CHOOSING THE RIGHT HOTEL BEDDING & LINEN

TATIANA KIBIREVA
President of the First Club of Hospitality Professionals
HOTEL BUSINESS IN RUSSIA

Year 2000 - 4200 hotels
Year 2018 - 15,000 hotels

There are more than 20 Russian hotel chains:

- GOST Hotel Management
- Amaks Hotels & Resorts
- Azimut Hotels
- Cronwell Hotels & Resorts
- Heliopark Hotels & Resorts
- Soyuz Marins Group
- Cosmos group
- Alliance Hotel Management Karston Hotels
- USTA Group
- Maxima Hotels
- UPRO Group

The rest of the Russian hotels are independent.

Комфорт не бывает случайным! COMFORT CANNOT BE RANDOM!
Today there are 179 hotels of international networks in Russia with 38,705 rooms in 37 cities.

By 2022 there will be 281 hotels in Russia with 58,954 rooms in 59 cities.
REQUIRED COMPONENTS FOR GUESTS COMFORT

Wi-Fi

Комфорт не бывает случайным!
COMFORT CANNOT BE RANDOM!
WHO IS A SUPPLIER OF TEXTILE IN RUSSIA

1. Distributors of international textile companies
2. Russian companies - manufacturers of linen
3. Intermediary Companies

Комфорт не бывает случайным!
COMFORT CANNOT BE RANDOM!
ASSEMBLY. WHERE TO BEGIN?

CALCULATE THE VOLUME OF THE LINEN BY SIZE AND QUANTITY OF BERTHS:

- INTERNATIONAL HOTEL NETWORKS EXPERIENCE
- CLASSIFICATION OF HOTELS IN RUSSIA
- LINEN TREATMENT (WASHING)
- LINEN “PAIRING”
LINEN CHARACTERISTICS BY COMPOSITION AND COLOR

Comfort cannot be random!
BUYING PLAN

1. TENDER ARRANGING

2. SAMPLES TESTING

A) WASHINGS QUANTITY

B) SAMPLING STORAGE

C) SELECTION OF A SUPPLIER

3. SIGNING A CONTRACT

Комфорт не бывает случайным! COMFORT CANNOT BE RANDOM!
LINENS CIRCULATION CONTROL

1. CONTROL METHODS
   A) ACCOUNTING
   B) INVENTORY

2. PLANNING / BUDGETING

3. INNOVATION - LINENS RENT

Komfort не бывает случайным!
COMFORT CANNOT BE RANDOM!
PROBLEMS OF THE RUSSIAN HOTEL SECTOR WITH TEXTILES:

1. Unfair and not professional supplier
2. Using colored laundry
3. “Short Life” Terry Towels
4. Severe shrinkage of bathrobes
5. Terms of delivery of linen
THANKS FOR YOUR ATTENTION!

TATIANA KIBIREVA

+7 985 456 02 16
tatakib@mail.ru
info@comfortprofi.ru
www.comfortprofi.ru

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