

THE NYC HOTEL OS&E AND FF&E PLANNING GUIDE

PLANNING, PROCUREMENT, AND PERFORMANCE
AT NEW YORK SCALE



FEMALE-FOUNDED,
FAMILY-LED

40+ YEARS OF
EXPERIENCE

PARTNERSHIP-
FOCUSED

PARADIGM
TRENDS

Why New York Requires a Different Approach

New York hospitality operates at a level few markets match.

700+
Hotels

145,000+
Guestrooms

Near-Constant Occupancy
Phased Rennovations

2025

86.6% ↑_{YOY}

NYC Occupancy Rate

2025

52.4% ↓_{YOY}

National Occupancy Rate

Source: CoStar Group, New York City Hotel Market Inventory & Development Pipeline Report, 2025–2026 data, accessed March 2026.



Thousands of
turnovers per year



Designed for guestrooms
where every inch is accounted

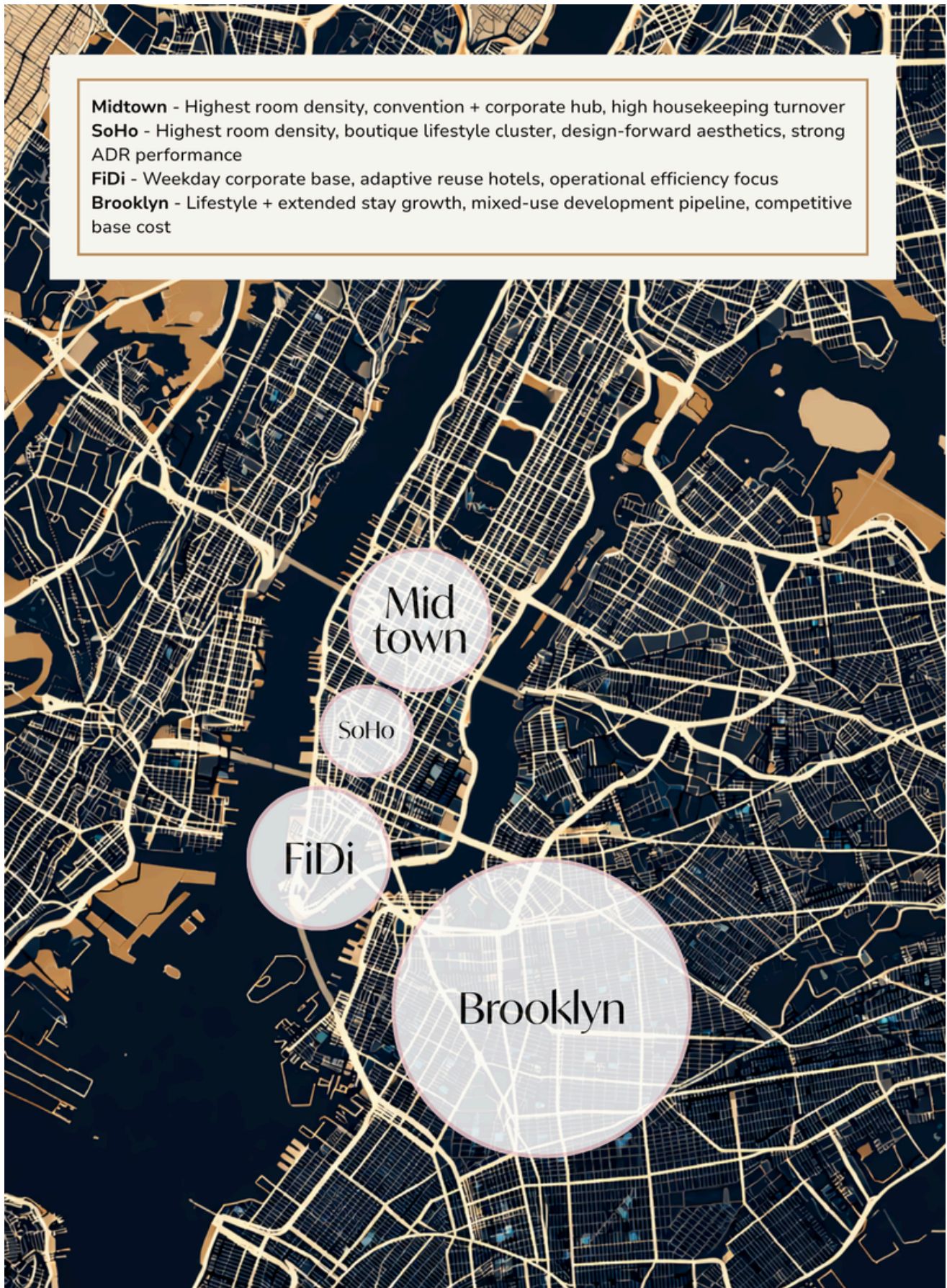


Finished to withstand
daily cleaning agents

For over four decades, we have designed and manufactured purpose-built OS&E and FF&E for hotels operating at this scale.

