

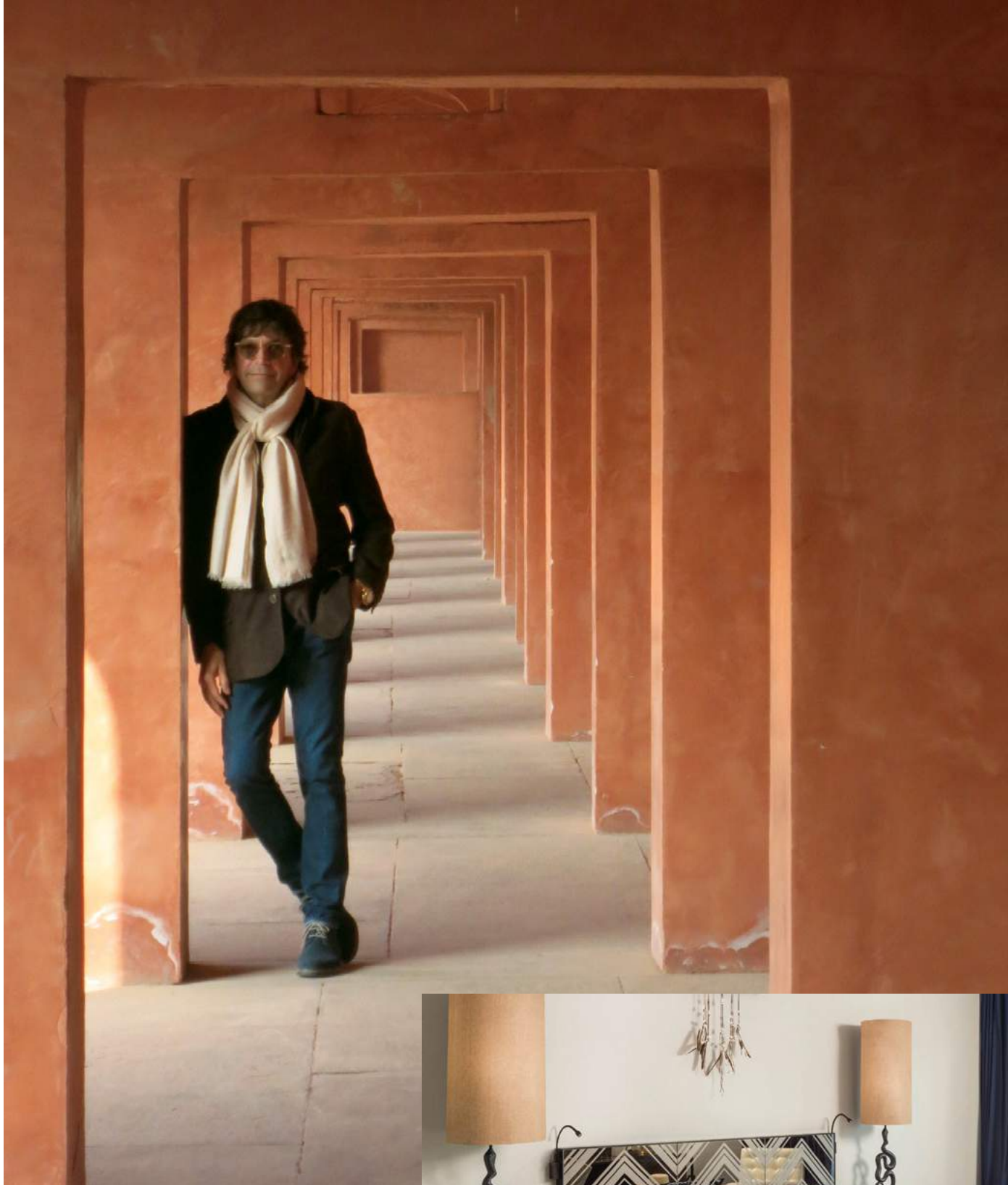


PERFECT FOR  
GUESTROOM PROJECTS

# ARTERIOS<sup>®</sup>

CONTRACT CAPABILITIES GUIDE





MARK MOUSSA, INDIA 2016



CURVE HOTEL, PALM SPRINGS  
HEATH LAMPS



Arteriors has been a leading provider of luxury lighting, furniture, wall décor and accessories to discerning buyers for nearly 30 years. Our eclectic assortment of sophisticated designs have adorned many of the most beautiful and diverse commercial spaces across the globe.

