

FURNISHING SOLUTIONS FROM DESIGN TO INSTALLATION



# **14 FACTORS** **to consider in your** **HOTEL FURNITURE DESIGN**

*for efficient, affordable manufacturing*

ARTONEMFG.COM | 716.664.2232



**1** | LET US *introduce ourselves***2** | BENEFITS OF *American made***3** | DESIGN**4** | TRENDS

technology enhanced designs  
LED lighting  
smaller guestrooms & co-living

**5** | COSTS

value engineering  
only order what you need

**6** | COSTS *cont.*

laminate  
veneer

**7** | FABRICATION

partner with your manufacturer  
design with installation in mind

**8** | FABRICATION *cont.*

sustainable interior design

**9** | MANUFACTURER GAURANTEES

certifications  
warranty

**10** | CLOSING

how to contact us

*The hospitality industry is forever changing and evolving. As guest-centric design becomes more important your responsibility becomes, not only creating an appealing and functional design, but also a unique guest experience... **AND OUR JOB IS TO HELP YOU BRING THAT DESIGN TO LIFE.***

*Staying on top of industry trends, like guest-centric design, is vital to the success of a project. But, did you know you also need to stay on top of manufacturing trends to bring your designs to life? This guide provides you with trends and tips to do both.*

**THANK YOU FOR  
DOWNLOADING  
THIS GUIDE.**

Hopefully you have found it to be helpful! If so, please feel free to share it with your peers!

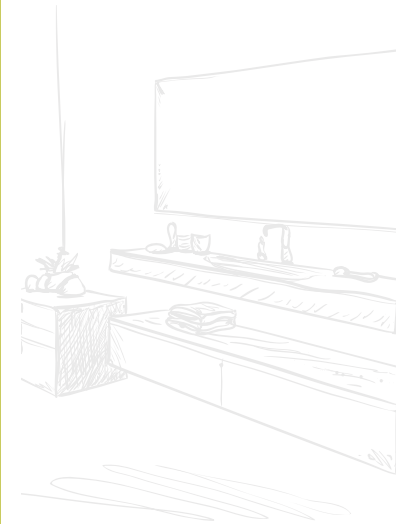


ARTONEMFG.COM | 716.664.2232



**SINCE 1974,**

*Artone has been bringing “napkin sketches to reality.” As an American made manufacturer, our company philosophy and culture are built around exceeding our customer’s expectations. Our focus is rooted in hospitality, specifically guestroom caseworks, millwork, and installation.*



**THANK YOU FOR  
DOWNLOADING  
THIS GUIDE.**

Hopefully you will find it to be helpful! If so, please feel free to share it with your peers!



ARTONEMFG.COM | 716.664.2232

## BENEFITS OF AMERICAN MADE

Offshoring became a common practice when corporations realized they could increase their profits by outsourcing manufacturing to other countries. But offshoring is only competitive on the surface. There are hidden costs that can impact profit and revenue in the long run, including:

- |                         |   |                         |
|-------------------------|---|-------------------------|
| 1. Increased lead times | 4. Defects, Reduced product quality         | 7. Different time zones |
| 2. IP protection        | 5. Lack of responsiveness                   | 8. Language barriers    |
| 3. Counterfeits         | 6. Hazardous materials<br>(fire retardants) | 9. Cultural missteps    |

When purchasing casegoods from an overseas supplier the basic rule of thumb is to order 10% more. When you buy domestic, you will not need to buy more (*unless you are considering buying attic stock and those numbers can be reduced*).

If you need to re-order down the road due to guest abuse of furniture it will be much easier from a domestic manufacturer. Most manufacturers will keep engineering drawings on file, so production in smaller volume is easy to reproduce.

**REMEMBER,** *the upfront costs may be cheaper with offshore products, but they may end up costing you more in the long run.*

*Keeping your manufacturing at home will not only win you major PR points, but will increase your overall ROI.*

### THANK YOU FOR DOWNLOADING THIS GUIDE.

Hopefully you have found it to be helpful! If so, please feel free to share it with your peers!



ARTONEMFG.COM | 716.664.2232

## 2

## DESIGN

Whether your hotel is high-end luxury or budget friendly, your guests are going to expect it to look good and feel good. The design of a hotel is ultimately what speaks to the brand's image and persona.

*Today's guests are intuitively attuned to interpret design to fit their conceptions of what a hotel is really like, and if it's the right fit, or lifestyle, for them.*

**THANK YOU FOR  
DOWNLOADING  
THIS GUIDE.**

Hopefully you have found it to be helpful! If so, please feel free to share it with your peers!



ARTONEMFG.COM | 716.664.2232

### Technology Enhanced Designs

Like the hospitality industry, technology is constantly unfolding the next “it” thing. Odds are, your hotel guests are up-to-date with the latest and emerging technology trends. Now, it’s time to make your design up-to-date.