This guide outlines how to plan and procure successfully in New York.

Midtown - Highest room density, convention + corporate hub, high housekeeping turnover
SoHo - Highest room density, boutique lifestyle cluster, design-forward aesthetics, strong ADR performance
FiDi - Weekday corporate base, adaptive reuse hotels, operational efficiency focus
Brooklyn - Lifestyle + extended stay growth, mixed-use development pipeline, competitive base cost



Understanding the NYC Operating Environment

Hotels in New York City manage:

- High daily housekeeping cycles
- Brand audits and compliance reviews
- Limited storage
- Strict delivery windows
- Union labor coordination
- Phased renovation schedules

Products must perform under repeated use while maintaining a consistent visual language.

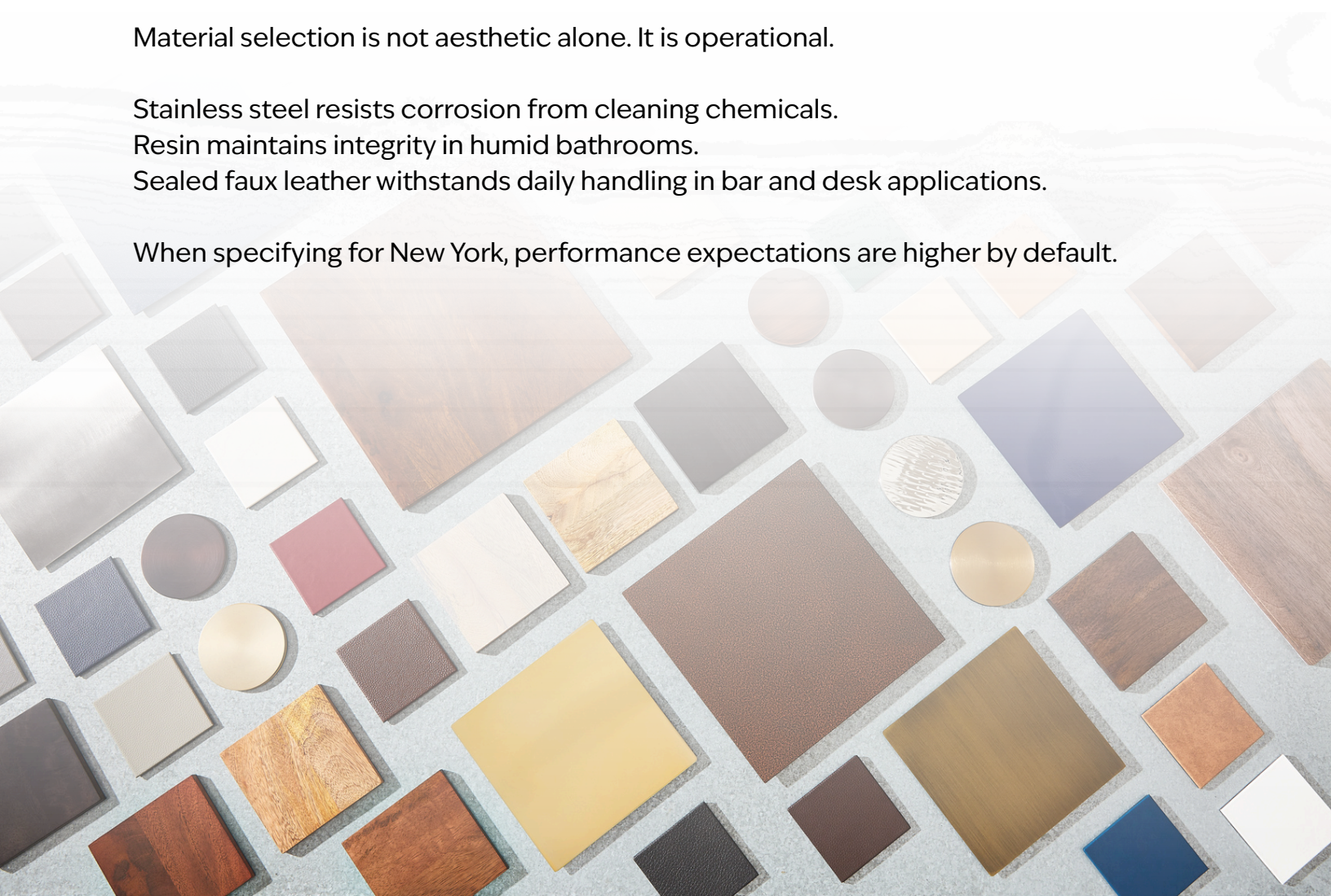
Material selection is not aesthetic alone. It is operational.