Founder and Creative Director Mark Moussa is the quintessential style maker—he has a refined approach that is rooted in partnering with global artisans to create objects that are truly remarkable. Our experienced Contract team incorporates this artisanal sensibility into everything we do. We understand the expansive scope of commercial design and work tirelessly to meet those unique specifications while capturing Arteriors’ elevated design aesthetic.

This guide is designed to illustrate Arteriors’ dynamic capabilities in the contract space. From our highly collaborative Custom Design program to our Value Engineered and Modified Stock programs, you will see how easy it is to create the perfect product for your projects. Need some inspiration or have a time-sensitive project? Check out our Stock program with over 1,000 options, many which are ready to ship in 72 hours.

We encourage you to use this resource as a guide or inspiration tool for your next project. Reach out to [acontract@arteriorscontract.com](mailto:acontract@arteriorscontract.com) or visit [arteriorshome.com/contract](http://arteriorshome.com/contract) to get started today.



# CUSTOM

Our newly elevated Custom Program, driven by an experienced team of hospitality experts, can deliver bespoke pieces for a variety of projects. Whether we start with a concept sketch or inspiration photos, Arteriors is the ideal partner to help you achieve your creative vision, on budget and on time.

Arteriors is uniquely positioned to execute your custom projects—direct access to leading manufacturers, a seasoned background in lighting design and turnkey services are some of our major advantages. We do it all—from assisting the designer in the creative process and perfecting finish details to building prototypes and coordinating delivery. While the finished product will always reflect your original idea, we will address each design with the same attention to detail and craftsmanship Arteriors is known for.

We've worked hard to create a streamlined workflow that is truly collaborative. The following case studies spotlight our process and commitment to delivering custom products that exceed the designer's expectations 100% of the time.

The typical minimum order quantity for a custom project is 100 pieces.





# ORIGINAL DESIGN

## 1. CONCEPT PHASE

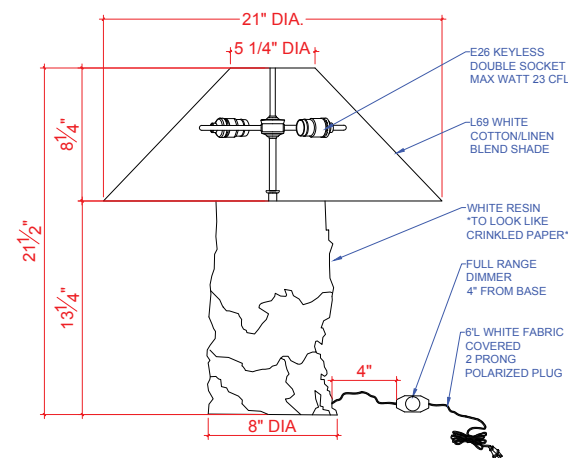
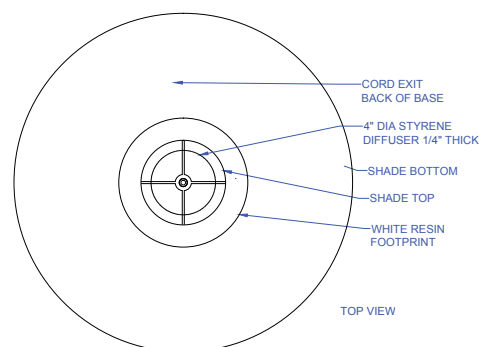
For the Ink48 development, the designer of this boutique hotel wanted to celebrate the property's rich heritage as a former paper mill. As part of the initial request, the designer submitted a basic drawing of a sculptural table lamp inspired by crinkled paper.

## 2. QUOTE PROCESS

After receiving the spec, we brainstormed how to achieve the design, given the budget, timeline and quantity. We submitted the project to the factory that was best able to execute the design. After collaborating with the factory on all manufacturing requirements, we made sure all Ink48 needs were met before issuing a quote for review.

