# THE WORLD OF HOSPITALITY

Hotels, Bars & Restaurants



#### The Pod by Peabodys

Helping hospitals and universities cope without the expense, stress and time associated with a full coffee shop.

#### London Meets Mexico

Chef Santiago Lastra Chooses
Dekton® Surfaces for New
Kol Restaurant

#### Introducing The Set Collection

An innovative and differentiating brand affiliation partner for independent luxury hotels



# Where versatility, usability and individuality count



The new X10

# Coffee pleasure – freshly ground, not capsuled

- Customised coffee via 4.3" colour display thanks to
   One-Touch function for 31 programmable specialities
- Professional Aroma Grinder for ideal grinding results over the entire service life
- One-Touch Lungo function for delicious, aromatic barista specialities

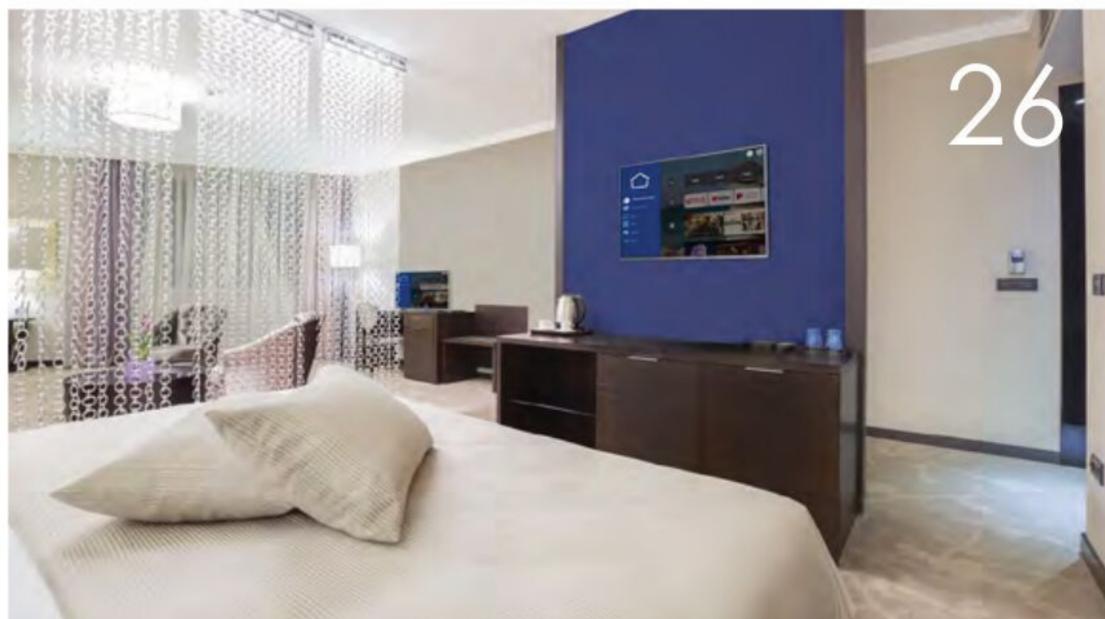
Ideal areas of use: Hotel restaurants and bars, barista bars, coffee lounges, events areas, staff areas

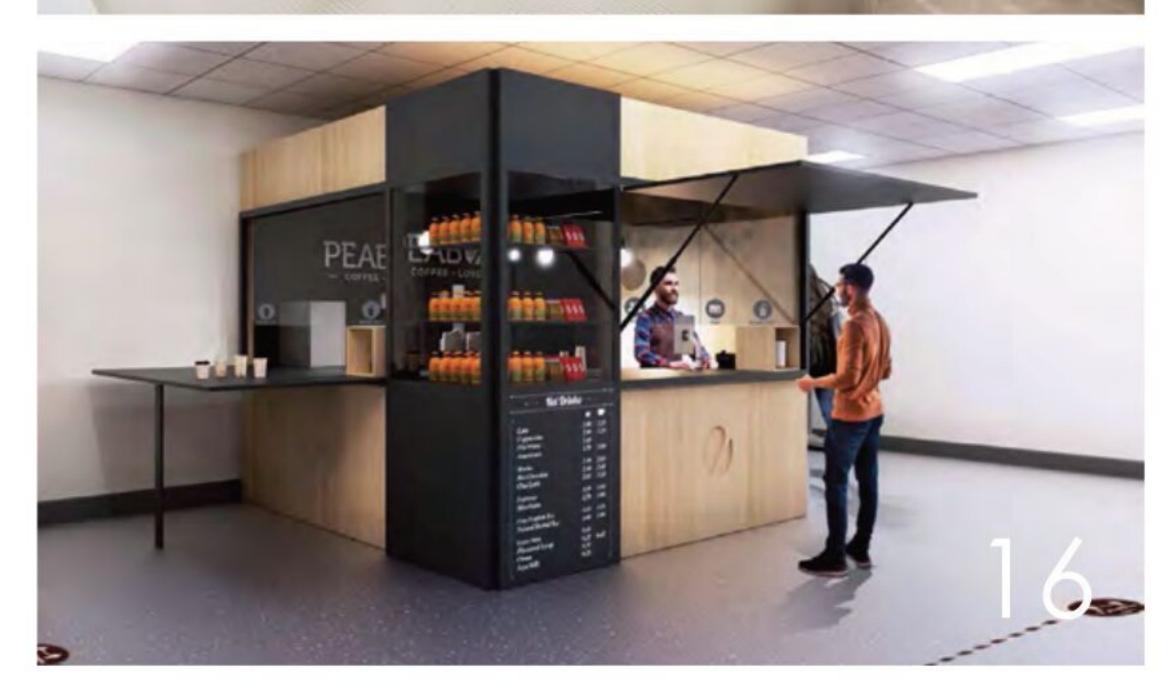
Recommended maximum daily output: 80 cups

JURA – If you love coffee

# Issue 41 Contents









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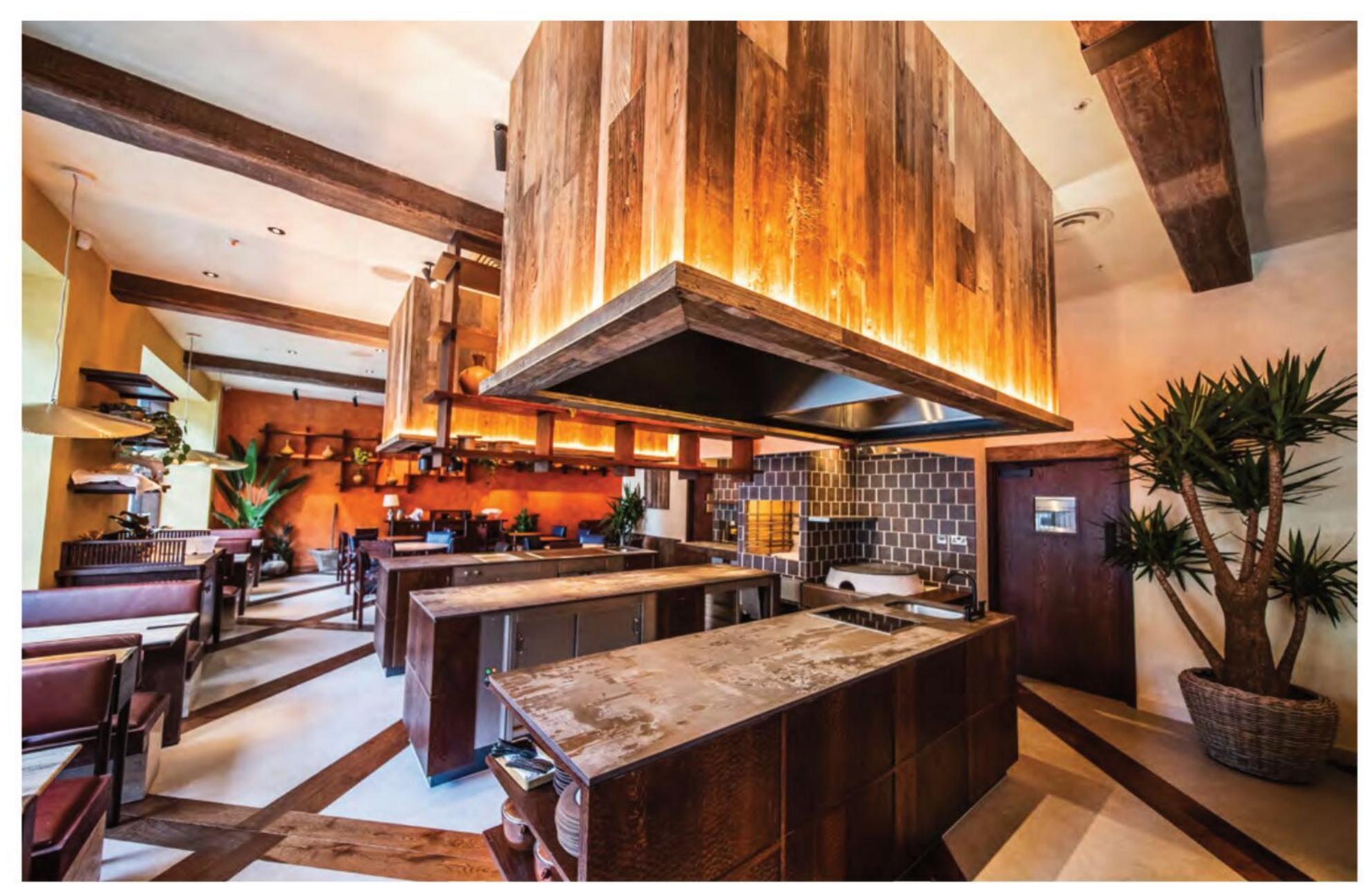
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KOL RESTAURANT









### London Meets Mexico:

# Chef Santiago Lastra Chooses Dekton® Surfaces for New Kol Restaurant

#### Kol Restaurant

The revolutionary ultra-compact surface, Dekton® by Cosentino has been specified at the trendy Kol restaurant in Marylebone, London. Opened in October 2020 by former Noma Mexico chef Santiago Lastra, his debut restaurant Kol brings together Mexican cuisine with local British produce, including shellfish from Scotland's shoreline and foraged ingredients from Kent's woodlands. Kol offers a set menu of unique, thoughtfully curated dishes with plenty of flavour, such as short rib with quince mole, and squash sorbet with rattlesnake chilli.

Designed by A-nrd Studio, Kol's distinctive open plan layout with its kitchen as the central focus pays homage to Mexico with its warming, vibrant colour palette, while also incorporating a sense of pared back, minimalist Scandinavian design with plenty of wooden elements, straight lines and foliage. Spanning across two levels and five hundred square meters, the restaurant also boasts a mezcal bar on the ground floor, for serving up Mexican cocktails and spirits to guests. A virtual tour of the restaurant can be enjoyed here.

Pabricated by LBS Enterprises Ltd, bestselling Dekton® Trilium, made from up to 80% of recycled materials, was the surface of choice throughout the restaurant's kitchen and serving areas. Showcasing a mixture of colours inspired by volcanic rock, Dekton® Trilium's intense and irregular accents of black and grey and its matte finish result in a rich and varied surface design, with an appearance that alters depending on the angle of the light on the surface.

KOL RESTAURANT THE WORLD OF HOSPITALITY 5

# DEKTON® TRILIUM BY COSENTINO HAS BEEN SPECIFIED THROUGHOUT KOL

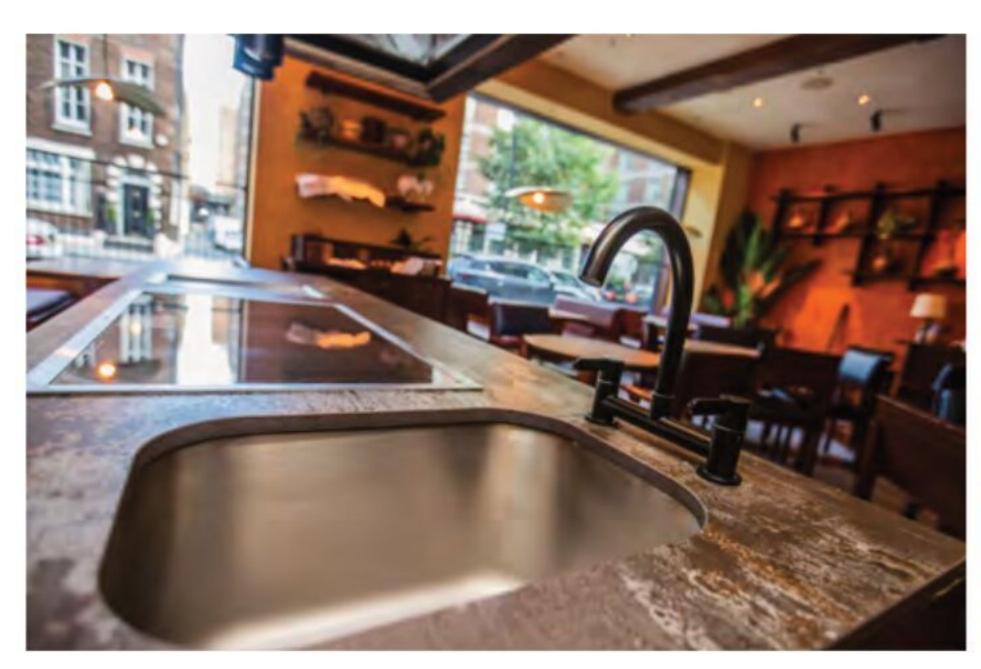
"Dekton was always the surface of choice for my new Kol restaurant in Marylebone, London," says Santiago. "Its technical properties exceed the other options available and there is so much choice when it comes to the look and feel of the surface; it was difficult to choose a colour! We decided that Dekton Trilium was perfect for helping to convey the relaxed yet fun feel that we wanted in the restaurant - plus, we loved the fact that Dekton Trilium is made from 80% recycled materials. I am so pleased with how Trilium has brought the open-plan restaurant kitchen design to life, and its durability is second to none."

# MADE USING UP TO 80% OF RECYCLED MATERIALS, DEKTON® TRILIUM IS INSPIRED BY VOLCANIC ROCK

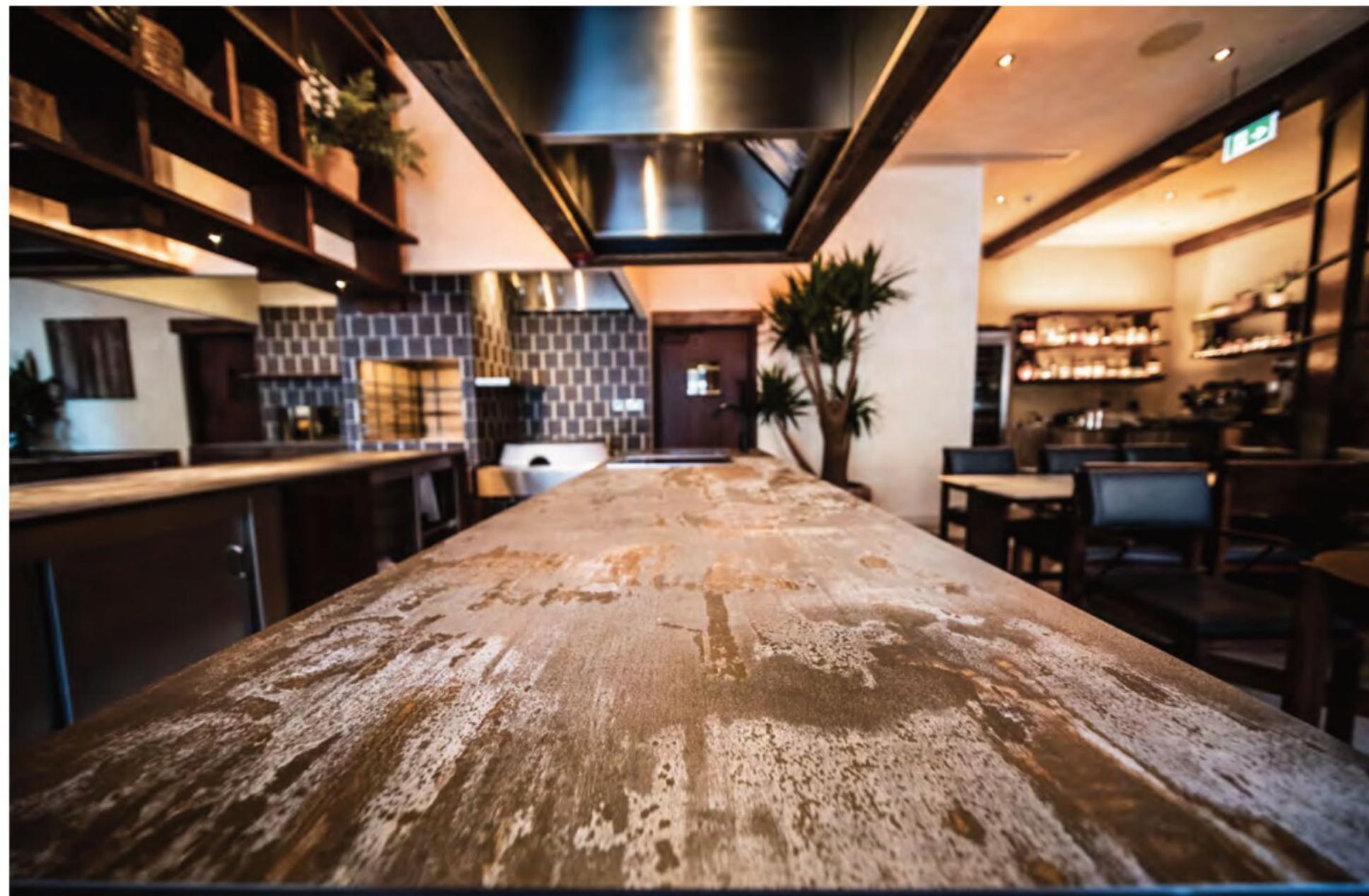
As with all Dekton® designs, Dekton® Trilium boats superior technical properties, such as high resistance to UV rays, scratches, stains and thermal shock, and very low water absorption. Made from a sophisticated mixture of the raw materials used to make glass, next-generation porcelain surfaces and quartz surfaces, Dekton® is suitable for a variety of different projects, including worktops, flooring and wall cladding, both inside and outside. Dekton® Trilium is also available in Dekton® 4mm Slim, which combines the technical and mechanical features that Dekton® is known for with a

much thinner (4mm), lighter (10 kg/m2), and manageable format for installation - ideal for wall, door and furniture cladding.

In addition, carbon neutrality has been achieved for the entire life cycle of Dekton® (from cradle to grave), covering Scopes 1, 2 and 3, from the extraction of the raw material, to the use of the product and the end of its life. This recognition, obtained through emission reduction and compensation projects certified by the United Nations, confirms the good practices of Cosentino Group in terms of sustainability and environmental management.