#### TECHNOLOGY TRENDS THAT YOUR HOTEL DESIGN CAN ADAPT TO INCLUDE:

1. Built in USB charging stations & wireless charging
2. Smart speaking devices (think Amazon Echo)
3. Smart Controls - Apps that control everything from opening your door to room temperature to room service with a tablet

*Forward thinking in technology integration can increase hotel guests’ quality of stay by allowing minimal stray from their day-to-day routines.*

### LED Lighting

LED lighting plays an important role in saving energy and cutting costs for the hospitality industry. It also creates a personalized experience for your hotel guests.

- *Hotel guests can sync their smartphones to LED light fixtures, giving them the ability to adjust the lighting from the comfort of their beds.*
- *By harnessing the power of technology in your design, you can give hotel guests the power to personalize their rooms. room service with a tablet*

### Smaller Guestrooms & Co-Living

As the footprint of guestrooms becomes smaller, the requirement to use every square inch of space in a useful way becomes even more important. Dual-purpose/multifunctional furniture are no longer an innovative idea, but a hotel design requirement.

*Think...*

- *a nightstand that converts into a dining table*
- *a luggage bench/safe drawer/valet combo unit*
- *a dresser that also holds a small refrigerator drawer.*

*The idea of “co-living” can be explained as “dorms for adults.” Common elements include shared kitchens, living areas, and social programming. Essentially, it’s group living, and it’s being expressed in a multitude of variations.*



**THANK YOU FOR  
DOWNLOADING  
THIS GUIDE.**

Hopefully you have found it to be helpful! If so, please feel free to share it with your peers!



ARTONEMFG.COM | 716.664.2232



## 6 VALUE ENGINEERING

Sometimes it seems impossible to reach your design vision with your budget. But, it's possible if you have the right manufacturer.

*Value engineering allows your manufacturer to find savings in your design by evaluating materials, manufacturing, and installation without compromising the quality of your design.*

Your manufacturer can identify the pain points in your budget, then optimizes your design with high quality products while staying on budget.

## 7 ORDER ONLY WHAT YOU NEED

When you purchase from an offshore manufacturer, the rule of thumb is to order **10% more** than you need to account for any damage that occurs during shipping.

*If you use an American Made manufacturer,  
you **won't** need to buy more than you need.*

But if you do want to purchase attic stock, talk to your manufacturer about reducing the cost.

### COSTS

- Value engineering
- Order **only** what you need
- Material
  - Laminate
  - Veneer



### THANK YOU FOR DOWNLOADING THIS GUIDE.

Hopefully you have found it to be helpful! If so, please feel free to share it with your peers!



ARTONEMFG.COM | 716.664.2232

## MATERIALS

The *benefit* of working with a manufacturer that provides value engineering is that they can customize your furniture designs based on your budget. However, it's still important to allocate 40-50% of budget for furniture.

### WHEN DESIGNING CONSIDER:

1. Material choice
2. Durability
3. Colors
4. Materials that compliment one another

*Two of the most important material choices are veneer and laminate.*

### Laminate

Laminate is a decorative surface made from single or multiple layers of paper which are reinforced with thermosetting resins. The surface is then glued to a substrate board. Laminate is available in hundreds of patterns, colours and finishes.

### MAIN BENEFITS OF LAMINATE:

1. Durable
2. Hardwearing (resistant to boiling water up to 180°C)
3. Nearly scratch resistant

*Laminate is an ideal option for furniture in high traffic and commercial settings because it is more likely to last longer than veneer or solid wood.*

### Veneer

Veneer is a very thinly sliced wood that varies in thickness depending on how it's used. In furniture, veneers range from 1/42-inch to 1/28-inch thick. Veneers allow wood processors to maximize the amount of raw material generated from a tree, resulting in minimal waste of the tree.

### VENEER IS TYPICALLY GLUED ONTO MEDIUM DENSITY FIBERBOARD OR PARTICLEBOARD ON:

1. Tabletops
2. Headboards and footboards
3. Drawer fronts
4. Side panels

*Your manufacturer knows what material is not only right for your design but also economical.*

### COSTS

- Value engineering
- Order *only* what you need
- Material
  - Laminate
  - Veneer



### THANK YOU FOR DOWNLOADING THIS GUIDE.

Hopefully you have found it to be helpful! If so, please feel free to share it with your peers!



ARTONEMFG.COM | 716.664.2232



## PARTNER WITH YOUR MANUFACTURER

Selecting the right vendor for your next design project ensures that your products are delivered *on time, on budget, and meet quality standards*. Your manufacturer should be with you throughout the entire life of your project **and beyond**.

Problems can arise, and when they do, your vendor needs to be prepared to help in every way they can. When a vendor cares about your business and long-term interests, you'll align on the entire project, defining success for your design.

## DESIGN WITH INSTALLATION IN MIND

Your manufacturer's experience, skill, and industry knowledge of a hotel's construction site is vital to the final outcome of your design, especially when it comes to installation. From your first conversation about your new hotel project, everything from initial design to construction to installation should be considered by your manufacturer.