Stainless steel resists corrosion from cleaning chemicals.

Resin maintains integrity in humid bathrooms.

Sealed faux leather withstands daily handling in bar and desk applications.

When specifying for New York, performance expectations are higher by default.



Quick-Ship: Planning with Clarity

Not every project requires full customization, and not every timeline allows for it.

Quick-Ship Programs

Ideal for:

- Immediate refreshes
- Brand-mandated updates
- Ownership transitions
- Phased replacements.

In-stock programs typically ship within 3–5 business days from warehouse inventory.

For high-occupancy properties, this protects continuity.



AHALA RECYCLE WASTEBASKET



APOLLO RECTANGLE NEUE BRONZE BAR



WALDEN COFFEE TRAY



COGNAC ROOM SET



BARRINGTON WHITE BATH SET



CORONADO LUGGAGE RACK

Custom: Planning with Clarity

Custom allows alignment across materials, finishes, and brand requirements.
It requires early planning.

Custom Manufacturing

Best suited for:

Full repositioning; Design-driven boutique properties; Casino and suite-level coordination; Cohesive public area programs

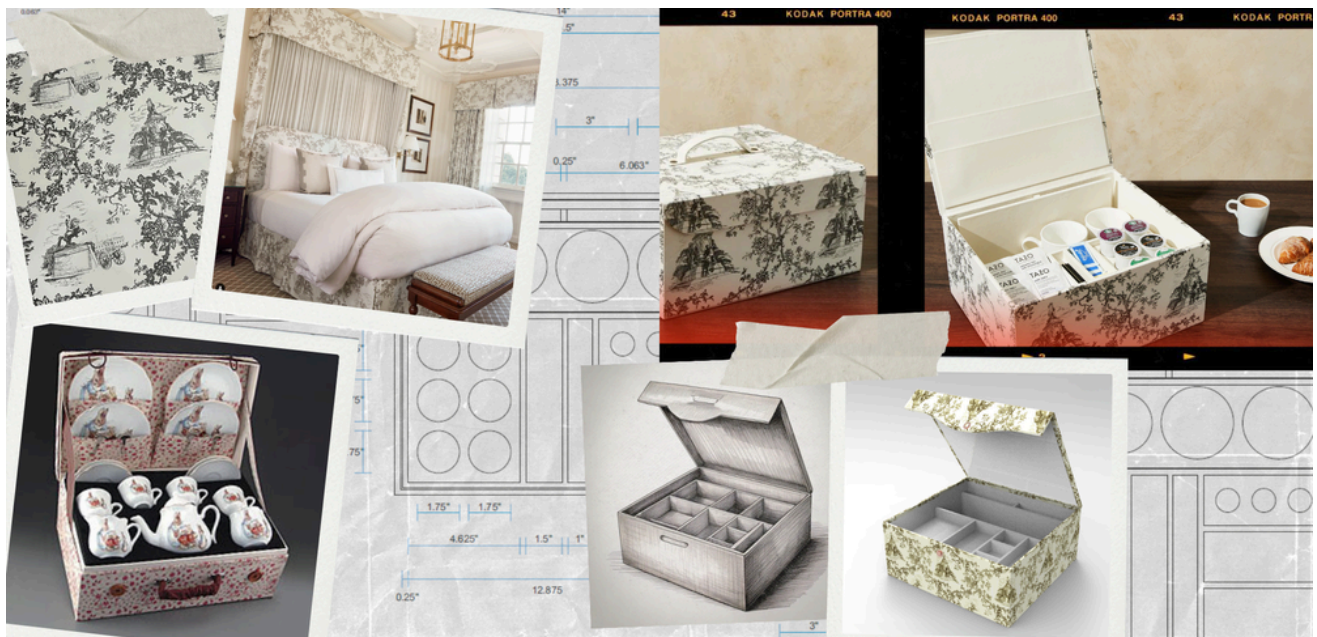
Standard resin production timelines average approximately 100 days FOB. Custom faux leather and mixed-material programs follow similar structured production schedules.

Hybrid Strategy.

Many NYC properties adopt a hybrid model:

Stock bath programs / custom coffee trays / bar accessories / selective FF&E updates

This balances speed with design intent.



From Order to Install: What Happens After You Order

A transparent look at how hospitality programs move from approval to guestroom.



Navigating Brand Standards

Brand compliance is part of planning and procurement.

What Paradigm Trends Provides:



Structured Room Presentations



Finish Swatches and Product Samples