#### **ABOUT DEKTON® BY COSENTINO**

Dekton® by Cosentino is a revolutionary and innovative the ultracompact surface for the world of architecture and design. It is a sophisticated mixture of the raw materials used to make glass, next-generation porcelain surfaces and quartz surfaces. It is made with exclusive Sinterized Particle Technology (TSP), which is an innovative ultra-compaction process.

It boasts superior technical properties, such as resistance to UV rays, scratches, stains and thermal shock, and very low water absorption. Dekton® is able to recreate any

type of material with a high level of quality. It is manufactured in large-format slabs (up to 320 cm x 144 cm) in five different thicknesses (0.4cm, 0.8 cm, 1.2 cm, 2 cm and 3 cm). Dekton® is the perfect surface for a wide range of applications, both indoors and outdoors (façades, paving, cladding, worktops, sinks, etc.).

As part of our commitment to sustainability and a circular economic model, various Dekton® colours are made with recycled materials from the product's own manufacturing process. In 2016, Cosentino obtained an Environmental Product Declaration for Dekton®.

Dekton® has been chosen to feature in diverse architectonic and design projects throughout the world, such as the Rafa Nadal Academy by Movistar in Manacor, the residential building Valdebebas 127 in Madrid, the 4\* and 5\* Hipotels hotels in Palma de Mallorca, the Gunni&Trentino showroom in Madrid, TOPA Sukalderia in San Sebastian, Archway Tower in London, Le Meridian hotel in Yilan (Taiwan), the Cap Ferrat building in Rio de Janeiro and the restaurant, The French Laundry of chef Thomas Keller in California.

www.dekton.com



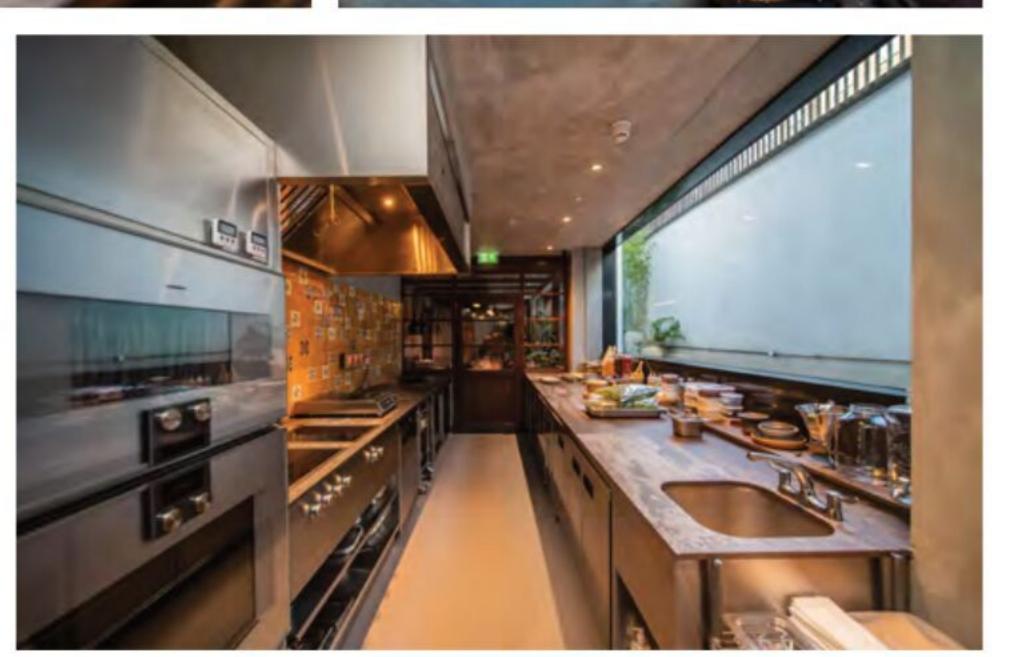












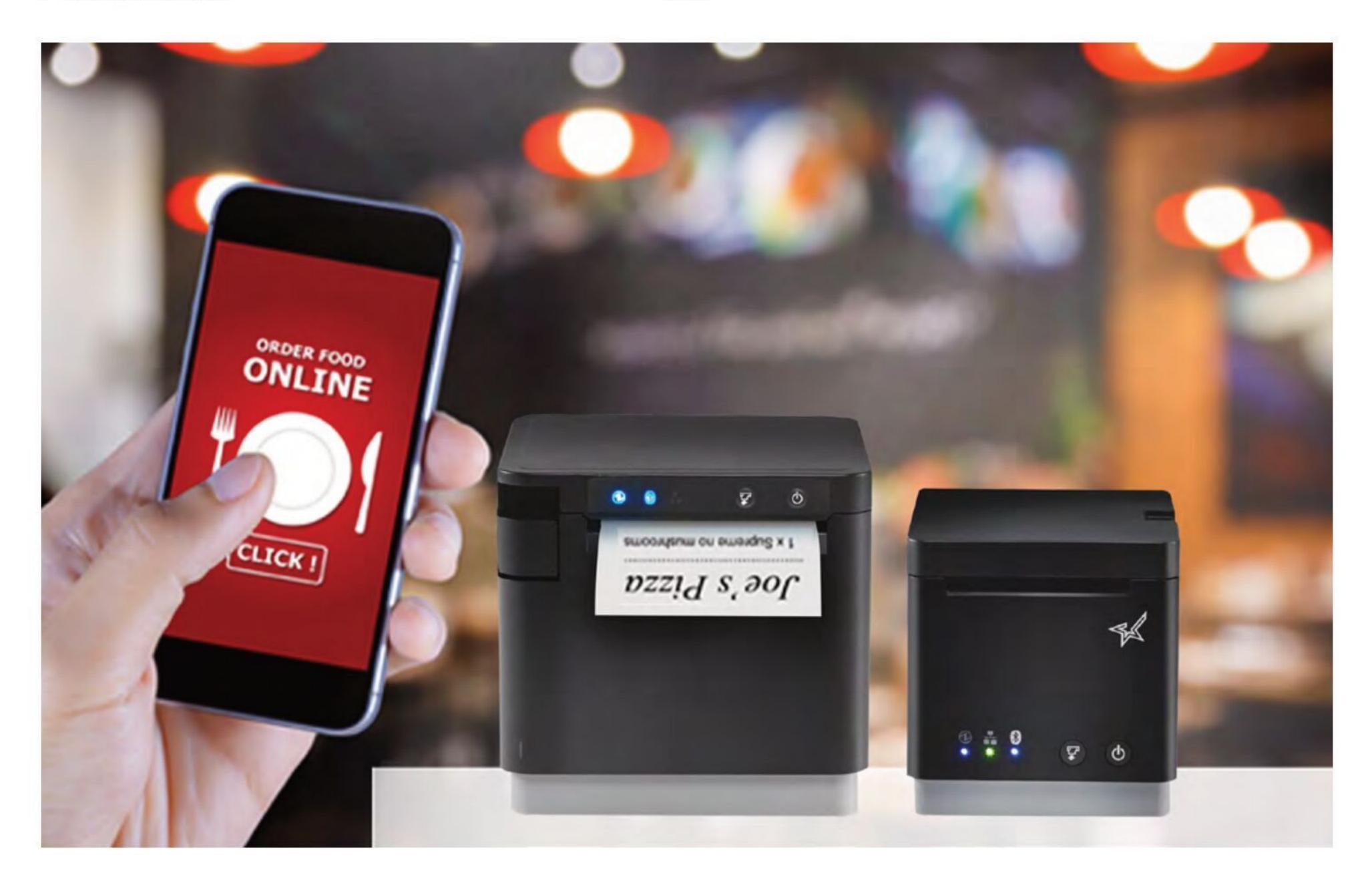


Global specialists in traditional, tablet and Cloud POS printing, Star offers versatility and connectivity at every level for the evolving omni-channel hospitality market.

Reliable POS printing solutions • Latest printing technology for app and web-based ordering • Versatile mobile printing • Dedicated printers for kiosk and self-service • Affordable food and beverage labelling



8 THE WORLD OF HOSPITALITY STAR



# Technology that can help your

# hospitality business thrive

For any hospitality business, choosing the right POS system is an important decision. While this depends largely on individual business requirements, the solution has to offer the flexibility and reliability to ensure a business runs smoothly now and in the future. The current pandemic has simply brought these issues to the fore and has forced many hospitality businesses to review not only how they operate, but also how to pivot in such a way that the business can thrive in a challenging and at times unpredictable environment.

The wealth of options available in terms of POS technology is extensive. All too often the role of the printer is seen to simply print a receipt but, when used with intuitive software, it can provide a business with a variety of powerful tools. The right hardware can effectively reduce costs with future-proof solutions that enable a business to plan ahead, avoiding unnecessary expense by reducing the need for additional hardware investment as the business develops, not to mention having the technology readily available when required. Furthermore, the right hardware can add value to a business with unique featurerich solutions included free of charge with the printer.

One area which has undoubtedly highlighted the role of the printer during the current pandemic is online ordering. While it has certainly enabled many establishments to continue operating during lockdown, online ordering apps / web software can also provide the path to an additional future revenue stream thanks to an enhanced customer database. This offers the potential to attract repeat business via coupons and promotions alongside in-house dining post lockdown.

One of the most important considerations that any hospitality business has to ensure is accurate ordering, especially given stricter requirements for food labelling, allergies and bespoke customer orders. With the added increase in orders from multiple channels including restaurant, kiosk / self-service, drive through as well as online collection and delivery, an efficient and accurate ordering process becomes essential.

Printed orders vastly improve order accuracy.

With a growing number of custom orders and order modifications, a printed order that can be sent directly from the POS system or online app to the kitchen, allows all staff members to see the customer's requirements and effectively cuts down on errors.

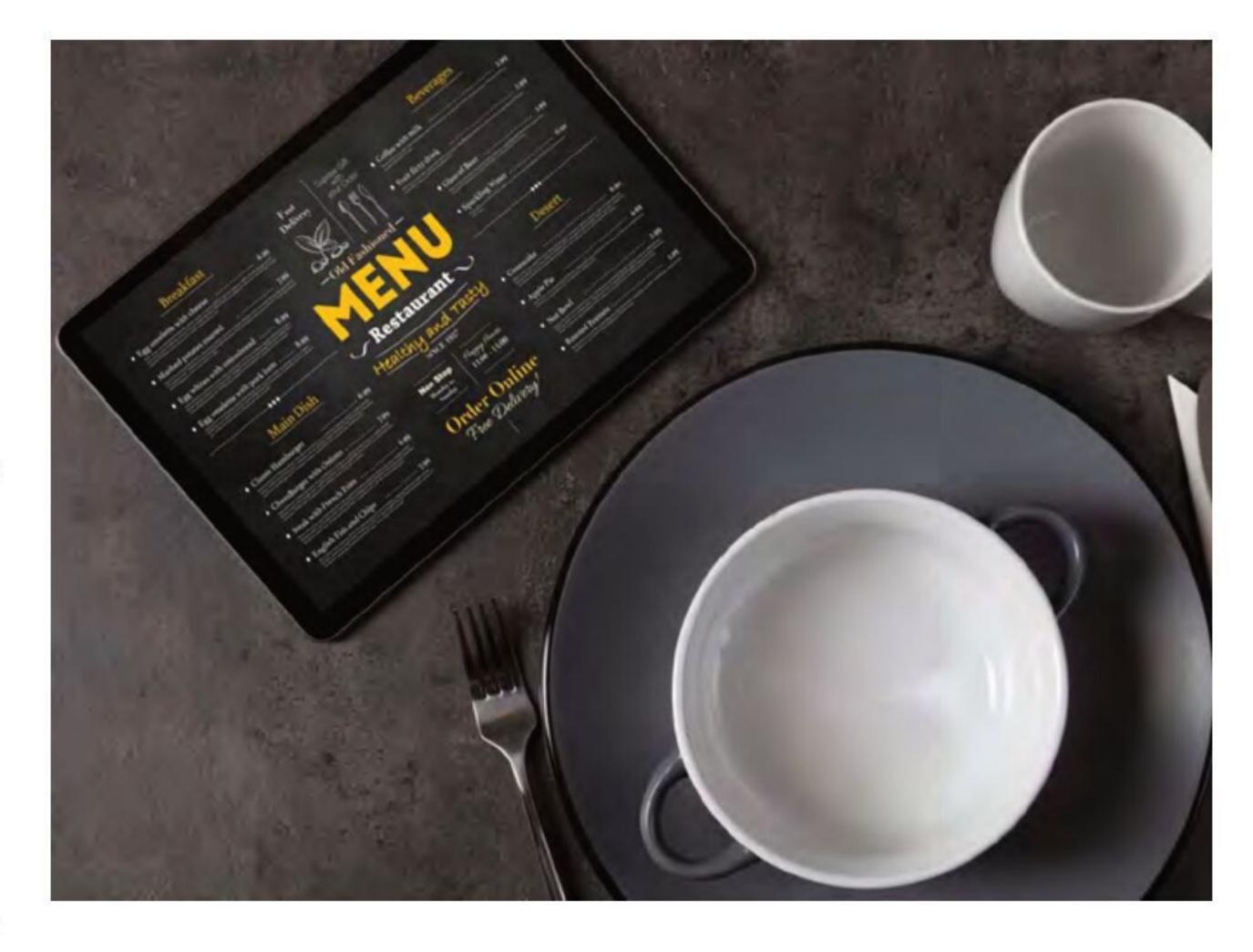
Technology such as Star's CloudPRNT™, available on a range of Star printers, facilitates online ordering by eliminating the need for an additional tablet to send a received online order to the printer. Instead, the ordering service can communicate directly with the printer for online takeaway or collection orders from the restaurant web site. Aware that a large number of hospitality web sites are based on the WordPress platform, Star has developed a free of charge WooCommerce plug-in for simple integration.

Alternatively, if a tablet app is used for online ordering then a Bluetooth, WiFi or LAN printer can be connected to print the order in the kitchen as well as the receipt for pick up. Web and cloud enabled kitchen printers, capable of reliably accepting and queuing orders from multiple devices, become essential in this environment. As venues begin to open again, social distancing will no doubt remain important with order and pay at table apps or web sites taking on greater significance. These can also communicate directly with the printer for table orders, including those placed via a kiosk or self-service terminal as well as those placed by hotel guests ordering food and beverages from the room service menu on their mobile device.

As well as paper orders, the same connectivity is available for food orders printed on repositionable labels, which can be removed and easily re-applied during the food preparation process before being attached to the final packaging as a receipt for the customer. The Star TSP654IISK using MAXStick™ linerless media can accept orders from traditional POS systems, tablets, phones and also directly from local or remote online ordering platforms. This streamlines the entire process and reduces paper waste, saving valuable time and cost.

With hospitality businesses increasingly receiving orders from multiple channels and the consequent higher number of tablets and printers required for different online ordering systems, the need to create a cable-free minimalist environment is essential. The ideal scenario would be a tablet on a countertop providing a clean, sleek vision but all too often this is not practical given the POS setup has to not only look good but also be usable.

Star's mC-Print™ receipt printer lends itself perfectly to a secure tablet solution where the device and peripherals can be reliably connected to the network while offering the clutter free appearance of a cable free all-in-one POS system or self-service terminal. With its compact design, front opening, simple paper loading and outstanding functionality, the mC-Print3 features multiple interfaces as well as Cloud connectivity to provide a future-proof, seamless transition from traditional to tablet POS.



In any hospitality business ensuring reliable network connectivity can be challenging, especially in a kitchen environment.

Benefitting from Star's unique SteadyLAN™ technology, the mC-Print3 delivers data, tablet charging and network tethering for iPads as well as USB-C models of Windows and Android devices via a direct Lightning or USB-C cable between the tablet and printer without the need for WiFi. The mC-Print also includes hub functionality with the ability to connect a USB customer display, scanner, RFID device, keypad or other supported HID enabled peripherals directly to the printer for a single integrated system.

In terms of payments, the pandemic has made the transition from cash to card payment even more pronounced. As contactless payments increasingly become the norm, other options such as online payment or even QR code payment are useful additions with customers scanning a digital QR code or a printed QR code on the bottom of the bill and paying directly via their phone.

With fewer customers now paying in cash, a compact solution that offers a smaller cash drawer is a viable alternative. A combined Bluetooth printer and cash drawer solution such as mPOP™ is particularly easy to set up and ideal for businesses looking to potentially set up a temporary pop up venue.

These are just some of the solutions available to reduce costs, remain flexible and offer contactless experiences so that hospitality businesses can thrive in what is certainly an unpredictable and challenging operating environment for many.

To find out how Star can help your business, visit: www.Star-EMEA.com or call +44 (0)1494 471111







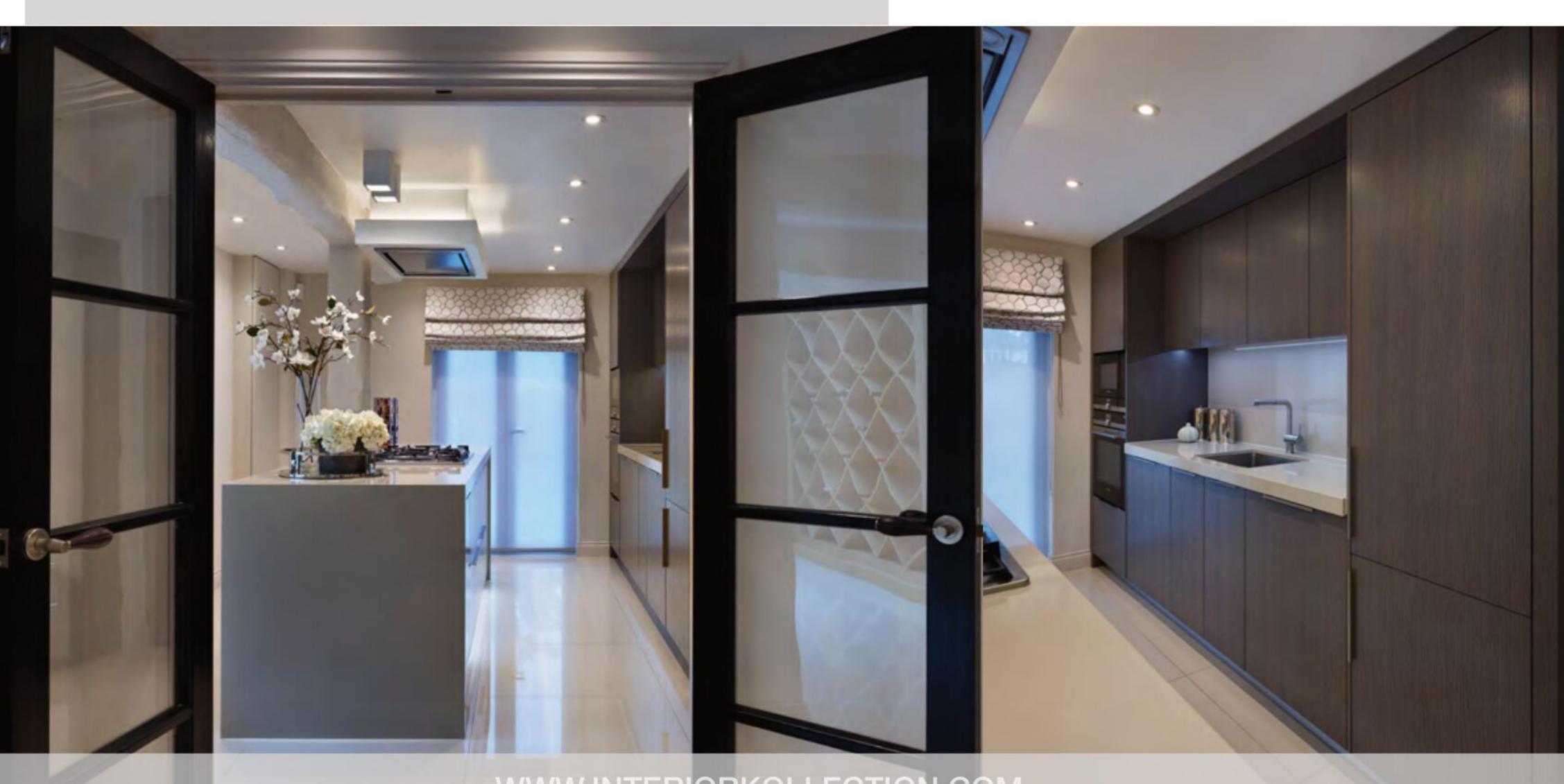
Interior Designer Sanel Konyar, founder of Interior Kollection, an interior design studio based in London, with over 15 years experience in luxury interiors, specialising in high-end residential and commercial projects in the UK and worldwide.