## 3. MODEL ROOM ORDER

Once we received the model room order, the sampling process began. Our project managers sent finish and fabric samples along with a shop drawing for designer review. After details were approved, we sent a request to the factory to produce the sample. In order to create a realistic model for producing the mold, we crushed actual paper to achieve the appearance our client desired. Once completed and approved by our team, the sample was sent to the property for model room review. Generally, the lead time for this process is 4-5 weeks after shop drawing approval.



## 4. PRODUCTION

After the sample was approved and the order placed, production began. The typical lead-time is 14-16 weeks once approvals and the purchase order have been received.



## 5. INSTALLATION

Developed and manufactured exclusively for Kimpton Ink48, NYC  
Purchaser: Neil Locke Associates  
Designer: Busta Studio, NYC





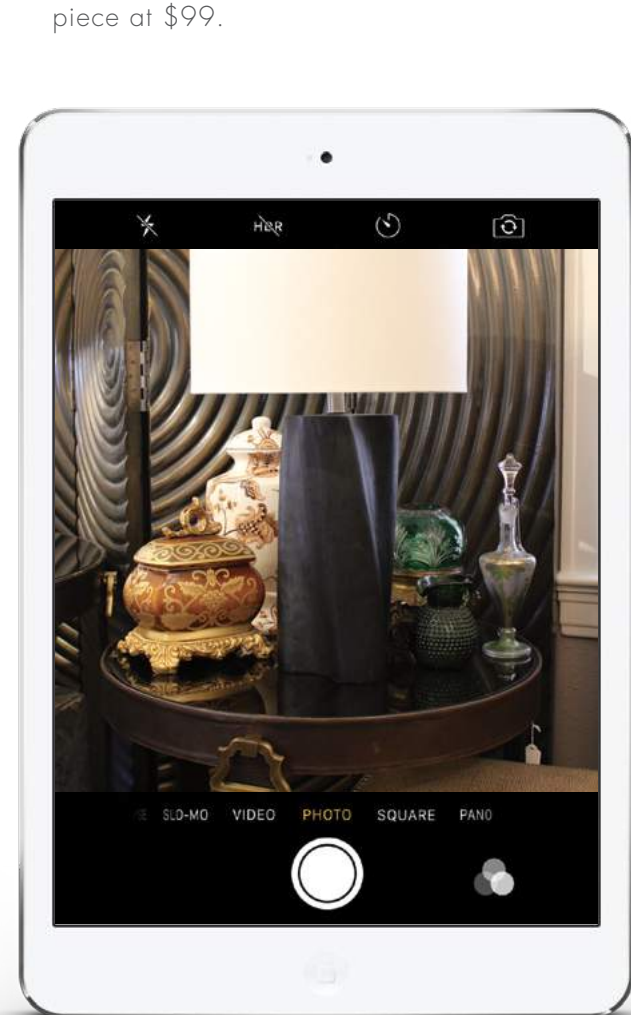
# INSPIRED DESIGN

## 1. CONCEPT PHASE

If you're intimidated by designing an original concept, don't worry. Many of our custom projects originate from photos or other sources of inspiration. While traveling abroad, one of our clients spotted a French oak table lamp at an antique store. Feeling inspired, he snapped several photos, recorded the dimensions and included them in a spec request.

## 2. QUOTE PROCESS

The original lamp cost nearly \$1,500. Our client was impressed with the organic design but needed to fulfill a 450 key property at a much lower price. By leveraging our factory relationships and recommending an alternative material we were able to quote the piece at \$99.



H: 14" x 8" Dia



## 3. MODEL ROOM ORDER

In order to meet a lower price point, we decided to recreate the design in resin. Instead of simply copying the shape, we hand-carved a wood model so that the lamp would feature a subtle wood grain detail, maintaining the clients' original vision. Not only is resin cost-effective, but it is also highly durable which is a huge benefit for commercial use.



## 4. INSTALLATION

The final design matched the sophistication of the original concept at a much lower cost while maintaining an elevated design aesthetic that the designer wanted.





# VALUE ENGINEERED

Hospitality designers often face the difficult challenge of creating extraordinary spaces on a limited budget. By leveraging longstanding relationships with factories around the world, our experienced product designers can offer suggestions on alternative finishes, materials, lampshades and scale that give you the look you want, at a much lower price. We call it Value Engineering!