Furthermore, your manufacturer should have the support staff in place (*i.e. project managers or installers*) who can visit a construction site and take complete field measurements to ensure accuracy during the installation process.

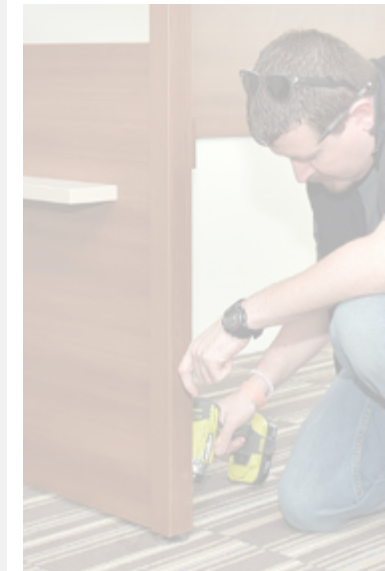
### TO ENSURE ACCURACY, PROJECT MANAGERS, ENGINEERS & INSTALLERS CONSIDER:

1. Dimensions
2. Weights
3. Hardware
4. Where to assemble (*is it better to install in the factory? is it better to assemble on site?*)

It's important that your manufacturer provides accurate documentation of furniture layouts and electrical. The guidelines that outline the guestroom blocking and electrical ensure a headboard, for example, does not end up covering an electrical outlet. (*This should be a service your manufacturer provides to eliminate the element of surprise; also known as they "why did we not catch that" moment.*)

### FABRICATION

- Partner with your manufacturer 
- Design with installation in mind
- Sustainable interior design



### THANK YOU FOR DOWNLOADING THIS GUIDE.

Hopefully you have found it to be helpful! If so, please feel free to share it with your peers!



ARTONEMFG.COM | 716.664.2232

## 11

**SUSTAINABLE INTERIOR DESIGN**

Many green initiatives in the hospitality industry are becoming standards instead of suggested practices, especially since hotel guests are becoming more environmentally conscious.

To keep up with shifts in sustainability, your designs should focus on *sustainable interior design*.

Sustainable interiors are designed and manufactured with little impact on the environment and can be disposed of in an ecofriendly way.

**DESIGN ELEMENTS THAT CAN  
“GREEN UP” YOUR HOTEL DESIGN  
INCLUDE:**

1. *Sustainable flooring*
2. *Eco-friendly fabric*
3. *Green manufacturing practices*
4. *Paints and finishes with low VOCs*
5. *Energy efficient windows*

Designing a sustainable interior is beneficial for more than natural resources, carbon footprint reduction, and a healthier environment for hotel guests and staff. It also increases cost savings and lowers operating costs for the hotel owner.

**FABRICATION**

- *Partner with your manufacturer*
- *Design with installation in mind*
- *Sustainable interior design*



**THANK YOU FOR  
DOWNLOADING  
THIS GUIDE.**

Hopefully you have found it to be helpful! If so, please feel free to share it with your peers!



ARTONEMFG.COM | 716.664.2232

## 12 READILY AVAILABLE REPLACEMENT PARTS

Accidents can and do happen, so replacement parts need to be readily available. If your manufacturer saves all of your *engineered drawings*, they'll be able to *produce replacements quickly*.

## 13 CERTIFICATIONS

Certifications are an easy way to see if the standards of your design match your manufacturers. Furniture manufacturers can earn certifications for everything from sustainability to installation, including:



**AWI** ARCHITECTURAL  
WOODWORK  
INSTITUTE



The mark of  
responsible forestry  
FSC® C114179

## 14 WARRANTY

A warranty is a manufacturer's promise to you that each piece of furniture is warranted against defects in materials and workmanship for a certain period of time (*for example: 5 years*) from the date of delivery.



**THANK YOU FOR  
DOWNLOADING  
THIS GUIDE.**

Hopefully you have found it to be helpful! If so, please feel free to share it with your peers!



ARTONEMFG.COM | 716.664.2232

*Do you still have questions about  
design-driven hotel furniture manufacturing?*

*Or, are you struggling with HOW  
to bring a specific design to life?*

*Can't seem to meet your budget and  
you need value-engineering options?*

## WE CAN HELP.

Schedule a complimentary 30-minute consultation.

ARTONE LLC STRIVES TO EXCEED YOUR EXPECTATIONS WITH  
**QUALITY DESIGN** AND CONSTRUCTION, COUPLED WITH  
**SUPERIOR IN-HOUSE QUALITY CONTROL.**

*Give us a call to find out more.*

*If you still have questions, we  
can answer them personally by  
email or phone.*

*If you have a current or upcoming  
project you would like to  
discuss, we're happy to provide  
**expert assistance** for your hospi-  
tality design.*

## THANK YOU FOR DOWNLOADING THIS GUIDE.

Hopefully you have found it to be  
helpful! If so, please feel free to  
share it with your peers!



ARTONEMFG.COM | 716.664.2232