Our interior design service is a tailored experience where we offer a timeless design to create a space that feels lived-in and loved. We create beautiful interiors with an emphasis on stylish comfort, and sophisticated yet practical concepts.

Interior Kollection underlines its principle to deliver the client's vision and budget, creating a seamless journey from initial concept through to completion. The client's satisfaction is paramount to us and we pride ourselves in building a relationship with our clients. We always offer a tailored solution that is informal yet professional.

Our talented and experienced team work closely together with architects and contractors, ensuring projects are delivered on time, in budget and always to the highest level of quality. We create timeless, yet contemporary interiors, ensuring the final result is beautiful, practical and functional.



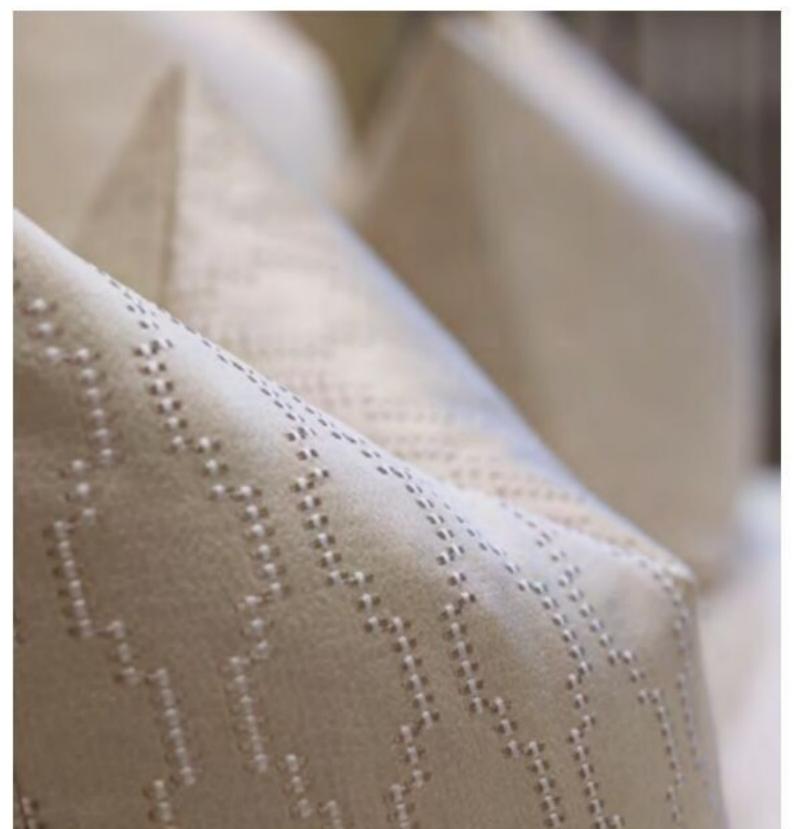


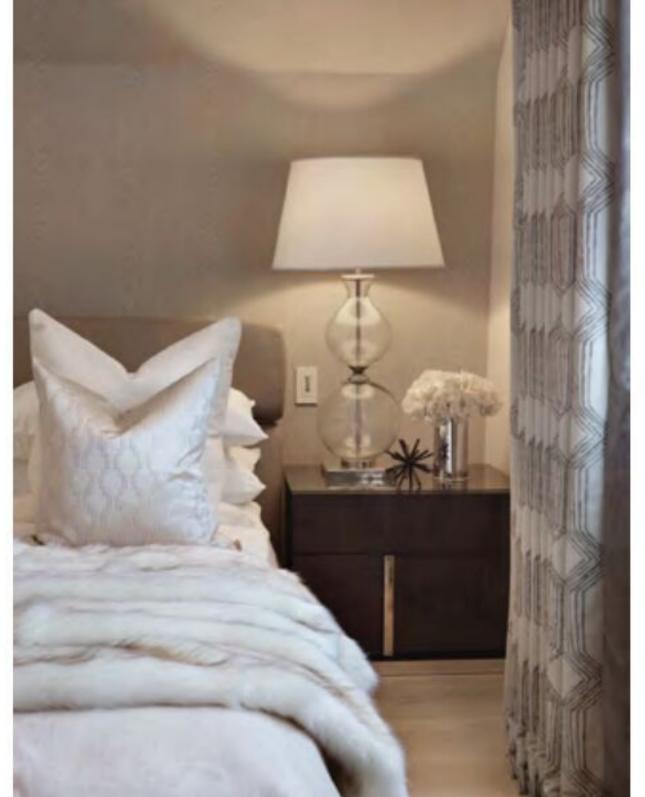


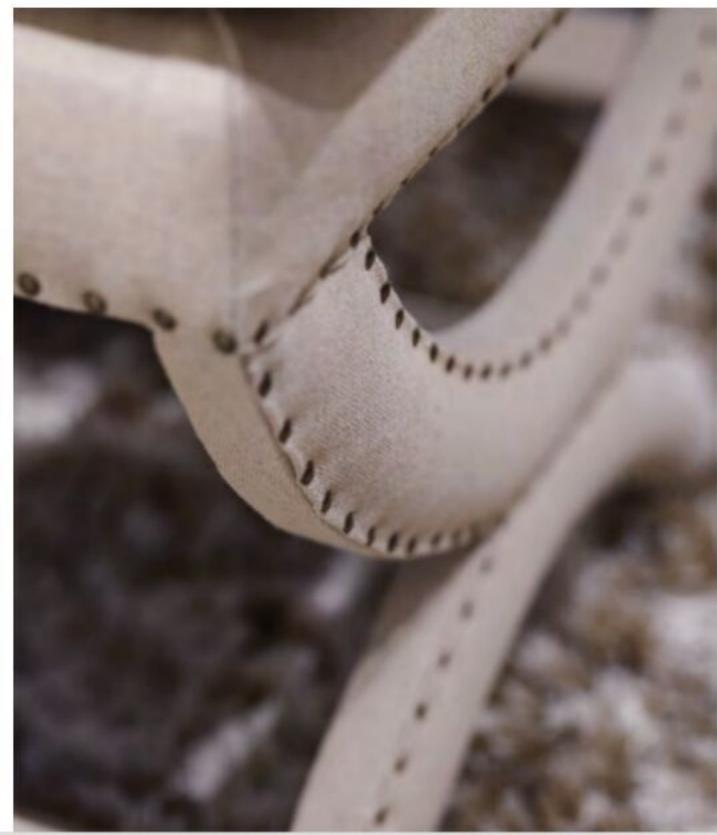
Our Vision...

Our aim is create timeless yet contemporary interiors, ensuring the final result is aesthetically beautiful while functional.

We have a passion for stunning interiors and beautiful home products, which welcomes our online store of personally selected items, so we are able to bring affordable luxury to everyone's doorstep!







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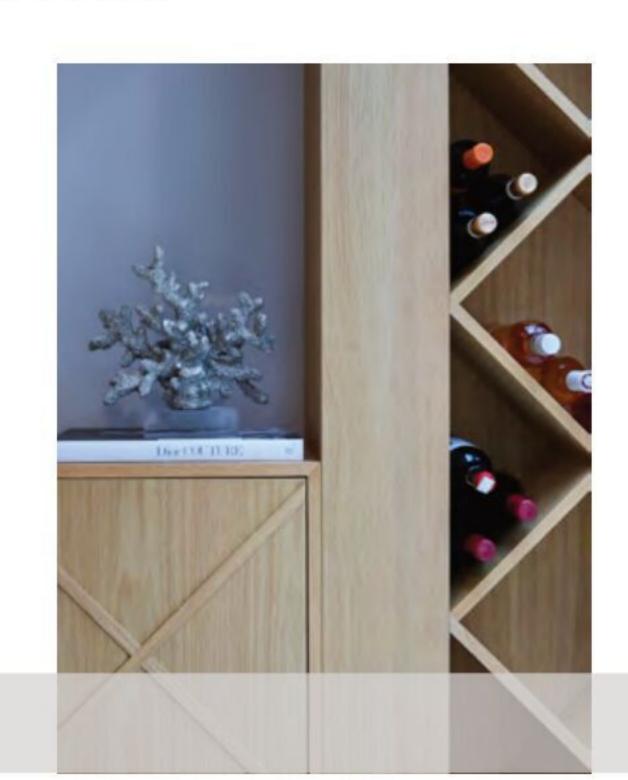
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12 THE WORLD OF HOSPITALITY TWEAQ



# The World's First Smart Self-Disinfecting Door Handle

#### Tweaq

A tech company has launched the world's first smart self-disinfecting door handle, which can potentially eradicate millions of pathogens per building, save businesses thousands in cleaning costs and contribute to a post-COVID19 way of life.

Swiss tech company, Tweaq launched its selfcleaning aluminium door handle, Touch 1, in November 2020. Customers can register their interest now for delivery in 2021.

#### How it works:

- The user engages with the door handle as they normally would.
- Once the door handle is released, the
   Tweaq Touch 1 is activated and the
   peristaltic pump brings the disinfectant
   liquid from the casing to the sponge
   inside the ring around the door handle.

 An internal system drives the outer aluminium ring backwards and forwards once along the surface, eliminating 99% of bacteria and viruses in under three seconds.

Tweaq Touch 1 is powered by an electric engine and lithium batteries which allow more than 1,000 uses per cartridge.

#### Installation and maintenance:

Tweaq Touch 1 installation is under ten minutes and can be used with standard doors with no modifications required.

The casing replacement is also quick and simple for staff or households to replace themselves after 1,000 uses.

When the disinfectant liquid runs out, the user will be notified with the use of IOT. When this occurs, the user replaces it with an extra cartridge and sends the empty cartridge back to Tweaq. Tweaq then refill the cartridge and recharge the batteries before being redistributed.

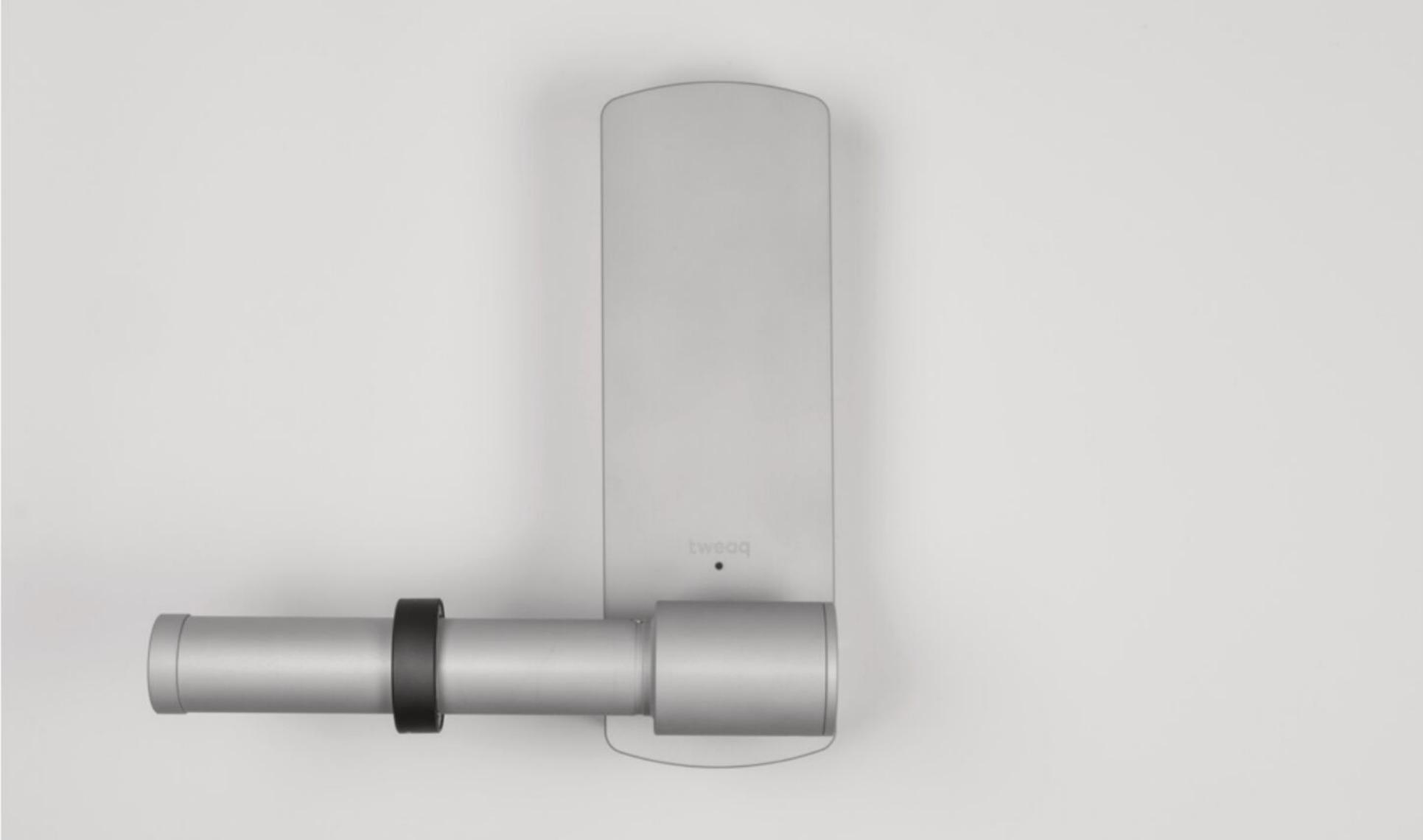
The casing replacement process has been developed to be as user-friendly and sustainable as possible, requiring the least amount of interactions and waste; it has a plug and play feature allowing the user to swap the casing in less than 30 seconds – similar to plugging in a cable to a socket.

#### Why?

In a year where hygiene has been more paramount than ever before, the TWEAQ team has conducted extensive research







and found touching one door handle is the equivalent of 10,000 handshakes.

The UK is starting to look at offices reopening again, but the internal door handles can be an issue. Tweaq has found within two hours an office of 80 people can be infected due to one contaminated door handle.

Tweaq Touch 1 allows an establishment to provide a safer environment to its employees and visitors.

#### Why is it better than manual cleaning?

Tweaq's team provided extensive research into the types of businesses its product would benefit, not only from a hygiene point of view, but as a cost saving exercise.

For example, a restaurant with 250 visitors a day would have half of the visitors use the bathroom, averaging 125 uses daily. This in turn equates to 40,000 uses in the year, costing \$2.90 per day for a professional service to disinfect door handles\*\*. In comparison, it is \$1.40/ day with Tweaq Touch 1 plus the initial investment. This is a saving of over \$500 a year.

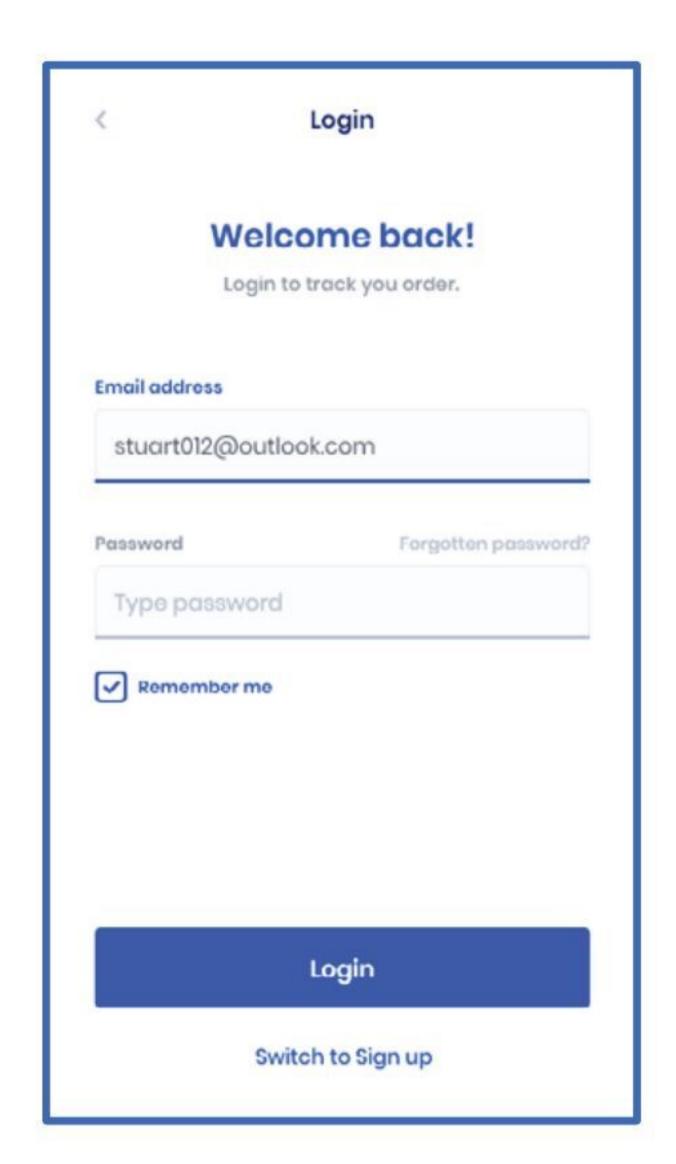
Giovanni Barilla, CEO from Tweaq said: "We help people open doors to the world, safeguarding their every touch-point. Our product combines hardware and software technology to provide an effective and reliable solution that not only protects people but can save businesses money in the long run.

"The world is changing mindset and attitude to investing in hygiene has completely transformed. We are thrilled to be able to offer a prevention solution that will hopefully help ease concerns and provide peace of mind for many."

