Fast Production Time and On-time Delivery
- Extremely Competitive Pricing
- Quality Workmanship and Superb Customer Service
- Have the ability to add sheets to our production

### CONTRACT HIGHLIGHTS

2018 **Hyatt Centric Panorama, Miami FL** \$130,688.82

Newly renovated, measured, manufactured, and installed 224 -1" Single Pleat BO Drapery; 224- 1" Single Pleat Sheer Drapery 384 - Assembled Single Track ; 32- Assembled Single Tracks. Also, manufactured and installed custom roller shades for Restaurant located on 2<sup>nd</sup> floor.

2018 **Hard Rock Hotel, San Diego, CA** \$ 74,582.00

Hotel required all new BO Drapery, Sheers, and room dividers. Had to work around Hotels room availability and acquired 220 yards of replacement fabric for client's existing discontinued fabric. Measured, manufactured and installed 200 – Ripple fold Sheer drapes and room dividers. Replaced ceiling mount tracks, master carriers

2018 **Avalon Palm Springs** \$139,113.22

Hotel required measurement and installation be done in phases as we had to work around room availability. Measured, manufactured and installed 47 – Ripple fold stationary BO lined drapery; 208 – Ripple fold BO lined drapery; 172 – Ripple fold Sheer drapery; 3,220 yds Dim-out fabric; 1,046 yds Sheer fabric; 3 yds BO lining

2017 **MGM Resort Int., Las Vegas, NV** \$319,002.07

Prepared various throw accent pillow prototypes for rebranding of Montecarlo (The Park and NoMad), Executive Meeting, and Casino Center Bar. Then Manufactured 12,500+ Throw accent pillows and FR inserts.

## CUSTOMER SOLUTIONS

### MGM Resort International

Park MGM/NoMad in Las Vegas had trouble 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 designer of Park MGM and found a solution to meet their deadline. Once Park MGM had received their product from us they decided they wanted plushier pillows and we replaced the pillows they chose at no cost to them, which ultimately left them satisfied and their project completed on time.

### Hotel Del Coronado

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 the existing tracks which ultimately saved them \$10,000, while properly installing the drapery.

### Hard Rock Hotel San Diego

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.

## CUSTOMER SATISFACTION

"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."

**Hyatt Regency Mission Bay Executive Housekeeper**

"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 Asst. Mgr. Strategic Sourcing**

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

**MGM Director Strategic Sourcing**

"I took our owner to all the sites and he is pleased with your work."

**Hardage Hospitality VP, Construction**

"Thank you for doing such a wonderful job with multiple projects in our hotel. Your professionalism, support and 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."

**The Westin San Diego**

"Window coverings and drapery upgrades in both the guestrooms and public areas were recently completed by Symphony's Hospitality as part of full hotel renovations projects at both our Baymont Inn and Suites and Holiday Inn Express hotels in downtown San Diego. We could not be more pleased with the performance and work of Symphony's Hospitality. Max Moussighi lead the team and completed every task on time with minimal issues. Max is one of the finest professionals that we have ever worked with and we can give only our highest recommendation to him and Symphony's Hospitality. Their knowledge, expertise, and experience in the industry gives them a great advantage over competitors. I only wish that every contractor, vendor, and supplier that we deal with conducted business at the level of excellence that Max and his team consistently does for us."

**Narven Enterprises, Inc. Development Manager**

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

**KS Design Studios**

"Everything looks wonderful and they definitely make the hotel rooms look very cozy when you enter them. Thank you for the speedy service and we will keep you in mind for future purchases when needed. We are very happy with the outcome".

**General Manager Julian Lodge Bed & Breakfast Julian, CA**