Our Contract team can value engineer best sellers or custom pieces based on your needs. By working directly with Arteriors, you are guaranteed the same sophisticated design aesthetic and attention to detail that are a signature of our entire collection. Who better to reinterpret our products than us? The following pages feature a small sampling of what we can do. Reach out to your Arteriors sales representative or our contract experts to see how your favorites can be reimagined.

The typical minimum order quantity for a value engineered project is 100 pieces\*

\*Pricing will vary based on customization and quantity of order



**Original \$239**  
Solid wood with brass clad sheet  
Ozzie Lamp / #46736

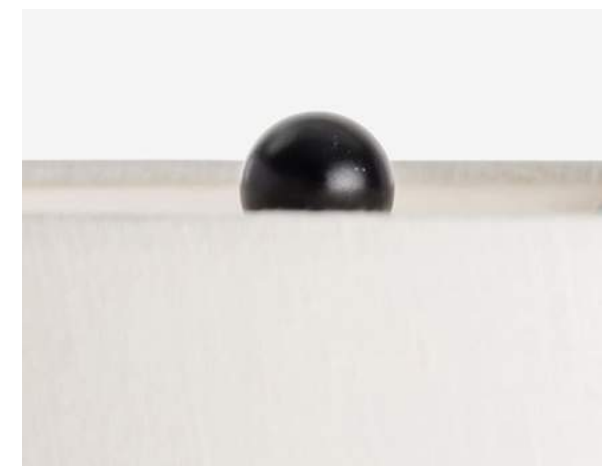


**VE Version \$155**  
Resin mounted on metal base



## BRASS CLAD OVER WOOD

This resin adaptation was cast to accurately mimic the mixed textures and finishes featured in the original design. We added a base to increase stability and replaced the handmade shade with a machine-made one to make it guestroom friendly.





The original was brass, carefully hand-hammered to create a textured surface. We were able to reimagine the piece in resin by creating a model which was also hand-hammered, ensuring that the texture would match the original design. We changed the finish to a warm bronze and added the brushed-nickel base and matching finial, capturing the vital characteristics that set this piece apart.

## HAMMERED BRASS



**Original \$378**  
Solid brass/Hand-hammered texture  
Walker Lamp / #46778



**VE Version \$179**  
Resin mounted on metal base



**Original \$299**  
Gray shagreen embossed leather  
Lawton Lamp / #16453



**VE Version \$132**  
Resin

## SHAGREEN EMBOSSED LEATHER

This stunning shagreen lamp design is so masterfully reproduced in resin, it's hard to tell which piece boasts genuine leather. The embossed leather pattern has been precisely replicated and hand-painted. The Value Engineered version is once again more durable than the original, making it ideal for commercial use. Note the matching finial detail.







**Original \$263**  
White marble/Distressed black iron  
Kambria Lamp / #16432



**VE Version \$149**  
Resin mounted on metal base



Our organic wood "Birch" lamp is always in demand. Unfortunately, solid wood may not be the ideal material for all environments and there are always natural variances in size and finish, making pairs problematic. Executing in resin and using an actual tree branch to cast from guarantees that the wood grain and knots are as natural as they are on the original.



## SOLID WOOD



**Original \$167**  
Natural wood mounted on acrylic base  
Fargo Lamp / #49604



**VE Version \$129**  
Resin mounted on metal base

## MARBLE

Marble is an expensive natural material with extreme variances. By recreating this lamp in resin, we were able to control the color and veining pattern and create a more durable product. Using faux marble provides designers the ability to include this high-end material in a much broader range of guestroom applications.







Cast aluminum is a wonderful but expensive material. While this transitional hourglass design has been an Arteriors best seller for years, the price has made it prohibitive for many hospitality projects. Our Value Engineered version, made in resin, mimics both the surface texture and finish of the original. Once again, we replaced a handmade shade with a machine-made shade for extra cost savings.