Tweaq Touch 1 is priced at £399 for two handles (one full door) and cartridge refills are at £39 for consumers and for businesses there is a £16.90/month subscription plan available. Tweaq Touch 1 will be available in four shades, grey, silver, rose gold and gold.

Customers can currently register interest for delivery in 2021. For larger orders, price is available on request.





## Another Lockdown Blow For UK Businesses

#### NEW WEB APP 'I AM HERE' PROVIDES A VITAL LIFE-LINE FOR STRUGGLING ENTERPRISES

As half a million businesses are forced to close their doors once more, a glimmer of hope enters the U.K., with the launch of iAmHere; an innovative web-app that transforms any business into a virtual drive-through with a simple plugin!

In response to the latest 'Curbside' delivery trend sweeping across the US and Europe, iAmHere is a new web-app that can be integrated into any ordering platform – enabling static businesses to reconnect with customers via a Curbside click and collect service.

A concept that retailers once may have been considered a luxury is being adopted globally as they continue to find innovative ways to engage with their customers amid the pandemic. According to a study by PayPal almost half (46%) of retailers in the U.S are in the process of rolling out a curbside pickup1, and UK retailers are following suit.

Utilising car parks, side-streets and parking bays around the UK, iAmHere helps businesses facilitate and manage their waiting areas click and collect service. Its smart

geolocation function allows businesses to locate where their customers are parked quickly and easily, providing a seamless, convenient and COVID-safe delivery within the parameters of their premises.

Here's how it works.

- Customers order via the business' app or website, with iAmHere integration, selecting an available collection time
- Customer parks their car close to the store/premise and hits the iAmHere button on their arrival
- This allows businesses to accurately locate where the customer's parked to ensure a swift and COVID safe delivery.

Not only does it help locate the customer, but the iAmHere app includes a two-way communication to help resolve ordering errors or queries, without the need for the customer to enter the store.

Furthermore, for customers who want to pick up on foot, iAmHere, will introduce a new function later on this month which allows businesses to inform the customer when an order is ready for collection to prevent queues customers and crowding outside the premises.

iAmHere's CEO Steve Tiley, comments "The pandemic has forced businesses to find innovative ways to connect with their customers. Retailers turned their stores into stock rooms, and restaurants became ghost kitchens, many paying a premium to work with distribution agencies to reach customers. Seeing a rise in popularity of curbside delivery in the U.S. and the ongoing threat of COVID, we wanted to create a plugin app that would enable businesses to become a drive-through, regardless of space or parking facilities."

"I believe that AmHere's new Curbside solution will provide a vital lifeline to bricks and mortar businesses who are continuously struggling to keep their doors open during the ongoing pandemic." Continues Tiley

By eliminating the need to impose delivery charges onto customers, iAmHere is fast becoming the app of choice by the hospitality industry. Restaurant chains and independents such as Cut + Grind Burgers and Chai Naasto; an Indian Street Kitchen concept in London have already shared glowing reviews of the technology. As a concept that's set to continue beyond the pandemic, the iAmHere application can be integrated into an ordering platform, or if such a platform is not already in place, the brand can provide businesses with the 'Preoday' ordering platform which is installed in over 2,500 hospitality outlets worldwide.



## ALL WEATHER | TERRACE COVERINGS

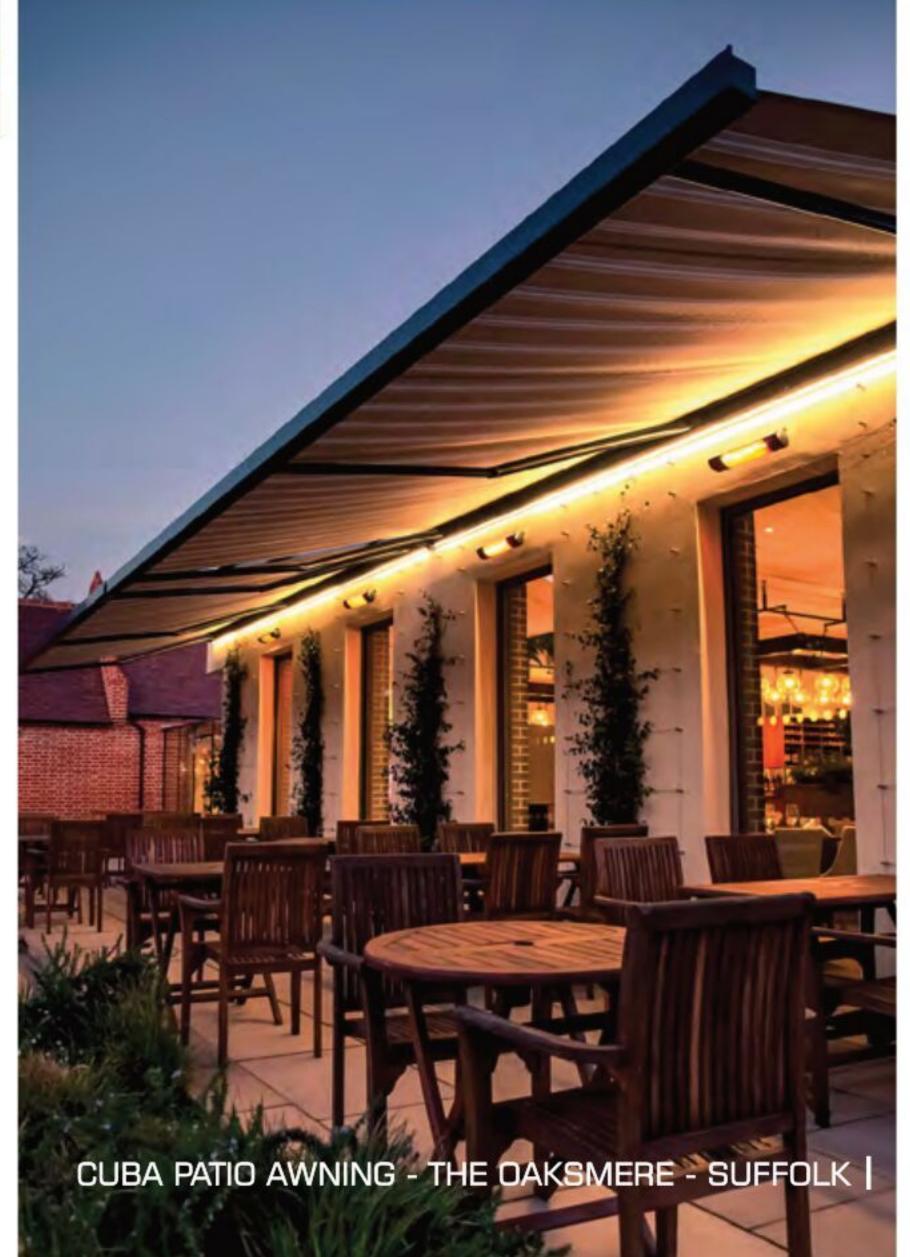
- Waterproof fabric or aluminium louvered roofs
- Effortless motorised remote control operation
- Wind resistant upto Beaufort 12 (hurricane force)\*
- Optional LED lighting & infra-red heating
- 5 year guarantee for peace of mind

Make the most of your outdoor space with our innovative retractable awnings and aluminium pergolas that provide flexible shade and shelter, allowing your clients to enjoy the alfresco experience come sun, wind, rain or even snow\*. Proudly UK manufactured since 1987.



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\*Wind resistance and snow load based on our louvered roof Outdoor Living Pods™





# Claudia Mascino, Inventor of the COVID-Secure

# 'Ready to Use' Coffee Shop

Claudia (pronounced 'Clow-di-ya') Mascino is a formidable leader, motivated by a strong commitment to help the communities in which she works. The energetic Director of Peabodys Coffee hails from Northern Italy and has brought a zesty Mediterranean get-up-and-go attitude to running artisan coffee shops in hospital settings for the past 20 years. Not famous for exceptional coffee and food, Claudia saw an opportunity during the coffee shop boom of the early noughties to bring a high-quality offer to hospital settings. Claudia's experience during the Covid crisis identified a need within the sector for a 'safety-first' approach to hospitality. The

Pod by Peabodys was born. It was designed scrupulously to satisfy the combined safety and customer care needs within a hospital setting by award winning Italian architects, Modourbano. A self-contained, fast to erect 'ready to use' coffee shop is the leader's most modern innovation to date, and will make waves in the sector. She's always innovating.

The Pod by Peabodys means that hospitals and universities don't have to worry about coping with the expense, stress and time associated with installing a full coffee shop. Peabodys Coffee can now provide their reputable service through a completely self-

contained, compact pod specifically designed with new pandemic safety measures that can be installed in just 24 hours. It's sleek, simple, solid Italian design perfectly reflects the reliable, high-quality, convenient service from within, that's sure to make waves in the estates and facilities sector this season.

The Pod by Peabodys is a highly innovative concept that has embraced the hygiene and safety protocols to deal with pandemic control. Its design is cashless, contactless and completely self contained. It's set up with strict social distancing rules, with people queuing 2 metres from each other, and a

designated order point and a pick up point. There is a built-in menu, and customers tell the staff their choice in safety, behind a glass screen. There is also a built-in sanitising area with hand gel to use before and after a visit.

Indoor and outdoor pods are available and both are characterised by a beautiful sleek, authentically Italian feel, featuring unique designs from award winning Italian architects, Modourbano. The indoor pods are made in the UK using natural wood and steel, and the outdoor versions have been stylishly based around a framework of a shipping container. The compact pod comes ready to use with everything needed to serve its customers – espresso machine, grinder, boiler, high speed oven Menumaster Xpress, undercounter fridge and freezer, ice maker, blenders, soup kettle, refrigerated display cabinet, utensil sink, EPOS system and hand sink.

Claudia comments, "Peabodys Coffee has become successful because we're incredibly flexible. In those early years it was unheard of to have a coffee shop of our quality in a hospital. We invested heavily in bringing high street standards into the hospital environment. I feel we have set the standards and set a trend in our sector for artisan quality."

Claudia believes that "Good coffee on a good day is great, but good coffee on a bad day is essential".

"We have always trained our staff to be as positive, kind, caring and helpful as they can. We also follow all the screen guidelines. We are very aware that we are a coffee shop situated in a hospital."

In 2003 when the company was officially purchased, it was tiny – just a small coffee shop in St George's University Hospital.

A second coffee shop inside the Royal London Hospital followed shortly, along with Bartholomew's and St Helier Hospitals, and further expansion within St George's. From there, Peabodys reputation preceded itself, with a snowball of openings across NHS Trusts within the M25.

Claudia isn't your ordinary coffee shop boss.

She could easily have been the Nigella of
Time Team, with a PHD from Cambridge in
Archaeology and a successful business partner
in husband Luke.

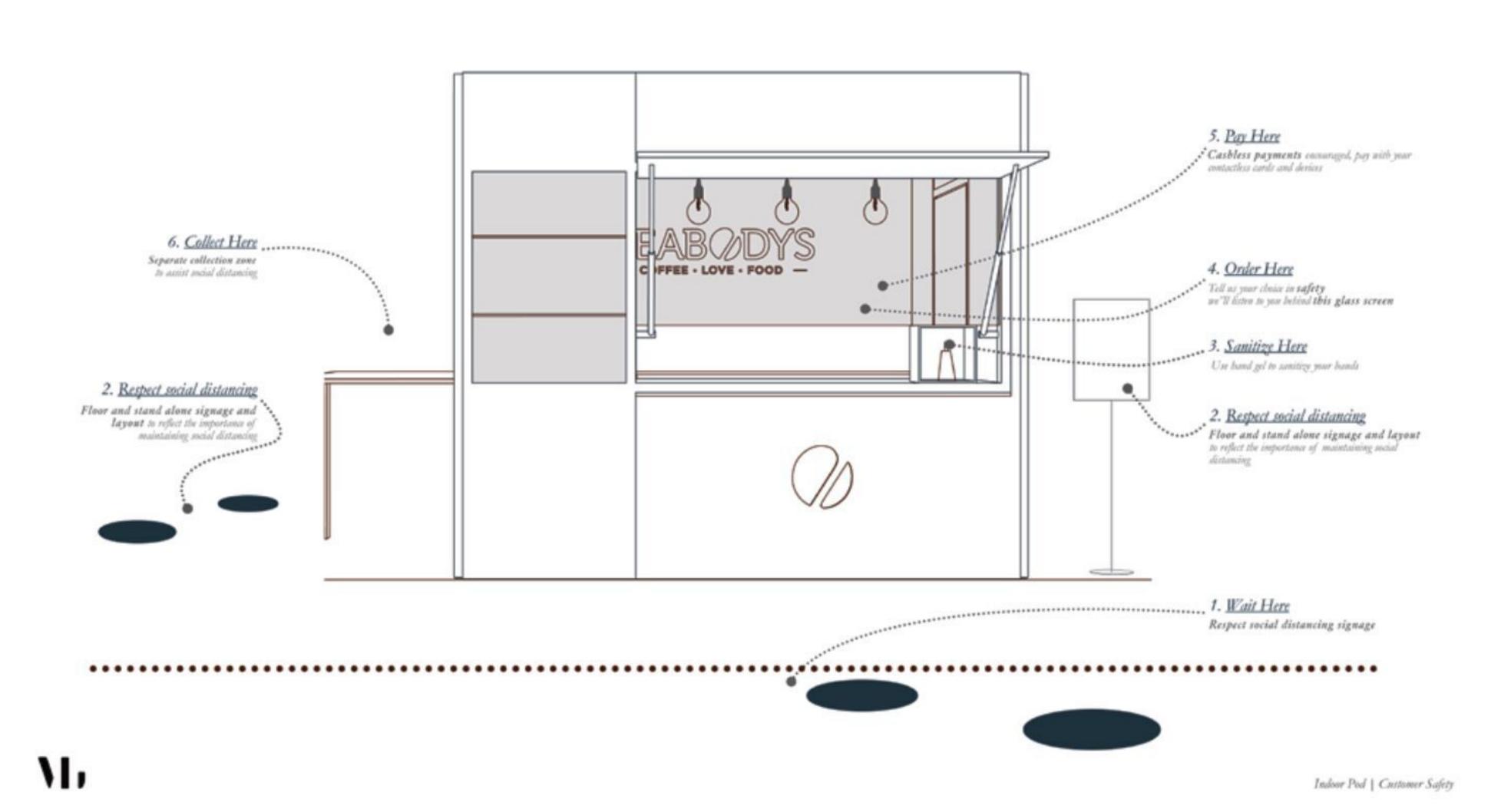
But her passion for working with the NHS to generate community spirit and run an employee centric business prevailed, and following a few years of running Peabodys part time decided to dedicate her career to the company.

She has travelled to Brazil to learn about coffee provenance, takes the lead on sustainability strategy, and always, always, has the customer experience and employees' wellbeing at the centre of her work.

"We have learnt how to work together well with the hospital team, to help give a sense of community. For example, the staff working in our coffee shops in St George's University Hospital feel part of the same community. The community spirit should be there because there is that connection. I like to be part of that community and am a member of St George's Trust because I want to understand their needs. We always help when we can – we like to feel part of a bigger environment – not just a coffee shop."



#### Indoor Pod | Customer Safety



18 THE WORLD OF HOSPITALITY 210TH



# 210th is the upsell that actually makes you money

No world speaks more to the imagination then the world of hotels. Love, excitement, exploration, adventure, desire and romance are brought closer together in the brand 210th.

210th is a very high-end sensual lifestyle hospitality brand available in the most outstanding and progressive hotels around the world. The luxury Love boxes and bags enhance your guest experience with their carefully picked and exclusively designed erotic accessories. The various secret assignments will continue to create memories linked to their romantic stay at your hotel long after the guests are back home.

210th is a unique upsell opportunity at a very profitable return. The Love boxes and bags can be offered through your booking systems, in the minibar, directly in the room or in the hotel shop. They can go discretely on the guest's bill as minibar product. The profit from the sale of a 210th box is equivalent to the sale of one of the below:

- 38 cups of coffee
- 27 glasses of wine
- A dinner for two
- 28 glasses of beer
- An overnight stay in a room

The cosmetic line of 210th is comparable with brands like Bylgari, La Prairie or Molton Brown. In our laboratory we combined high quality ingredients with a remarkable scent designed by one of the best 'noses' in Europe. All developed to make your body and mind feel sensual, loved and in the mood for pleasure.

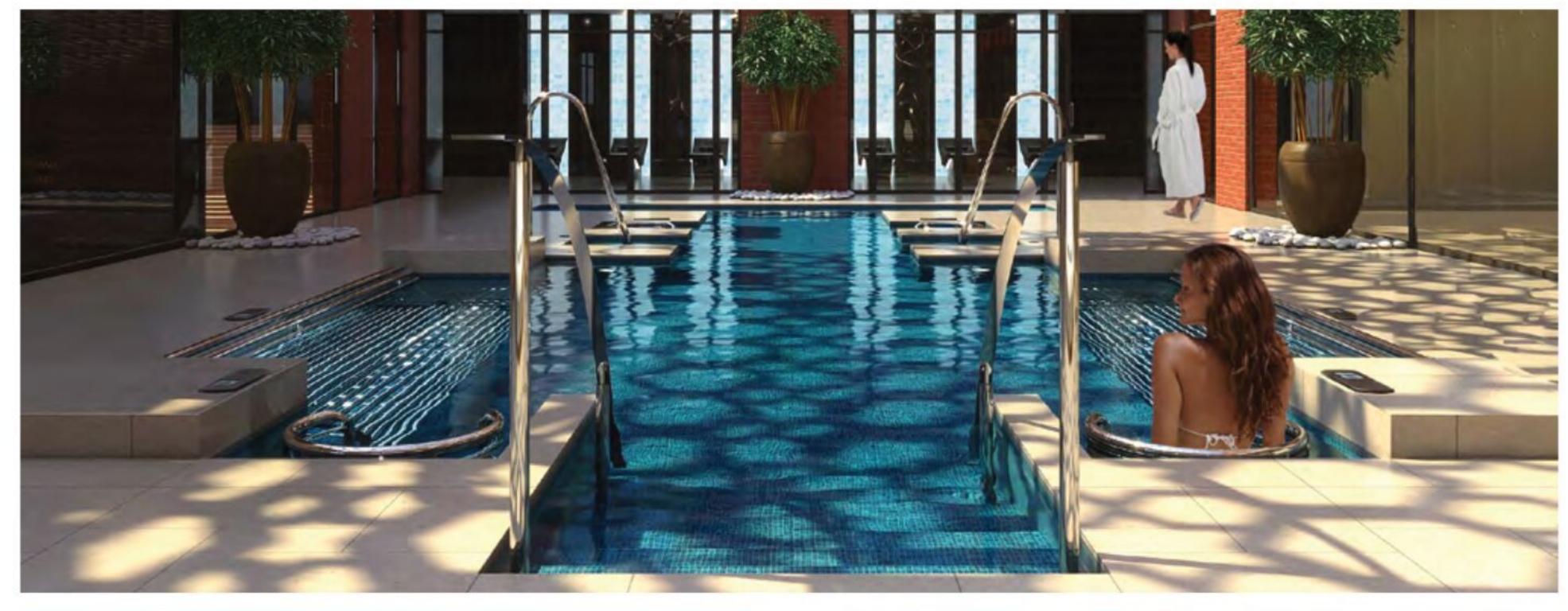
Scan the QR code for our catalogue and prices or contact us at viviane@lovebusiness.eu. www.210th.com

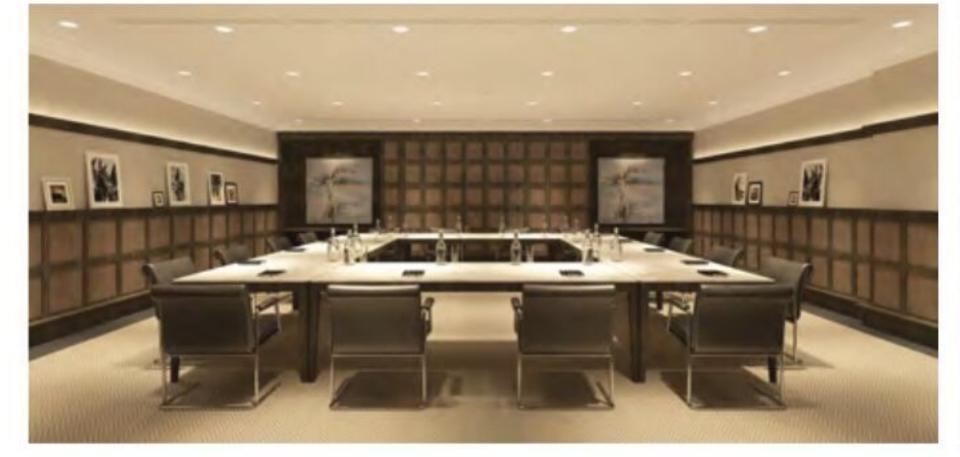














## Fairmont Windsor Park Announces Hotel

# Leadership Team For What Will Be The UK's Most Exciting Opening In 2021

Fairmont Windsor Park, part of the Arora
Group and in partnership with Fairmont Hotels
and Resorts, today unveiled its senior team
taking on the prestigious and enviable task of
opening what promises to be one of the most
anticipated new hotels of 2021. Arora Group
purchased The Savill Court Hotel & Spa which
is now the site for the Fairmont Windsor Park
after a complete redevelopment of the former
building and grounds.

