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CASE STUDY

**Client**
The Publisher, a Tribute Portfolio Hotel

**Property Type**
New-Build Boutique Hotel

**Location**
Fredericksburg, Virginia

**Scale**
100 Guestrooms

**Timeline**
December 2023 – June 2024

## The Publisher

Managing a no-dock downtown site and an aggressive install schedule to support a boutique hotel's opening.

### Overview

The Publisher, a new Tribute Portfolio hotel in downtown Fredericksburg, Virginia, occupies the historic site of the Free Lance-Star, the city's oldest newspaper, and carries a literary and publishing-house theme throughout its design. Hilldrup managed warehousing and coordinated FF&E and vanity installation across all 100 guestrooms, with work beginning in December 2023 and finishing in June 2024.

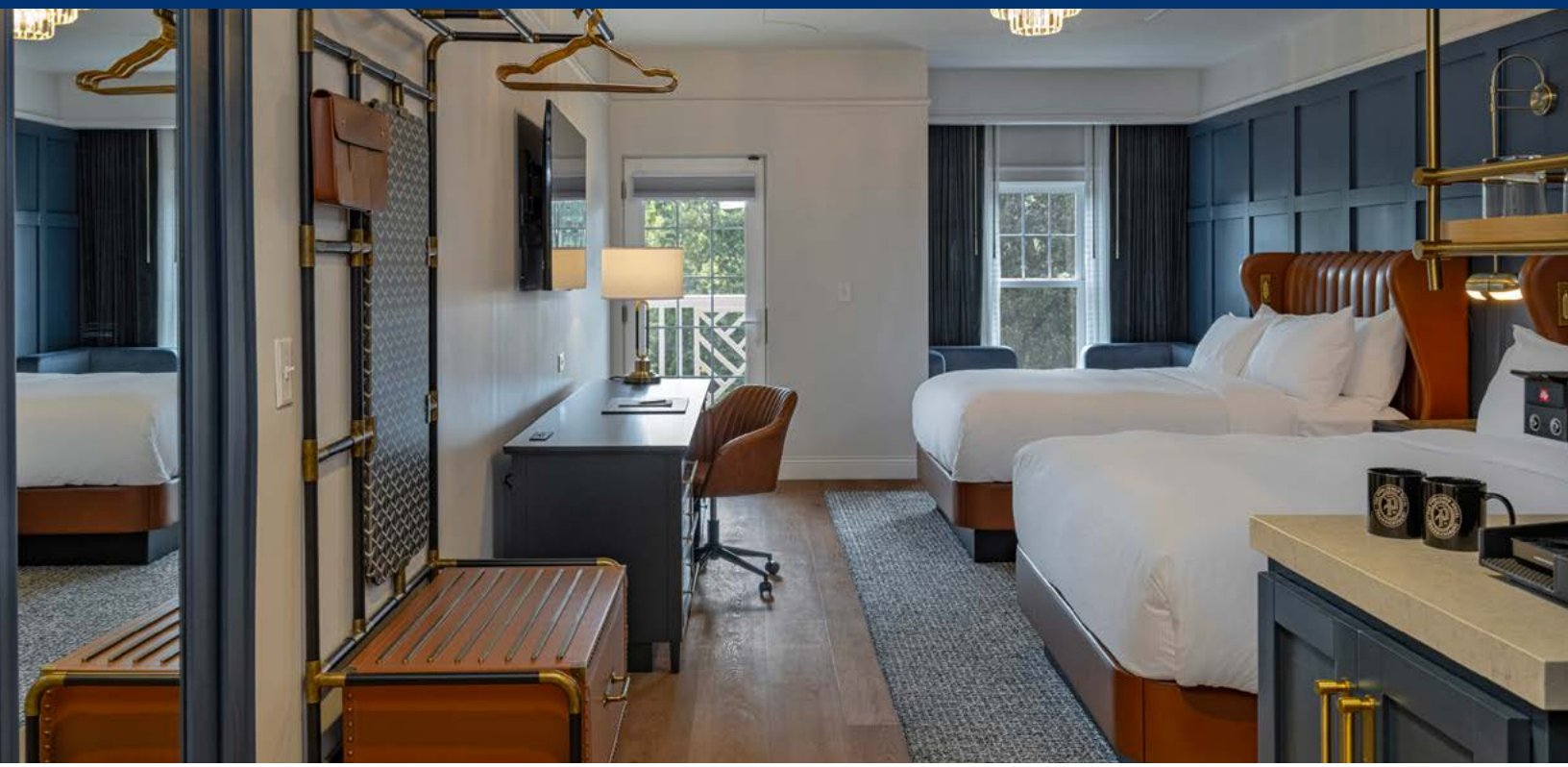
The project required careful sequencing across the build to keep product moving toward opening.

Logistics  Hospitality FF&E

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**A floor-by-floor delivery plan and six months of disciplined warehousing kept a 100-room installation on schedule at a site with no loading dock and a fixed opening date to meet.**

## Project Challenge

The hotel's downtown location came without a loading dock, so deliveries had to run through either the front parking lot or street parking behind the building. That constraint slowed delivery pace throughout the project. At the same time, the hotel's fixed opening date meant installation had to move on an aggressive schedule despite the limited access.

## Hilldrup's Approach

Deliveries were planned floor by floor, working closely with the general contractor on delivery dates and floor turnover to keep installation moving within the site's access constraints. Product was warehoused at Hilldrup's Stafford, Virginia facility well ahead of installation, giving the team time to manage inventory and stage material for each phase. Room-by-room placement, installation, and debris removal were coordinated across all 100 guestrooms.

## Results

The installation was completed across all 100 guestrooms on the schedule needed to support the hotel's opening, despite the lack of dock access. The project closed out with a successful final punch walkthrough with the client.

**Services Provided**

Receiving • Warehousing • Inventory Management • Delivery • FF&E Installation • Project Management

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