## CAST ALUMINUM



**Original \$239**  
Antiqued aluminum  
Narsi Lamp / #42017



**VE Version \$149**  
Resin mounted on metal base



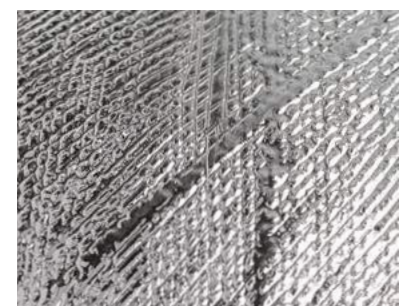
**Original \$198**  
Metallic silver porcelain  
Carey Lamp / #17240



**VE Version \$166**  
Resin mounted on black nickel metal base

## PORCELAIN

High-fired ceramics are prized for their finishes and diversity of shapes, however, they are not always the ideal choice for high-occupancy hotel guestrooms. The challenge of using resin is that finishes typically fall short, but not in this case! The Value Engineered lamp looks as good, if not better than the original and the metal base we added makes this guestroom ready.







**Original \$359**  
Solid wood with brass cladding  
Lassie Lamp / #46775



**VE Version \$145**  
Resin mounted on metal base



Everyone loves this simple stair step design, but the original is solid brass and finished in antique silver, which the price reflects. We copied the Art Deco form in resin and made it two ways. The smaller is cast in faux marble, with a polished nickel base that can house rocker switches or outlets. The taller is finished to match the original, right down to the square black shade.

## SOLID BRASS IN VINTAGE SILVER



**Original \$335**  
Vintage Silver  
Glennis Lamp / #46367



**VE Marble \$145 / VE Metal \$175**  
Resin mounted on metal base

## SOLID WOOD, BRASS CLAD DETAIL



While the original lamp featured a solid wood base, with brass clad detail and a hand stitched burlap shade, the VE version is cast in resin and hand-painted to achieve the same dark walnut and brass finishes. We also opted for a machine-made shade that's better suited for guestrooms.







## BRASS, IRON

The bold, solid brass relief pattern cast over the iron body has been beautifully recreated in resin. The value engineered design completely captures the artistic elements featured in the original, while using alternative materials that lower cost and increase durability.



**Original \$239**  
Black Bronze/Antique Brass/Black Marble  
Piper Lamp / #44029



**VE Version \$145**  
Resin mounted on metal base



**Original \$323**  
Hand carved wood clad in brass sheet  
Loretta Lamp / #46776



**VE Version \$149**  
Resin mounted on black nickel metal base

## BRASS CLAD OVER WOOD

The hand-carved technique used on the original has been masterfully reproduced on this bottle-shaped design. Then instead of cladding the lamp in antique brass sheet, we simply hand-painted the resin to achieve that same stunning gilded effect. A spun metal base can house a rocker switch or outlet, making it perfect for guestrooms.