Leading the team is General Manager
Andrew Brown MI who brings over 25
years of hospitality experience to this luxury
opening. Andrew was recently awarded
Master Innholder, the highest recognition

of excellence within the worldwide hotel industry.

Supporting Andrew with the day to day running of the hotel will be Director of Operations, Jessica Podolsky, who joins from Starwood and Marriott and was previously involved with the re-opening of the Turnberry Golf Resort in Scotland. Jessica's inspirational leadership qualities resulted in her being named 'London's Manager of the Year' by Marriott.

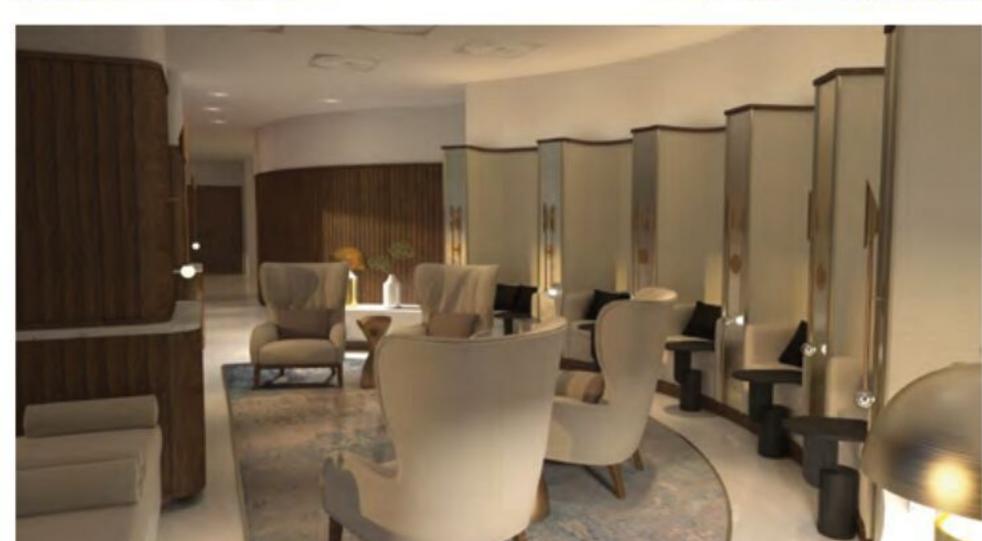
Front of House Manager, James Lane, and Sigita Baltrusaitiene, Executive Housekeeper, will make up the rooms division team. With Previous front of house experience with Raffles, Swisshotel and six years with Fairmont The Palm in Dubai, James will lead a front office team that will define luxury at its very best and in way that the Fairmont customer has become accustomed to. Sigita is a veteran of 18 years at the Arora Group, where she worked her way up from room attendant to Executive Housekeeper of the Heathrow Hotels. Sigita's passion for her profession will make every guest feel like royalty from the moment they step into the building.

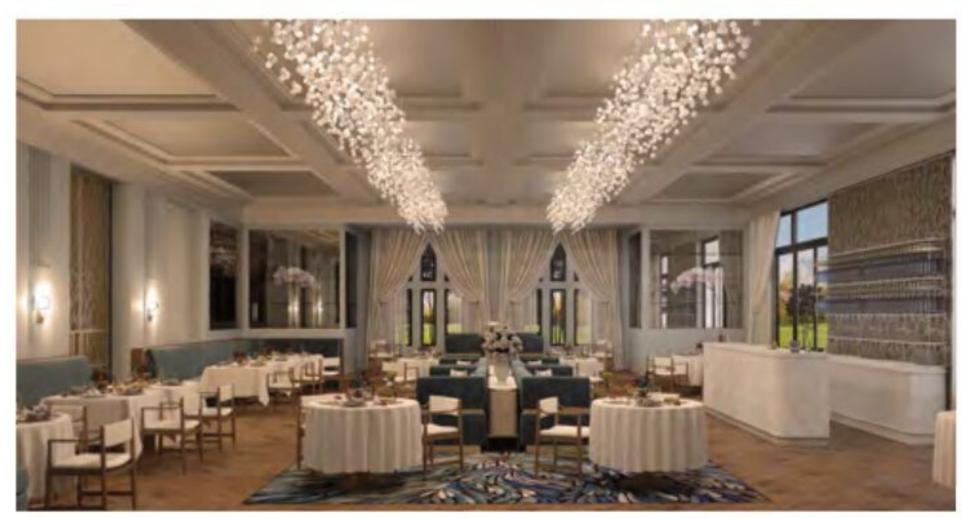
Fairmont Windsor Park aims to create wonderful experiences and memories with its food and beverage offering and this

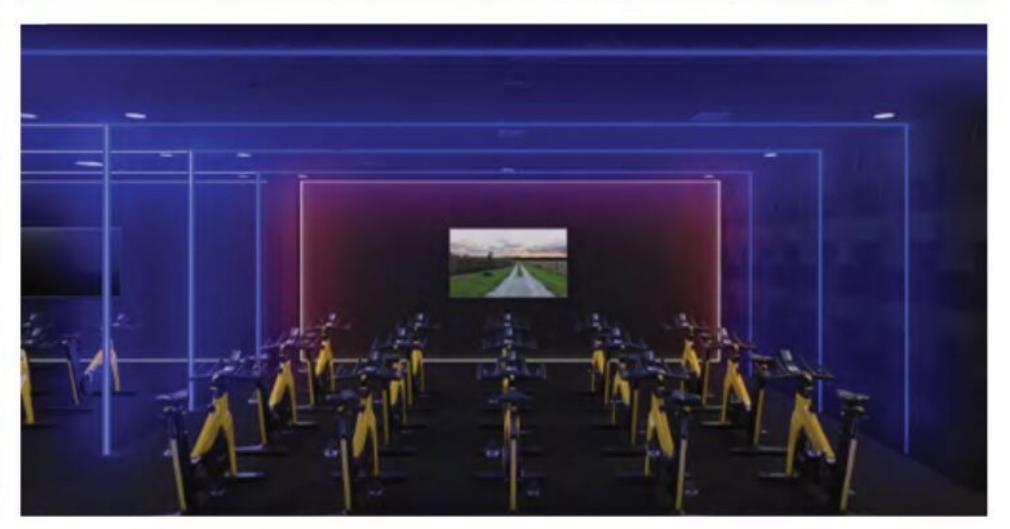


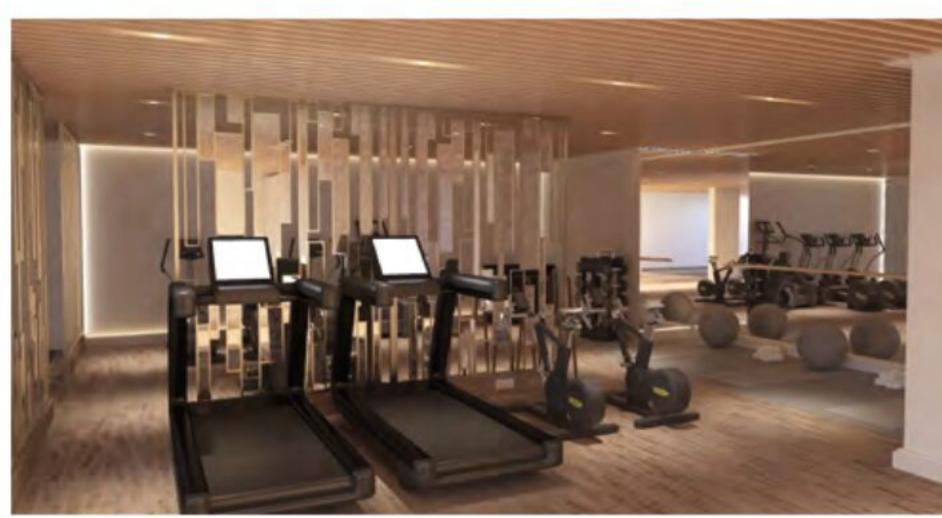














responsibility lands on the very experienced shoulders of Director of Food and Beverage, Patrick Mudalige. A former chef as part of the opening team at the 7-star Hotel Burj al Arab, Patrick has worked his way up through the food and beverage areas with leadership roles at Marriott, Hilton, Accor, Leading Hotels and Jumeirah across a number of countries.

The leadership team also includes two commercial roles with John Swift and Katarina Nielsen as Sales Director and Marketing & Communications Director respectively. With

MGallery and Mercure, extensive experience within the events and corporate markets and a passion to create lasting relationships with his clients, John will undoubtably serve the Fairmont customer well. Katarina has held several senior marketing roles both within the hospitality industry with The Savoy London, and with luxury brands such as Aston Martin.

Commenting on the above appointments, Andrew Brown said "We are absolutely delighted and excited to be opening Fairmont Windsor Park and I am confident that my team has the experience and skill to embrace the opportunity. We can't wait to welcome back those many guests both at home in the UK and overseas who are so looking forward to travel again and enjoy luxury hospitality".

The recruitment of the remaining senior team is being finalised, with further announcements planned for the appointment of the Executive Chef and Director of Spa and Wellness.



# Al Becomes Reality For Hospitality

# Its Lolly Launches Lolly Snapserve

# Vision-based, cashierless checkout serves up seamless style and speedy transactions

It's Lolly, the digital EPOS and commerce specialist, is proud to debut Lolly Snapserve – its cashierless, fully-automated checkout solution. The vision-based, automated system creates a swift and completely contactless walk-through experience for the customer and is a highly efficient new use of AI technology in the UK hospitality sector.

Perfect for the large corporate canteen or a busy grab-and-go hospitality environment, Lolly Snapserve is designed to eliminate queues and improve efficiency. Time per transaction can be reduced to just three seconds. Customers simply place their tray under the vision-based kiosk, which uploads a photo to the Snapserve system. To pay, the customer scans the unique QR code on their Lolly app to identify themselves, and checks out. The customer's order confirmation and receipt will be sent through within a few

minutes of their check-out showing a list of items purchased and a digital receipt that they can review in the app.

By removing the touchscreen and human contact elements at the checkout, Lolly Snapserve helps support social distancing, and other Covid-19 safety protocols.

Any canteen can get started with 100% accuracy from day one, without change to business processes, or training. The kiosk is simple to manage, with packaged and standard items requiring just a single photo to be uploaded to the system. Fresh daily dishes, or new/special menu items take just a moment to upload via a mobile phone image.

Security features are inbuilt to the checkout, providing the hospitality provider with peace of mind. If a guest leaves without successfully authorising payment, the kiosk displays a warning and flashes a red light.

Peter Moore, CEO of It's Lolly: "We are very excited to be launching Lolly Snapserve to market and using AI to improve efficiency for both providers and customers. Hospitality providers now have the opportunity to utilise this advanced technology and offer next level seamless service. Lolly Snapserve is part of Lolly's integrated product range, thus creating a fully closed-loop ordering and payment environment.

"From a commercial point of view, Lolly
Snapserve makes real business sense. This
is not technology for technology's sake.
Snapserve uses computer vision and AI to
speed up transactions, reduce queuing times
(which aids social distancing) and improve
hygiene, as touch screens and human contact
are removed from the checkout process.

"Snapserve is the next stage of Lolly's evolution as we continue to work with clients to take technology and the customer experience to the next level."

# Nice for your guests. Good for the oceans.







Serve your guests purified tap water from our reusable water bottles. The first affordable alternative to all the single-use plastic bottles. We have a range of designs, the skyline of major cities, the Nairobi and the Atlantis. Our water bottles can be customised with a logo and be refilled from our tap stations for indoor and outdoor use. More information: +31 20 794 22 94, info@join-the-pipe.org, www.join-the-pipe.org







Scan and check all city bottles

**OSCAR ACOUSTICS** 



## Ambience for all seasons

# Oscar Acoustics ensures a soothing vibe at 10 Trinity Square, London

Ten Trinity Square, now a Four Seasons hotel and residence, was formerly the headquarters of the Port of London Authority. Designed by renowned architect Sir Edwin Cooper, and built-in the Beaux-Arts style, this impressive Grade II\*-listed building is majestic of interwar architecture. Once a grand and proud feature of The City skyline, it had fallen on hard times and needed a six-year, multi-million-pound renovation to bring it back to life as a destination hotel.

A deep respect for London's history and culture lay at the heart of this project, with the restoration aiming to restore and preserve as many surviving original features as possible.

Four Seasons is a brand synonymous with providing the ultimate guest experience, from design and ambience to cuisine and comfort. Aukett Swanke architects and Clarke Saunders Acoustics knew the importance of sound quality for creating a positive guest experience. However, when working on such

a prestige project, aesthetics are always a top priority and any sound solutions would have to work around visual flourishes.

That's why Oscar Acoustics, an expert in architectural acoustic finishes with an appreciation for great design, was tasked with ensuring multiple public areas of Ten Trinity Square possessed the correct acoustic balance.

#### Rotunda Lounge

Situated in the heart of the hotel is the Rotunda Lounge, which boasts a beautiful domed ceiling and is wrapped in an impressive plaster relief. This is a splendid space, a sumptuous oasis where guests want to relax. However, it is expansive and capped with a wide central dome, increasing the acoustic challenge. Sound reverberation times needed to be kept to a minimum, and getting the acoustic balance would be vital. As the hotel's social hub, guests and visitors would need to be able to follow a conversation, yet enjoy the buzz and energy of being in the heart of London.

To solve the problem, ISO 14001 certified Oscar Acoustics used its exceptionally smooth Oscar Elite acoustic plaster, which gives optimal reverberation control. The acoustic finishing plaster was applied onto a mosaic of acoustic Sonaboard and then hand-sanded to give a flawless finish, achieving perfect shapes, not possible with most other systems.

Unlike traditional plaster, Oscar Elite is a synthetic, A2-s1, d0 & Class 0 fire rated acoustic plaster. It absorbs sound energy instead of reflecting it, thereby reducing reverberation times and overall noise. This gives all-important clarity to speech and music, essential within the Rotunda Lounge, which has regular piano recitals. It's also only 27mm thick in total, making it the thinnest 'acoustic plaster' currently available for its performance.

Managing Director at Clarke Saunders
Acoustics, Ed Clarke commented on how
incredible the live jazz sounded in the
space. 'A bit of a first for me; I have never
had a musician in tears about how good the

acoustics made them sound! We manipulated the acoustics under the reinstated central dome to give musicians just the right balance to support their musical expression, finetuning the lounge's reverberant sound field in the right kind of way. The Oscar Acoustics plaster is a key part of the acoustics finishes design delivering a tonally balanced listening experience'.

#### Merchants Hall

The Merchant's Hall is another circular space offering similar acoustic challenges. Once again Oscar Acoustics installed Oscar Elite acoustic plaster.

#### La Dame de Pic Restaurant

This two Michelin-starred French restaurant from renowned chef Anne-Marie Pic is the perfect place for an intimate dinner a deux or a productive business lunch. This beautiful space has high ceilings, a dual aspect with double-height windows along with mirrored pillars and beautiful bas relief. Mishandled, this room could have turned into a 'sonic battleground' with the sound being reflected and bounced around the room.