Performance and Sustainability Documentation



Approved Vendor Programs

(For Avendra, Marriott, HSM, and Choice)

Experience matters. We anticipate questions before they are asked and ensure every detail is ready for review.

Preparation reduces approval cycles.

Documentation should be spec-ready and expedite procurement, not delay it.



What NYC Hotels Buy Most

Patterns emerge across boroughs and property types.

Durable Bath Accessories

Corner space wastebaskets; refillable soap dispensers; hair dryer storage.



Compact Coffee Solutions

Surface-efficient compartment systems; integrated pod storage.



In-Room Bar Programs

Coordinated trays and ice buckets; sealed leather-wrapped pieces.



The Value of the NYC Showroom

In-person review accelerates planning and procurement.

Material & Finish Review

Compare stainless steel, wood, faux leather, resin, stone, and glass under room lighting.

Brand & Program Alignment

Review submittals, confirm finishes, align with brand standards.

Operational Planning

Audit guestrooms, assess scale, discuss phased implementation.

In New York,
proximity shortens
timelines.

Why It Speeds Projects

- Reduces sample shipping cycles
- Shortens approval back-and-forth
- Aligns procurement and design in one meeting
- Clarifies scale in real time

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New York Hospitality Runs on Precision

Over four decades of sourcing, planning, and manufacturing have prepared us for delivering OS&E and FF&E programs for NYC hotels.



Plan with Clarity

Schedule a Consultation

Discuss timelines, approvals, and scope with our team.

SCHEDULE

Visit Our NYC Showroom

Review materials, align finishes, plan confidently.

BOOK VISIT

We understand turnover. We understand brand standards. We understand logistics.
We plan accordingly.