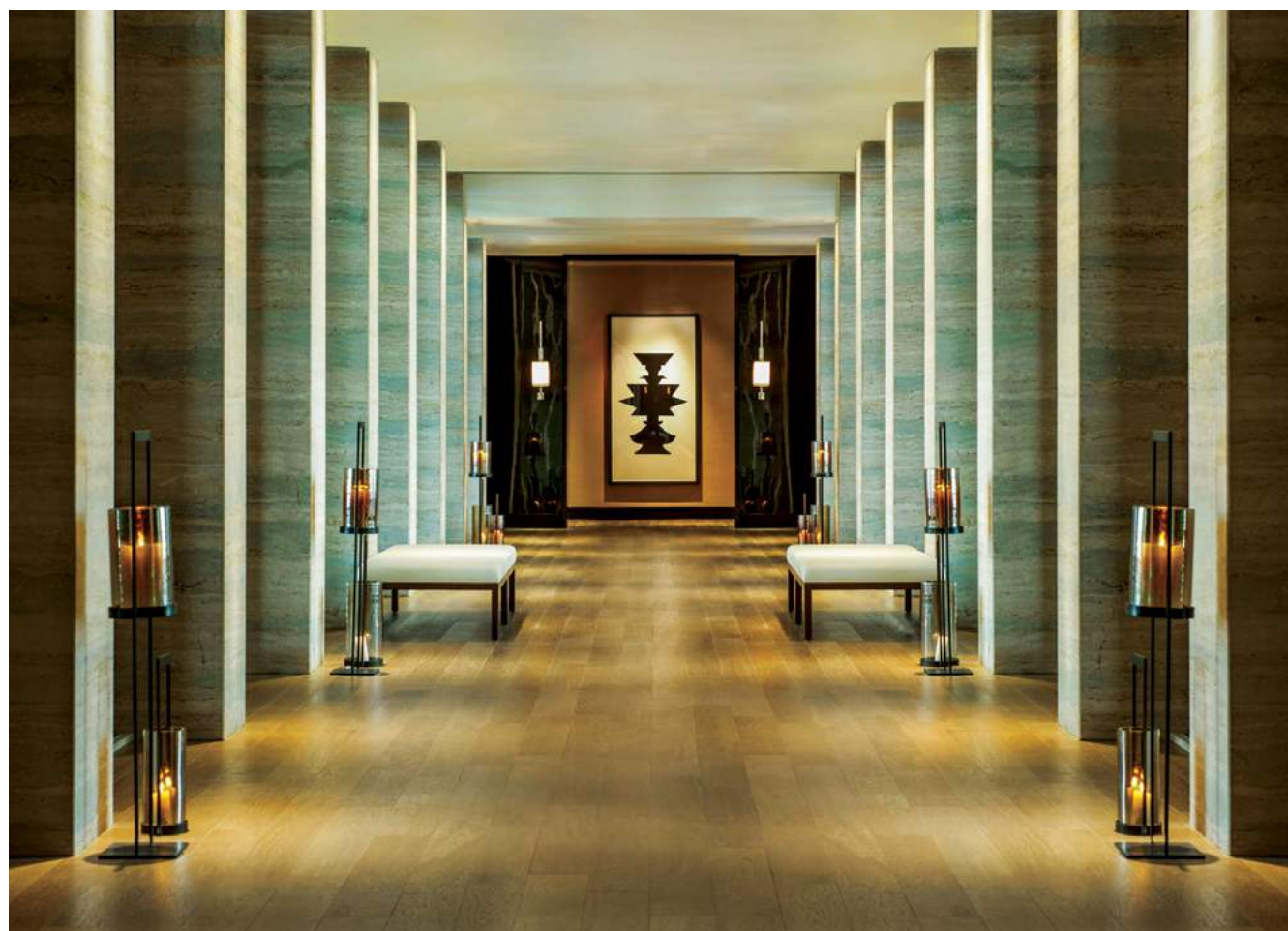
# MODIFIED STOCK

If you need a small tweak to an existing stock item, our experienced Contract team can easily make modifications to satisfy your requirements.

Adding a base to a lamp body is a common request that adds stability and style. Specific electrical requirements can be met as well. We can produce lamps with ADA compliant switches, dimmers, grounded outlets, USB ports and double socket clusters. Special wiring is available for international projects as we have lighting certifications in 46 countries. Shade modifications are simple—changing the material, size, shape or quality are all options. Diffusers including acrylic and perforated metal can also be specified.

Our design team will make sure our selection of high-quality bases, shades and parts complement the original design, while meeting your brand standards.





W HOTEL, GUANGZHOU  
EGAN HURRICANES



HOTEL SALOMAR, SAN DIEGO  
JACKSON LAMP



MARRIOTT, DENVER  
CAVIAR PENDANTS

# STOCK

Arteriors' stock products are perfect for public spaces, lobbies, suites, lounges, bars, boutiques, restaurants and spas. Our curated assortment of hand-crafted lighting, furniture, wall décor and accessories speak to a variety of styles and to our commitment to quality and design. From the understated to the unexpected, Arteriors collaborates with a diverse group of experienced artisans to create bold designs that can add a layer of artfulness to the spaces you are working to create.

With over 1,000 active items, no minimum order quantity and stock that ships in 72 hours, we have everything you need to style a coastal retreat, an urban café or a presidential suite.

Visit [arteriorshome.com/contract](http://arteriorshome.com/contract) to explore the complete collection, view "real-time" stock availability by item and see detailed images with dimensions.



HOTEL JEROME, ASPEN  
SILVER CAMEL LAMPS





STARBUCKS, COLOMBIA  
ADELE PENDANTS



FOUR SEASONS RESORT, LANAI  
BAROQUE LAMP



BLUBIRD BOUTIQUE, VANCOUVER  
TASSEL PENDANTS



LAKE AUSTIN SPA RESORT  
FOLIAGE LAMP



HOTEL JEROME, ASPEN  
STEDMAN CHANDELIER



TEMPO BISTRO, MASSACHUSETTS  
MASON PENDANTS





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