To ensure the total experience is a feast for the ears as well as the eyes and stomach, Oscar Acoustics recommended its patented Evo-Blade technology was used in conjunction

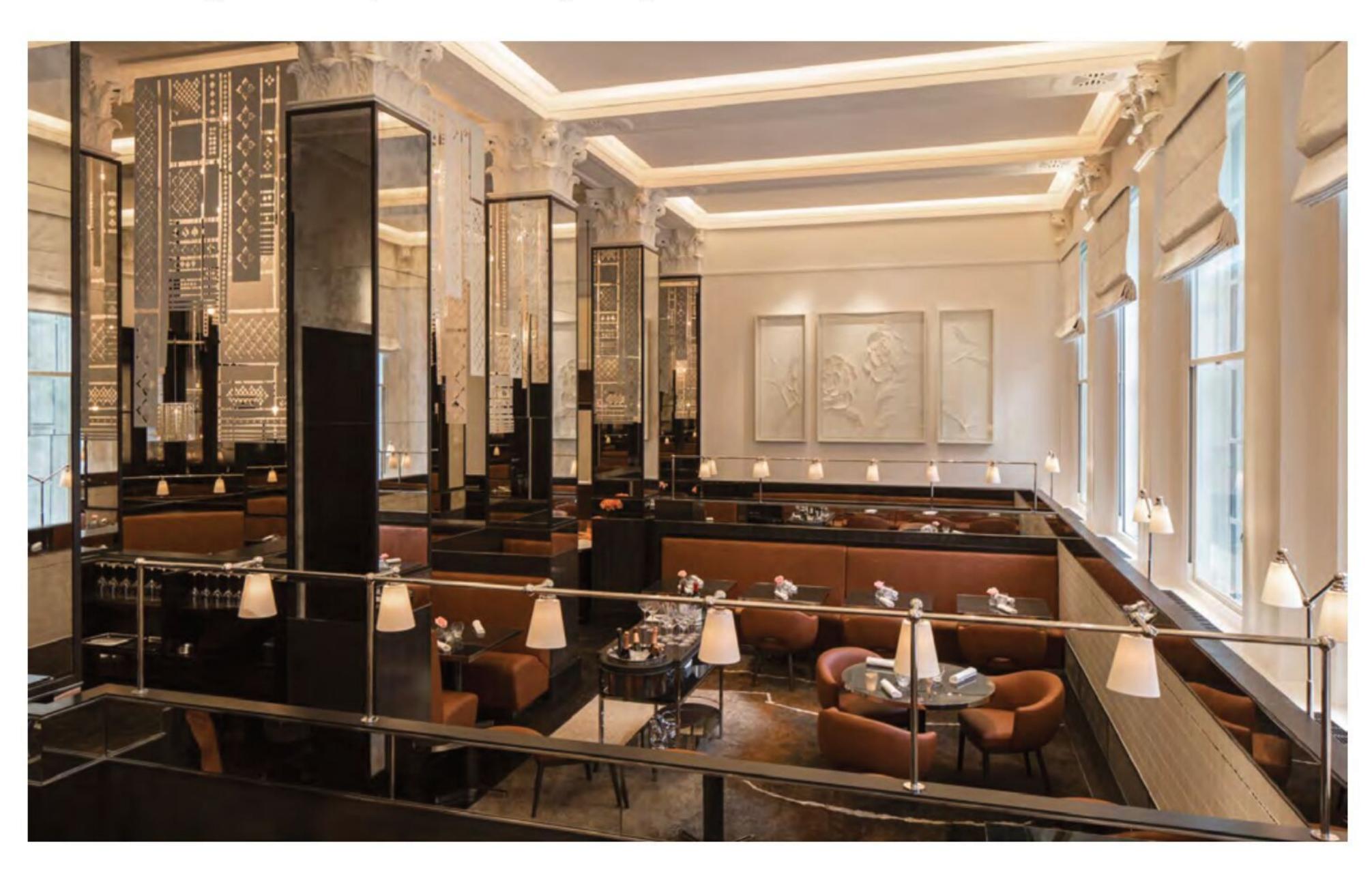


with Oscar Elite acoustic plaster. Evo-Blade is an infinity-edge profile (or floating ceiling blade), its recently launched ceiling detail.

Visually, the restaurant ceiling rafts appear to be elegant and wafer thin. However, this is an optical illusion created by the Evo-Blade, which disguises the build-up of metal ceiling channel, two layers of 12.5mm plasterboard and 27mm of acoustic plaster, delivering the room's amazing sound quality, Yet to the diner, it only looks like a statement lighting ceiling.

Commenting on the project, Ben Hancock at Oscar Acoustics said, 'We all know how frustrating it is to go to a beautiful hotel or restaurant, yet hear a cacophony of noise. Not only does it stop you following conversations, but it also stops you enjoying a relaxing ambience, which in turn has been proven in some cases to prevent people returning to the venue. As you would expect of a hotel such as the Four Seasons, the upmost care has gone into creating a wonderful guest experience and building the acoustic elements into the project'.

Photography: Four Seasons, 10 Trinity Square



# Streaming into 2021: PPDS launches latest Philips

### MediaSuite into warehouses across EMEA

Next generation experience: Latest
Philips MediaSuite hospitality TVs feature
stylish new design options, plus enhanced
functionality, features and benefits for users
and managers.

PPDS is delighted to announce the latest models of its ground-breaking Philips
MediaSuite hospitality TVs – the HFL5114
and HFL6114 – are now available in warehouses across EMEA.

Further building on PPDS' commitment to providing market-leading products and solutions to the hospitality sector, the latest MediaSuite models span six size options – ranging from 32" to 75" – each designed to ensure the highest and most personalised end user experience available in the market.

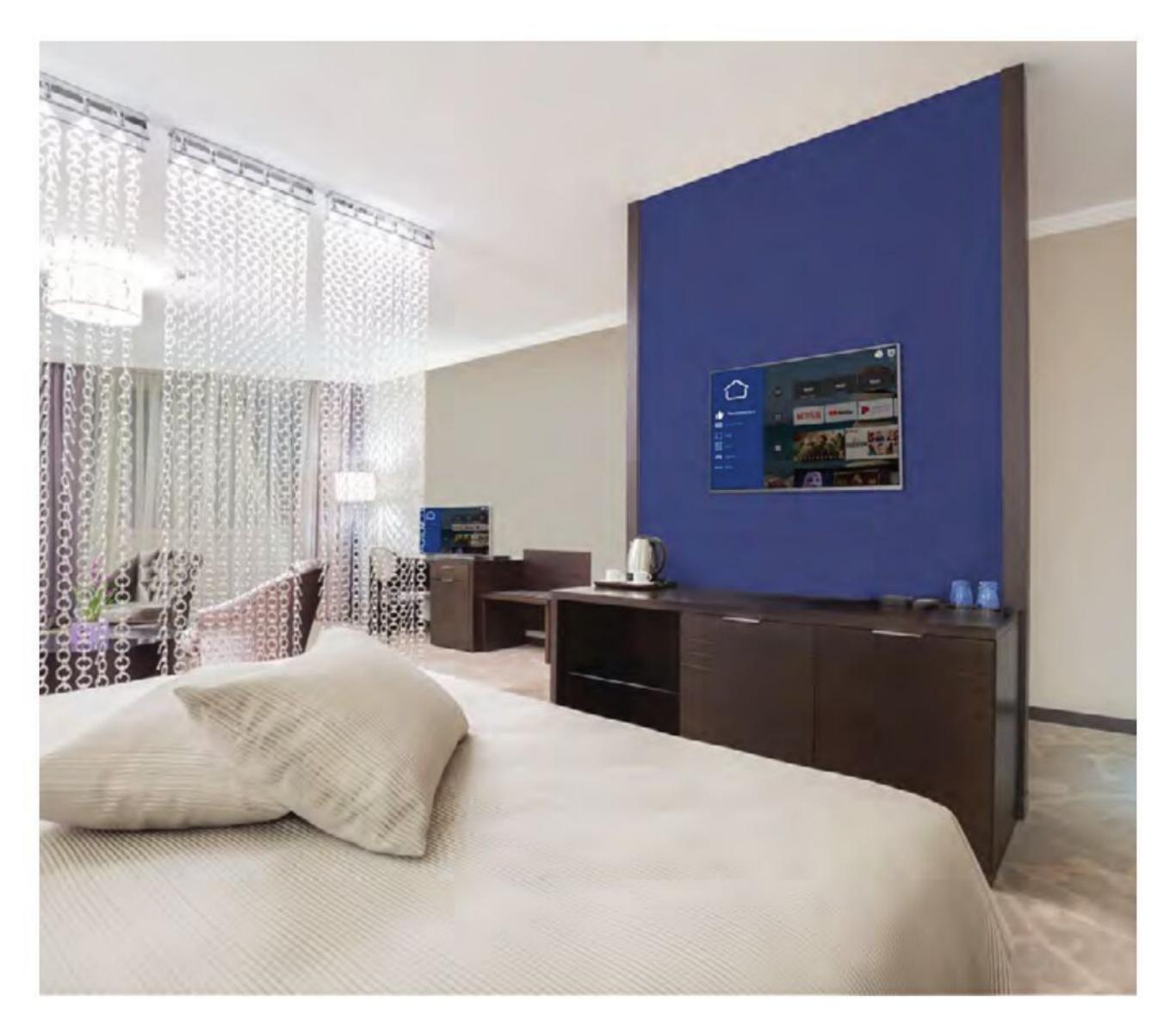
Available in 43", 50", 55", 65" and 75", the HFL6114U series provides stunning 4K UHD (3840x2160) picture quality and comes with a brand new, super-slim, silver metal bezel design, together with a stylish matching stand.

The HFL5114U, optimised for wall-mounted installations, is available in 43" and 50" options and matches the 6114U's 4K UHD capabilities, while the 5114 – available in 32" and 43" – provides a high quality FHD option. Both are designed with a stylish black bezel.

## Philips MediaSuite: Streaming with new benefits

As with previous models, these latest release MediaSuites with Android TVTM OS have Chromecast built-inTM, allowing guests to stream and view content – be it photos, movies, music or even presentations – instantly and in up to 4K from their compatible laptop or mobile device (IOS, AndroidTM or Windows) with just the touch of a button and with no new apps or additional hardware required.

Users also have access to thousands of popular apps on Google Play, including popular services such as local news, weather and traffic information, as well as content streaming from providers such as YouTubeTM, Deezer and Spotify, plus Disney+ and Netflix.



Elaborating on the features of the new Philips MediaSuite range, Jeroen Verhaeghe, Global Product Manager at PPDS, said: "As a market leader, we continue to drive the market forward. With the HFL5114 and 6114, we're driving the market up another gear. Bringing even more features and benefits to hoteliers and guests and once again cementing our position as the brand of choice for innovation in Professional TVs."

## Voice control, enhanced security and Netflix ready

The new 5114 and 6114 MediaSuite TVs come pre-installed with exciting new features and functionality for an enhanced and more personalised user experience.

These include Google Assistant's voice control functionality\*, latest security updates, and a more personalised and intelligent content selection. Plus, the ability to embed Netflix – the world's most popular streaming platform with more than 203 million paid memberships – allowing users to enjoy seamless access to all their favourite movies and shows.

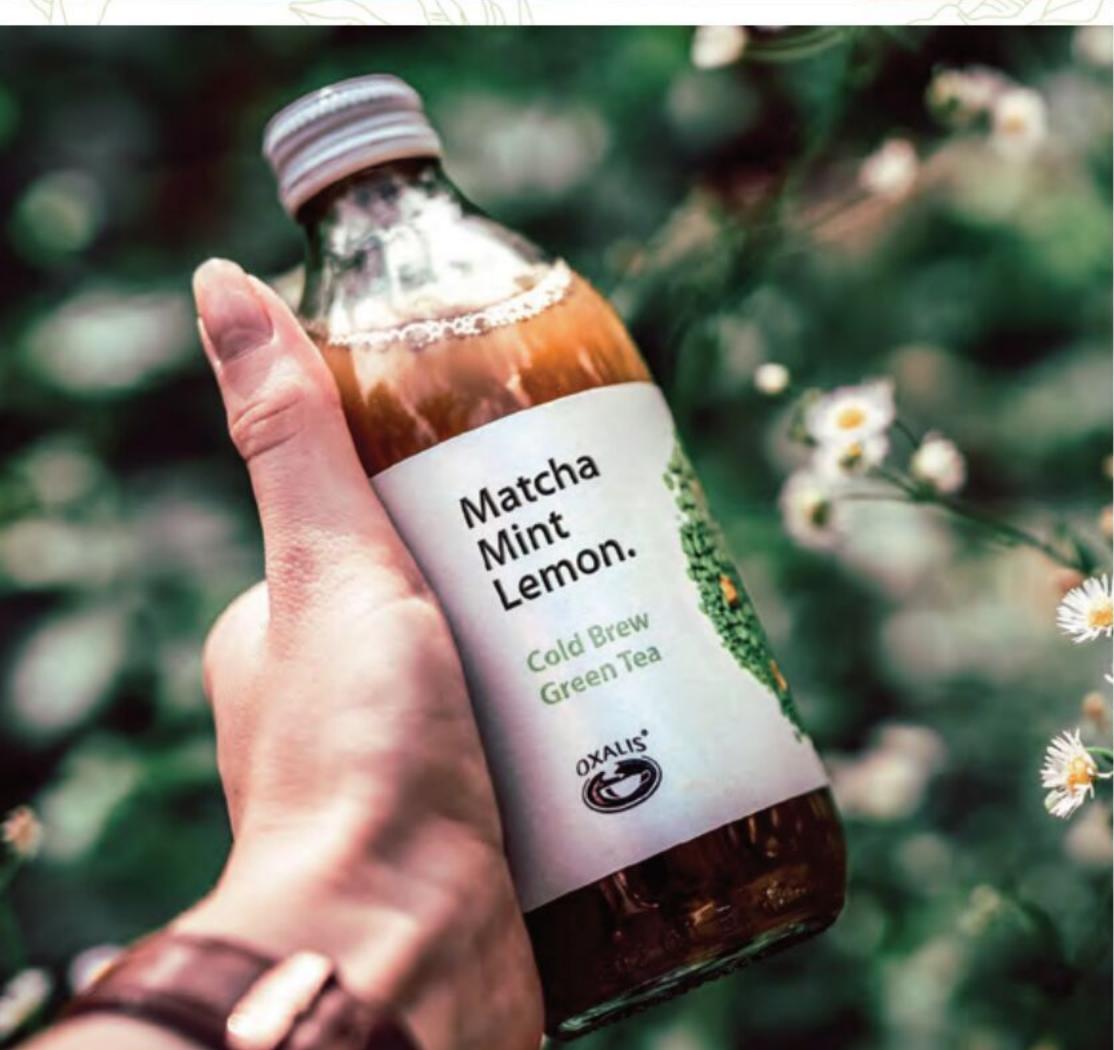
#### Next generation hospitality TVs: Set for sustainability

With the latest version of Android TV OS, introduced in October 2020, all existing HFL6014 and HFL5014 models can be updated to include these benefits as a part of the PPDS 'extended lifetime' guarantee. Allowing older models to be upgraded to bring cutting-edge experience to life for longer and building on the company's strategy to spearhead a more sustainable way of working for the AV industry.

"At PPDS, we always place customer experience at the heart of what we do. Entertainment is a big part of the experience when staying in a hotel. With our TVs running on Android TV OS, our extended lifetime guarantee ensures guests can always enjoy a home from home experience, choosing to watch or listen to their own content on or through the big screen, rather than their smaller personal device. Likewise, for hoteliers, having the ability to upgrade their fleet of TVs to ensure expectations are met, rather than being forced to invest heavily in new models is invaluable – for them and for the planet."











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# YourParkingSpace teams up with EVBox to spark

# EV park and charge revolution for UK motorists

A new partnership between the UK's fastest growing parking technology provider YourParkingSpace and EVBox, one of the world's leading EV charging solutions companies, is set to revolutionise how and where motorists can charge their electric vehicle.

In a unique move for the UK market, it will ultimately see the roll-out of pre-bookable EV park and charge points across the country, including at locations in the retail and hospitality sectors, meaning motorists know that a charge point will be available when they arrive.

The partnership follows a successful trial at the Holiday Inn Express Bicester, operated by Atlas Hotels, and is set to drive YourParkingSpace's ambition of ensuring that UK motorists are never more than 20 minutes away from an available charge point, which can be booked and paid for in advance through the YourParkingSpace app.

Harrison Woods, CEO at YourParkingSpace. co.uk, said: "Utilising our industry-leading technology YourParkingSpace is turning parking assets into connected mobility hubs. This partnership with EVBox is hugely exciting, enabling us to rapidly scale the deployment of charging stations for electric vehicles, scooters and other emerging micromobility services."

According to figures from The Society of Motor Manufacturers and Traders, 108,205 battery electric vehicles and 66,877 plug-in hybrids were sold in the UK in 2020 alone, up 185 per cent and 91 per cent respectively on the year before.

Harrison added: "As electric vehicle sales rise rapidly the need for parking with electric vehicle charge points is essential. As a result of this ground-breaking partnership, we're rolling out 200 charge points across the UK's largest Holiday Inn Express franchise, Atlas Hotels, alongside a further 3,000 charge

points for our comparable clients across the UK over the next 18 months."

EVBox is one of the world's leading EV charging station companies, with more than 200,000 charge points installed around the world across 70 countries, spanning domestic, commercial, and rapid public chargers.

Jonathan Goose, EVBox Group Regional
Director UK & Ireland, said: "As eMobility
continues to rapidly rise in the UK, the
revolutionary partnership between
YourParkingSpace and EVBox Group will
address the growing demand for accessibility
and availability of EV charging ports, while
creating a new era of commercial charging in
the UK."

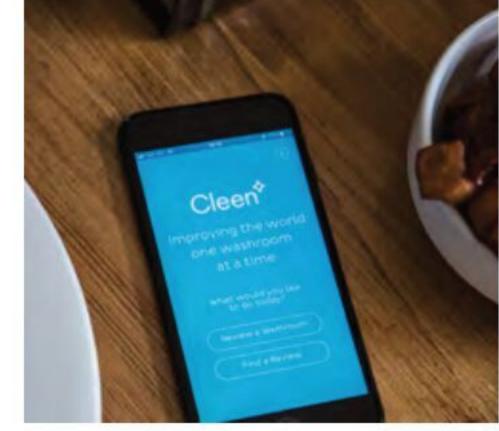
For more information about YourParkingSpace. co.uk visit www.yourparkingspace.co.uk, while for EVBox visit https://evbox.com/uk-en/

#### Raising Washroom Standards

#### Across The Hospitality Industry

HSG has further strengthened its support for the hospitality industry with the launch of Cleen, the UK's first fully integrated washroom management tool.

HSG is already synonymous across the industry for its award-winning Ureco washroom water conservation system.



Patented technology breaks down waste products and traps odours – reducing the need to flush water from more than 90 times a day to just four.

This reduces water consumption, saves money and improves the washroom experience for customers who so often equate clean toilets with clean kitchens.

Now Cleen is set to be a further game changer in raising washroom standards.

The public can log reviews of washroom facilities – giving praise or highlighting any issues – on the free Cleen App which is free to download to smartphone or using on-site Cleen Tablets.

Venues then use their bespoke Cleen Dashboard to monitor and respond to customer feedback and take action to improve and maintain their facilities.

WEBSITE: www.hsguk.com | www.cleen.world

# Cleen

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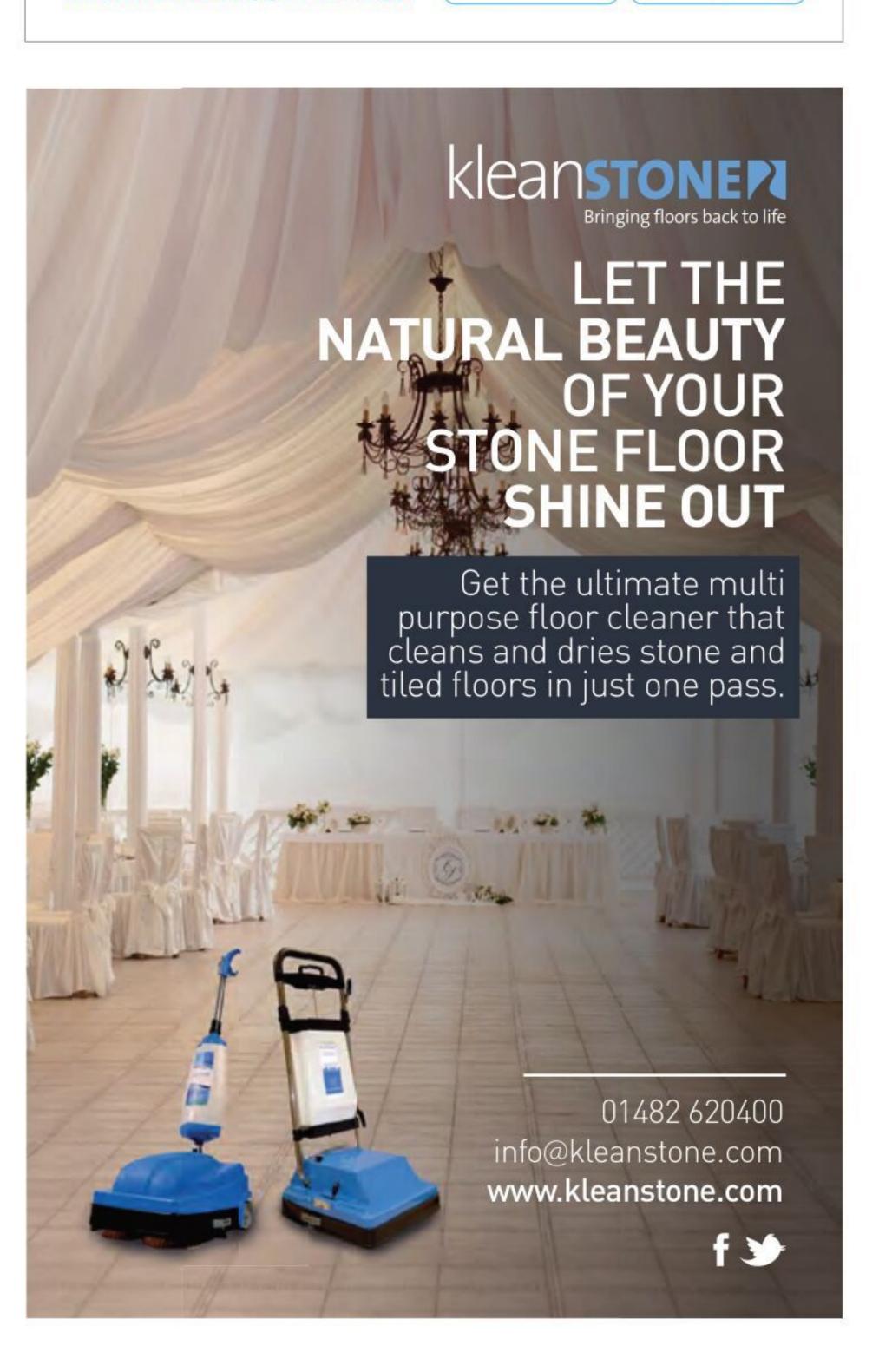
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# Iconic Leeds Hotel Appoints New General

# Manager Following The Announcement of A Multi-Million Pound Transformation

Alistair Campbell has joined The QHotels
Group to become general manager of The
Queens Hotel Leeds. The new appointment
comes as the hotel's highly anticipated
£16million transformation project gets
underway, set to be unveiled summer 2021.

Alistair joins The Queens Hotel with a wealth of experience in hotel management, having worked with prestigious names including Hilton, Thistle, Crowne Plaza and Radisson. Arriving from his most recent position as general manager of the flagship Radisson Blu at Manchester Airport, Alistair has been recruited by QHotels Group to ensure the most successful transition for this iconic hotel.

Each of the 232 rooms will see a luxurious redesign, whilst the hotel is set to play to the new way people are using city-centre hotel spaces. With plans for an exciting 'social hub' at its heart, the totally transformed ground floor will offer a multitude of vibrant communal areas, as well as creating a boutique and personal check-in area.

Commenting on his new appointment, Alistair says: "This is an incredibly exciting time and I am honoured to be joining The Queens Hotel team at such an important juncture.

"This investment has been a long time coming for the hotel and the city, in my short time here, it has already been an incredible experience witnessing the transformation first-hand. Our construction team are working carefully to ensure that we retain the historic features that people know and love, whilst bringing the property firmly into the 21st Century."

"We have received an overwhelming response to the news with people thrilled to see the hotel returned to its former glory. It is now my job to ensure that we exceed expectations and welcome guests to an experience that will be better than ever before."

Whilst remaining the place to celebrate events big and small, a major focus of the refurbishment will also be the complete

transformation of the retail food and beverage offer, including a vibrant wine bar, outdoor terrace that spills out into the heart of the city, extensive coffee space and a new restaurant concept.

Richard Moore, Group Chief Executive of The QHotels Group, says: "How people use city-centre hotel public spaces has changed. The Queens Hotel Leeds is responding to this by providing the perfect place to meet, eat, drink and celebrate once again.

"I am extremely pleased to have Alistair at the helm of this important hotel for us. His attention to detail and dedication to providing a first-class guest experience means I am confident he and the team will establish The Queens Hotel as an outstanding place to visit in Leeds."

The Queens Hotel Leeds, is set to reopen in spring 2021 and the full transformation will be revealed in summer 2021.



### Greater efficiency, higher customer satisfaction, every time.

#### How do you stay competitive in a difficult market?

With the hospitality industry being at its most competitive in recent times and with costs continuing to rise, how do hotels and restaurants survive in this tough business environment?

Simply put, they need to look to change in order to cut costs and become more efficient. To overcome competition, businesses need to implement efficient and proven solutions which will give them the cutting edge while reducing and minimising costs.

GLORY is the world's leading cash technology solutions company, operating across hospitality, retail, banking, cash centre and gaming industries in more than 100 countries. Many organisations rely on our solutions to reduce operational costs, enhance staff efficiency and enable a better customer service.

Glory solutions already support hotels such as the Marriott International, Hyatt, Britannia and Four Seasons across UK and Europe. These customers are benefiting from large cost savings from the way in which they manage their cash processes. The Marriott International is gaining from a saving of approximately 22 hours per week, per hotel being released from back-office staff.

Across your business, we can support cash automation from the back-office to the front-office with the ability to provide a fully closed-loop solution which can eliminate cash handling across your entire business.

We believe that everything begins with the customer. Our customer centric method enables us to work with you to fully understand how your business works, so we can optimise your cash management processes from the counting infrastructure, recycling and end of day reporting in order to drive cost reductions in your business.

- Reduce start and end-of-day cash reconciliation time
- Reduce cash losses and shrinkages
- Enhance hotel security
- Automatically identify counterfeits
- Manage foreign currency



# Unlock the power of your premises...



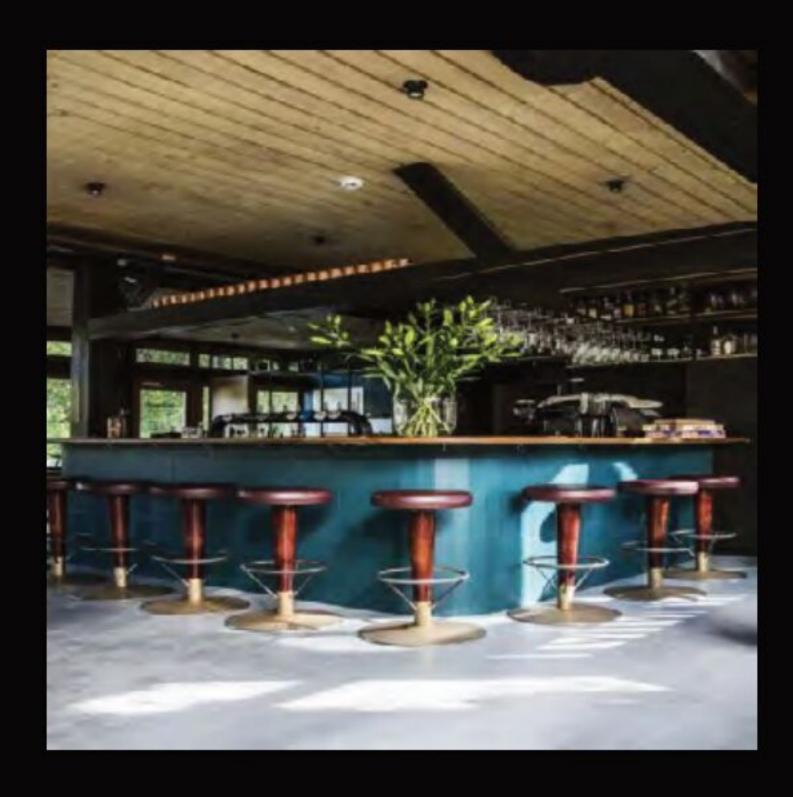
With a combined 200 years industry experience, JPA Workspaces work with you to unlock the power of your space.

Our experienced Project Managers can partner with you from project concept to completion, tailoring the most appropriate products and services to your own personalised specification and working towards your timescale and budget.

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# Enhancing guest experience and improving brand loyalty



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# Looking for the perfect alternative gift for Easter?

# Add some POP to your Easter HOP!

Why not make someone eggstremely happy with popcorn this easter? With delivery to your door - just think of us as the Easter bunny! Popcorn Shed's Gourmet Popcorn makes the perfect luxury gift. A touch more affordable than faberge egg but no less lovely! Gourmet Popcorn is the perfect gift! It will definitely impress all come Easter. Perfect for family movie nights, something a little bit sweet and more.



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A huge pouch filled with individual bags of

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From flavours such as Salted Caramel with Chocolate and Chocolate Caramel! For those

#### RRP £20



#### Happy Easter Gourmet Popcorn Gift Tin

Filled to the brim with three tantalising gourmet popcorn flavours, this is the perfect gift for every popcorn lover out there!

A beautiful and elegant reuseable tin design.

This popcorn gift tin contains three gourmet popcorn flavours, packed in separate bags to ensure freshness and the best possible taste and wrapped with a beautiful bow.

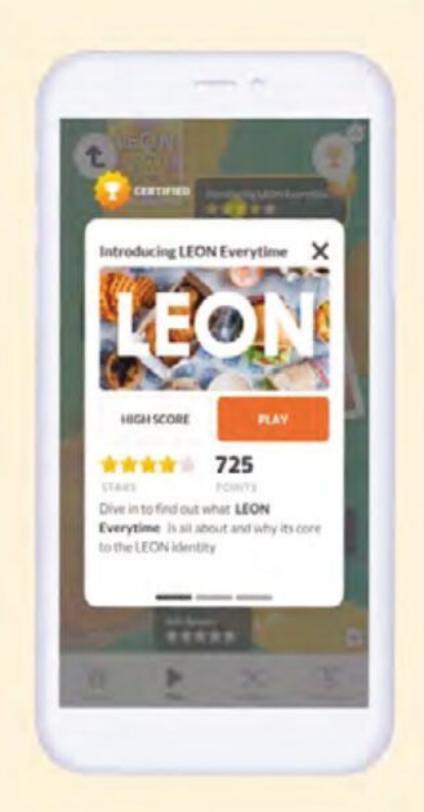
RRP £28

#### Available in lots of delicious gourmet flavours.

- Salted Caramel Sea Salted Caramel with Belgian Milk Chocolate (Great Taste award winning 2017).
- Say Cheese! Cheddar Cheese Popcorn (Great Taste award winning 2018).
- Goats Cheese Goats Cheese with cracked black pepper.
- Blue Cheese Mature Blue Cheese.
- Berry-licious Raspberry and Dark 5. Chocolate Popcorn (Great Taste award winning 2018).
- Butterly Nuts Peanut Butter Caramel Popcorn with Roasted Peanut Halves.
- Pop N Choc Chocolate Caramel Popcorn with Belgian Milk Chocolate.

- Pecan Pie Caramel Popcorn with Roasted Pecan Pieces.
- Cherry Bakewell Caramel almond popcorn with real cherry pieces. Based on the famous Bakewell Tart, a classic english dessert.
- 10. Butterscotch Salted Vegan Caramel.
- 11. Birthday Cake- Vanilla cake caramel popcorn with white chocolate and birthday cake sprinkles.
- 12. Cookies & Cream- Super tasty white chocolate caramel popcorn with cookie crumb pieces.
- 13. Rainbow Multicoloured vanilla caramel popcorn. This rainbow popcorn is for the bold and brilliant, colourful and proudof-it popcorn lover.

RRP: £4.00









# Attensi Helps Leon 'Level Up' Training During The

# Pandemic With Innovative Gamification Solution

LOCKDOWN has seen Naturally Fast Food brand LEON help its work family master new skills and hit the ground running in new roles, thanks to a new gamified training solution from Attensi.

Initially launched during lockdown, more than 85 per cent of LEON's team were able to complete the company's new training programme in just the first six weeks. Over 39,000 play-throughs of training scenarios were completed across 12 modules, which involved simulations set in a 3D replica of a LEON restaurant with authentic dialogue and game characters.

The learning generated unprecedented results based on how employees reacted in a realistic scenario, with the in-app data providing managers with fast feedback to take their people to the next level when delivering new menus, safety processes, and more.

The gamified training programme comes on the back of LEON's search for several years to reinvent its learning experience digitally for its employees.

Shereen Ritchie, Managing Director of LEON UK, explained: "We used to have a lot of

manuals, face-to-face training and a training school which were all were amazing in their own way, but they weren't scalable. We really found that as LEON expanded and we started to grow a global team who all needed to join the Leon culture, we needed a more fluid and digital solution.

"Attensi platform is a game-changer for LEON, because it helps us set our people up for success.

"We wanted a gamified solution because training needs to be exciting and the person doing it needs to want to learn.

"Our people were able to use the time in lockdown productively to master new skills to help them advance in their careers. In fact, when we launched the platform, we had a competition for who could get the highest score and it got really competitive. The response blew me away, I had no idea it was going to be so well received!"

LEON can now create, develop and publish its own content on the Attensi app, allowing the company to update its training modules when and where required. Ritchie said: "Attensi's platform is fluid so we can change things very quickly. It's also very easy to use and that's really important especially when time is so precious.

"We were very lucky when we launched the Attensi solution because in a pandemic, you can't have that face-to-face interaction."

Attensi UK MD, Krister Kristiansen, commented: "We are delighted to have helped LEON to adopt a scalable new approach to learning and development using gamified simulation training.

"Helping people to increase their working know-how and achieve mastery in their roles is at the heart of what we do at Attensi. To see LEON's team benefit to this end from their new training has been a great pleasure, and a testament to how well LEON has anchored this initiative in their organisation.

"Through the measurable impact data and insights that their training will generate, we look forward to seeing LEON's team continue ever higher on their path to success."

THE SET COLLECTION



# Introducing The Set Collection

# An innovative and differentiating brand affiliation partner for independent luxury hotels

The Set Hotels has been capturing the hearts and minds of guests since the Conservatorium in Amsterdam first opened its doors in 2011. By 2018, it had grown to three iconic European hotels with the addition of Café Royal in London and the Lutetia in Paris. The group is delighted to announce the next stage in its exciting development: the soft rebrand and launch of 'The Set Collection'.

The Set Collection is a new luxury brand representation company of like-minded independent hotels, run by hoteliers for hoteliers. It has been designed for owners, investors and management teams seeking an alternative to the traditional representation and distribution service. With an agile and flexible business model, The Set Collection provides a tailored solution to supply only the services that hoteliers need, designed to adapt quickly to continually evolving markets conditions and business needs of our member

hotels whilst providing a competitive fee structure.

Under The Set Collection, owners and management teams retain their hotel brand and identity alongside the day-today running of their property, whilst taking advantage of tailored services to support their operation and existing teams.

The first member hotels to be added to the collection will be Hotel Cafe Royal in London, Conservatorium in Amsterdam, Lutetia in Paris and Mamilla hotel in Jerusalem. Discussions are underway with a number of interested parties about joining the collection, with more announcements expected to follow.

A refreshing alternative to the 'one size fits all' approach of traditional representation companies, The Set Collection will focus on building a portfolio of non-competing hotels

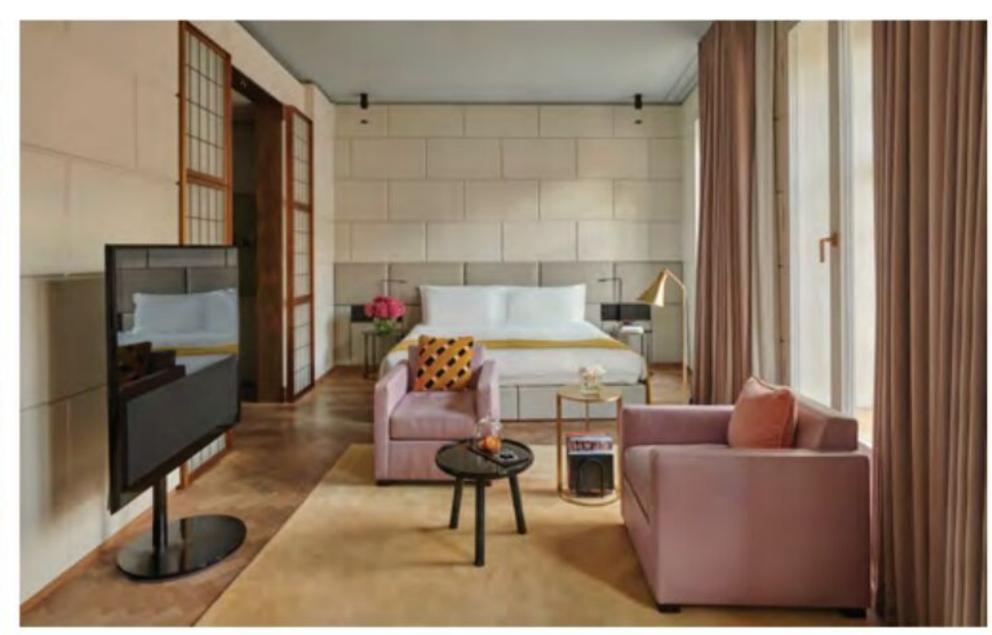
whilst providing a platform that will encourage them to work together to achieve their business objectives. "Given the challenges that the travel industry has faced over the past 12 months, we feel that hoteliers are looking for something new that aligns better with their business needs. For example, access to essential distribution channels, does not have to go hand in hand with full sales support if a hotel does not need it. In addition, if required, we will offer services that traditional representation companies do not, such as digital marketing services." Brian Gore, VP Marketing, Brand & Digital.

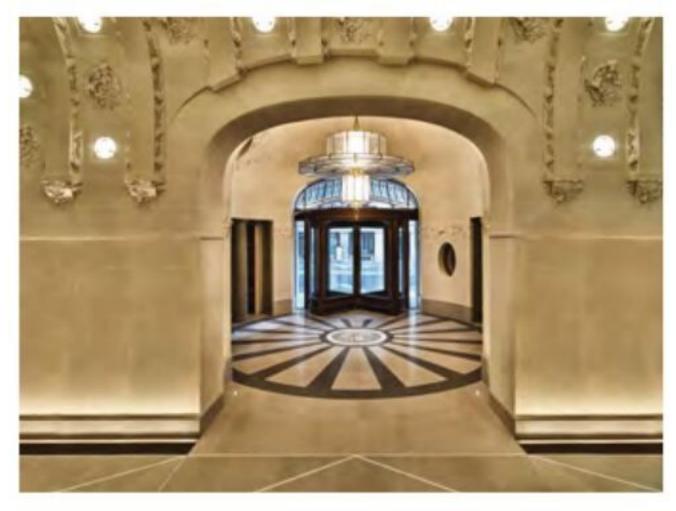
The Set Collection has partnered with Sabre to provide member hotels with market-leading distribution and booking engine capabilities. Member hotels benefit from GDS representation through the 'TS' chain code, exclusive for hotels of The Set Collection. A highly personalised 24/7 voice reservations



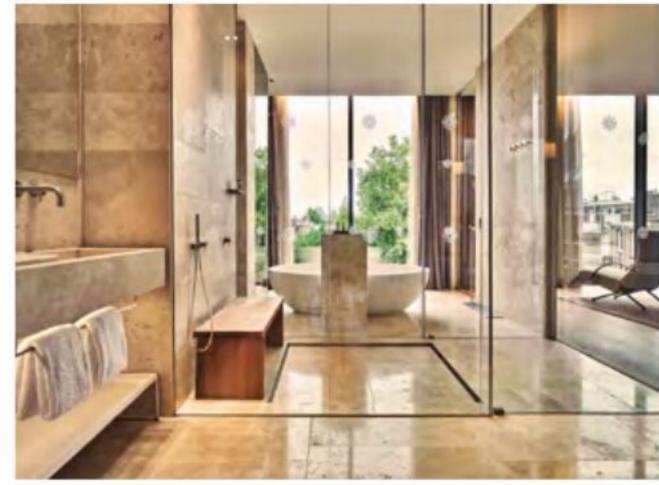












service with cutting edge technology and central RFP management system is also provided, plus a wide range of optional "addon" technology and services to suit member hotels' individual needs and requirements. In addition, member hotels can benefit from global sales & marketing support as much or as little as they need via The Set Collection's extensive commercial team structure as well as a strong recognition and loyalty ecosystem.

An additional service that member hotels can look forward to is regular revenue and distribution health checks. As explained by Robin Stangroom, VP Revenue, Reservations & Distribution, "We don't want to be seen simply as a machine which member hotels plug into for their distribution and marketing needs. When you become a hotel of The Set,

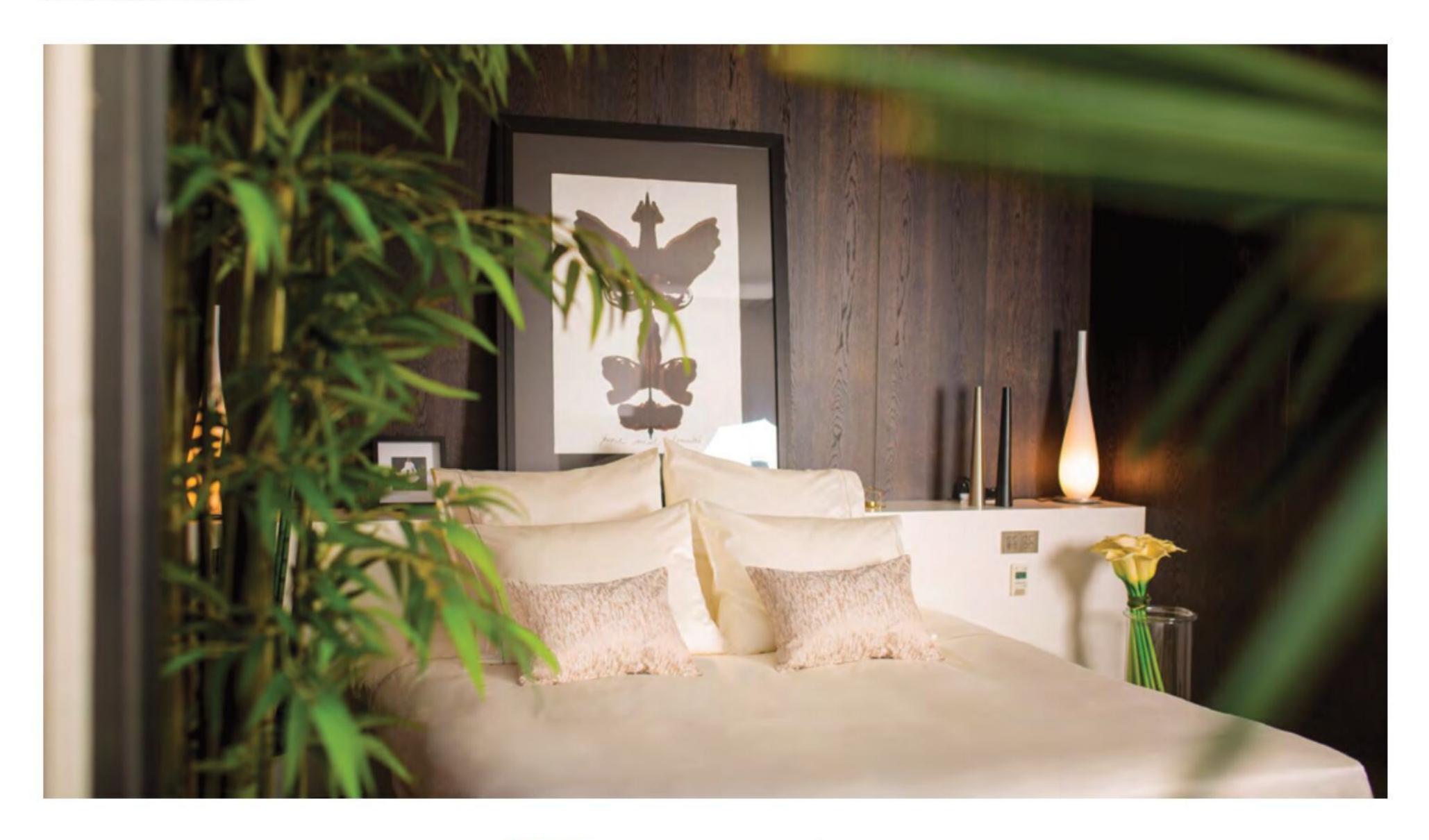
you are benefitting from our expertise as much as our infrastructure. For example, some independent hotels don't have the resource of their own dedicated and skilled revenue teams or digital marketing managers, so they will benefit from our collaborative approach where we work with our hotels to tangibly improve efficiency and results, which is mutually beneficial for both parties considering our performance-related fee model".

Headquartered in London, a core team of experienced hospitality professionals with decades of experience across the luxury hospitality sector will lead this exciting new venture. The leadership team consists of Brian Gore - VP Marketing, Brand & Digital; Robin Stangroom - VP Revenue, Reservations & Distribution and Ruurd Hooijer - Senior Director of Sales & Marketing.

#### About The Set Collection

A carefully curated luxury hotel collection, comprising of some of the world's most exceptional, likeminded, independent hotels and resorts. Being flexible, agile and at the forefront of innovation, we are the primary choice for hotel owners, who seek a market-leading brand affiliation partner that elevates their hotel brand and performance.

Capturing the hearts and minds of guests is a value that is shared amongst all of our member hotels and is what drives us to create memorable experiences that leave you with the desire to return. To find out more about our unique collection, please visit www.thesetcollection.com.



# RKF Luxury Linen

#### **BACKGROUND**

RKF was born 19 years ago on the foundations of a century-old company. Today, RKF Group consists of five branches with two production units. RKF Luxury Linen fosters a culture of singularity and technological performance.

The brand's all-encompassing textile expertise provides partners with cost-effective, ecofriendly operational solutions by developing patented and sustainable textile materials.

RKF Luxury Linen is committed to bringing the future into focus with the highest standards of sensory experience and is continuously striving to optimize linen management.

#### MAIN PRODUCTS AND SERVICES

RKF Luxury Linen provides a custom-made line for hotels & spas around the world with a wide range of products: bedlinen, pillow cases, pillow, bathmats, towels, bathrobes, slippers, etc.

RKF creates ranges in keeping with the identity of each brand through the colors and materials used, as well as careful attention to the finishing touches. The linen forms part of the overall decor.

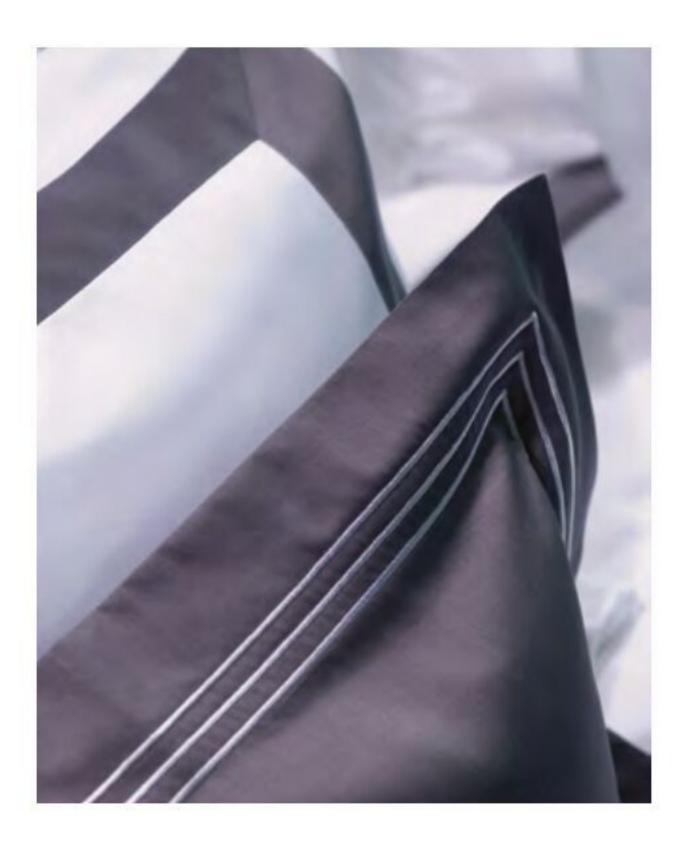
RKF Luxury Linen exports directly in 77 countries

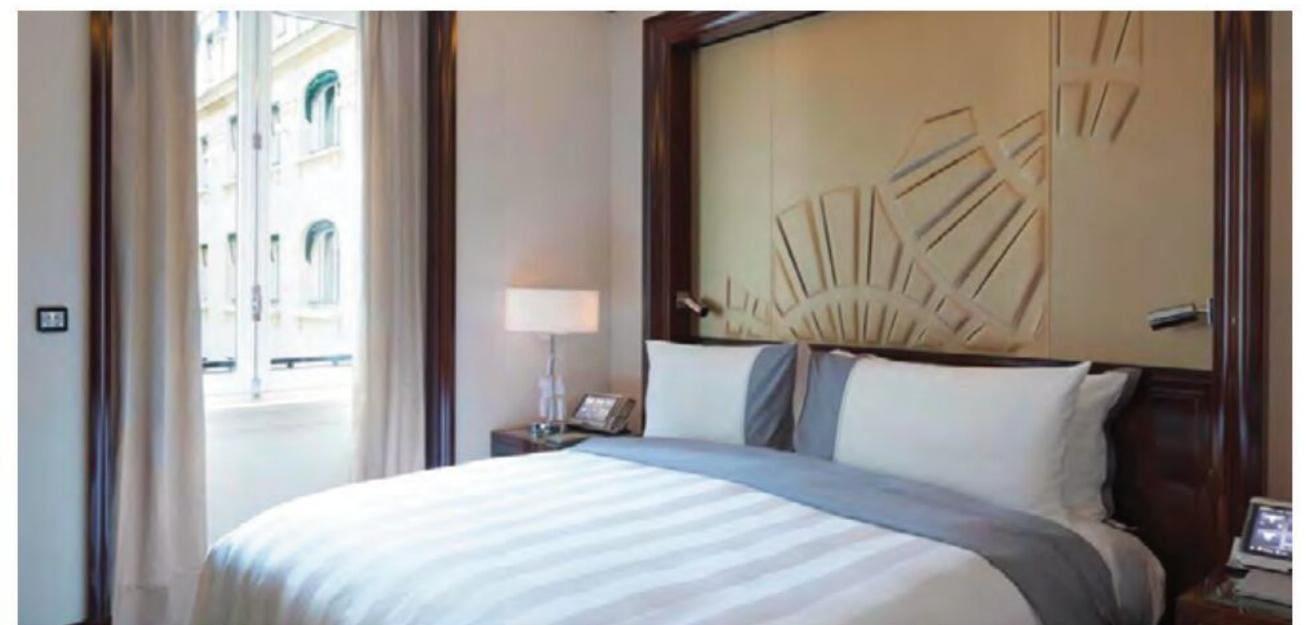
#### USPS

The quality of its products is of paramount importance to RKF Luxury Linen. The French company develops a full process, from the yarns to the final products through design and creation. Its innovation philosophy enables the company to provide each client with a unique and customized line that combines originality, comfort, quality and elegance.

#### TOP CLIENTS

Bulgari (Dubai), Guerlain (Moscow), Spa My Blend by Clarins (Maldives), Spa The Peninsula (Paris), B Attitude (Doha), Four Seasons (London), Spa Sofitel (Marrakech), Shiseido (Milano).







40 THE WORLD OF HOSPITALITY MOZZA





# Pizza specialists Mozza sign English

### debut at White Rose Leeds

White Rose, part of the Landsec retail portfolio, has announced the signing of Mozza, the wood fired pizza specialists, for their first-ever site in England. Due to open this summer once restrictions allow, the 2,273 sq ft eatery will be located on White Rose's upper level. Situated in the destination's food and drink quarter, Mozza will join local and regional operators, such as high-quality burger brand, Frankster's, and national and international brands, including Five Guys and Wagamama.

Mozza creates carefully crafted and authentic Neapolitan pizza, produced by a skilled chef trained in the art of wood fired ovens, known as a Pizzaiolo. The brand has six restaurants throughout Scotland and has chosen White Rose as the first step in expansion plans into England and the rest of the UK.

Commenting on the signing, Adam Sawyer,
Portfolio Manager at Landsec, said: "Mozza
is a fantastic brand with a great reputation in
Scotland, and we are delighted the team has
selected White Rose for its first restaurant
in England. Mozza's arrival is testament to
White Rose's popularity in the region among
operators and consumers. While White Rose
has an extensive retail offer, there is so much

more in the destination to explore, as Mozza highlights."

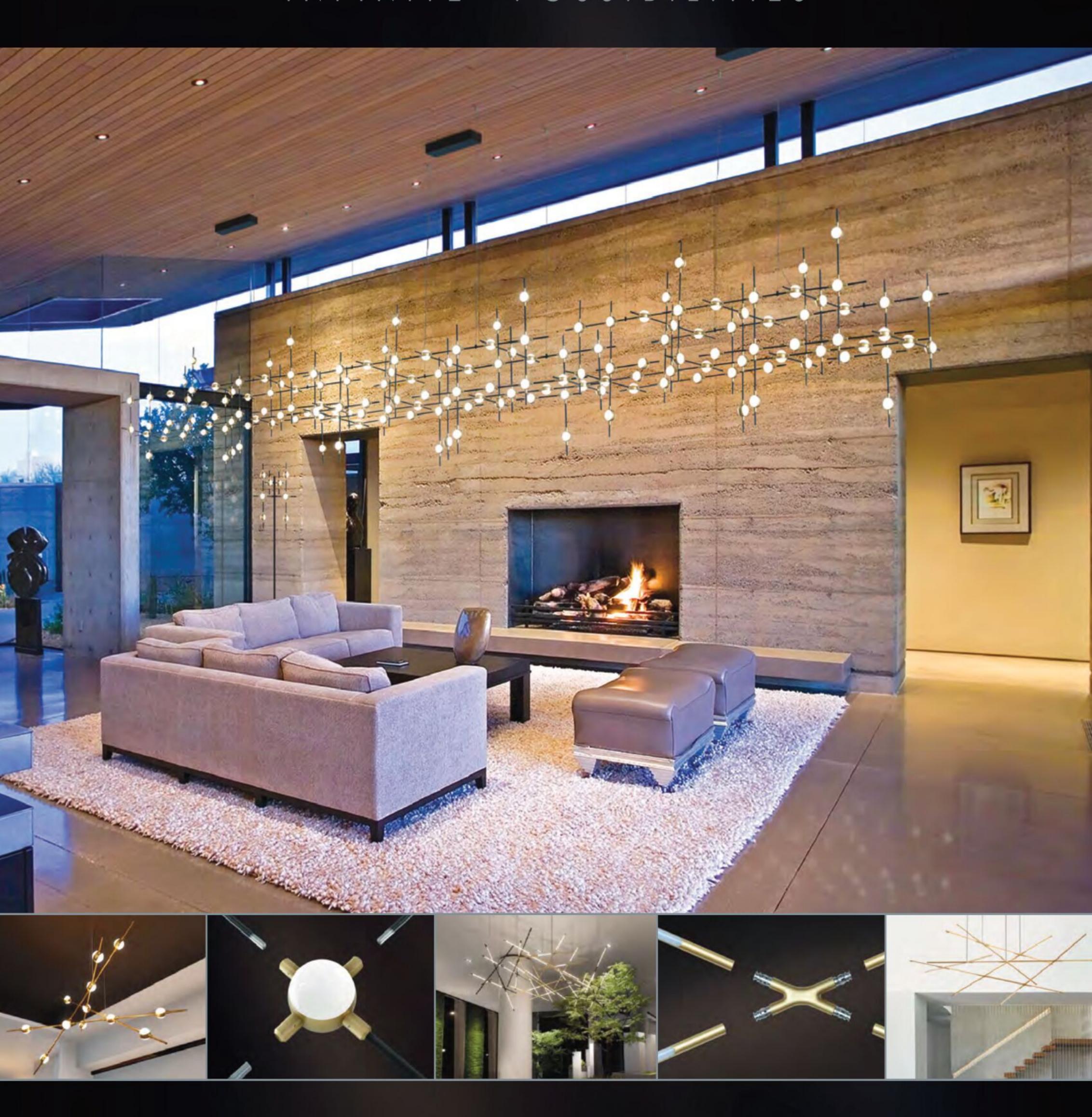
Giuseppe Marini, owner of Mozza, commented: "It's extremely exciting to be opening up our first site in England, highlighting the strength of Mozza as a brand. We're thrilled to soon open our doors and welcome locals and visitors alike."

White Rose is a leading regional destination for Leeds and Yorkshire, with 5,000 parking spaces allowing safe access to over 800,000

sq ft of retail, dining, and leisure. By combining convenience in the form of Sainsbury's and M&S, with leading retailers such as Primark and Zara, and leisure operators including an 11-screen Cineworld with IMAX, The Escapologist, and a varied F&B mix, White Rose creates a genuine all-day offer.

Pudney Shuttleworth and JLL are joint agents for Landsec on the F&B and leisure at White Rose. Reis Short & Co acted for Mozza.





# MODULAR

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