

Manufacturers of Fine Hospitality Furniture





# 2014 Product Catalog

2132 Downyflake Lane Allentown, PA 18103 clientservices@aaihospitality.com





7105



# PRODUCT

Manufacturers of Fine Hospitality Furniture







OUR COLLECTION

We are pleased to present our furniture collection of casegoods and seating from some of the finest hospitality projects throughout the country. Our company boasts a 96 year heritage of manufacturing fine furniture for the hospitality and institutional markets. This collection represents the creativity of many leading designers and architects worldwide.

Our craftsman take pride in developing the skills required to interpret unique and challenging design specifications. From your drawings and specifications to the finished product, AAI's goal is to manufacture quality products within a timely delivery.

A definite advantage of selecting AAI is your ability to visit our factory in Allentown, Pennsylvania and work with our staff to assure your unique requirements are met. Our plant is a fully integrated manufacturing facility, completely self-sufficient. We mill our lumber, lay up our veneers, and machine our own tooling, reducing "lead times" to meet our customers' critical delivery schedules.

We invite you to visit our factory to review your prototypes and production pieces prior to shipment.

Please contact your local factory sales representative for a prompt response to quotations, special requirements, and inquiries regarding construction, finishes, prototypes, and scheduling.

The AAI team looks forward to working with you.

We are pleased to present our furniture collection of casegoods and seating from some of the finest hospitality projects throughout the country.



- American Atelier, Inc.2132 Downyflake LaneAllentown, PA 18103
- Phone: 610.439.4040 Fax: 610.439.4141
- web: www.aaihospitality.com email: clientservices@aaihospitality.com

For a complete listing of emails and phone extensions for AAI and its sales representatives, please visit aaihospitality.com and select the **Contact** Tab.



### OUR FACTORY











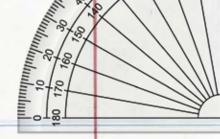








# 2014



Our company is known for its quality, on-time delivery and competitive pricing. AAI is dedicated to maintaining accurate production schedules for timely deliveries, enabling installations to meet critical deadlines. With our only manufacturing facilities in the United States, we are able to provide logistics at a fraction of the cost of overseas manufacturers. Our plant is 85 miles from New York City and 55 miles from Philadelphia. The form below illustrates the cost of logistics of overseas manufacturers vs. the cost of logistics through AAI, a domestic manufacturer. These cost estimations are based on the projected number of trucks (freight) required to ship your furniture to the designated location.

#### LOGISTICS COST COMPARISON

This Logistics Cost Comparison compares the estimated cost of domestic logistics through AAI versus the cost of logistics of overseas competitors for the project. Cost estimations are based on the projected number of trucks (freight) required to ship to the designated location. The estimate below should be included in your total furniture bid package cost analysis.



Date	1/16/2013
Project Name	Sample
Number of Rooms to be Furnished	270
Destination ZIP	60601 (Chicago)
Number of Trailers (53')	15
Number of Shipping Containers (40')	20

20 shipping containers is equivalent to 15 trailers.

#### Logistics through AAI: Estimated Domestic Costs

OPERATION	OUR EST. COST	
Freight shipped directly from AAI factory (FOB Allentown, PA, 18103) to site via 15 trailers (53').		\$39,000
AAI will ship (blanket wrapped) directly to your hotel or location per floor and per room type as per your installation schedule. If the project should delay, AAI will warehouse at our factory at no cost for up to sixty days.	Total	\$39,000

#### Logistics through Competitor: Estimated Overseas Costs

OPERATION THEIR ES	
Freight is shipped via 20 shipping containers (40') from port of entry (Long Beach, CA) to a temporary storage warehouse near your hotel.	\$148,200
Hired laborers unpack shipping containers (est. 4 men x 4 hours x \$15.00/hr. per container - 20 containers).	\$4,800
Furniture is stored in a temporary warehouse (est. 10,000 sq. ft. at a minimum of <mark>90</mark> days; \$2.50 sq ft.)	\$75,000
Overseas packaging is disposed of into dumpsters (1 dumpster per 2 shipping cont <mark>ain</mark> ers).	\$10,800
Laborers are required to assemble knock-down products.	\$3,680
Laborers are required to stage and load 15 trailers (53').	\$3,600
Freight is shipped from a temporary warehouse to the designated site (15 trailers at \$6,00 <mark>0 per lo</mark> ad).	\$15,000
	Total \$261,080

Note: These costs are estimated logistical costs based on an estimated number of trailers needed in order to transport the furniture products ordered. The actual cost of shipping may vary from your specific location.







American Atelier Inc. is committed to manufacturing furniture utilizing the most environmentally friendly technology in an efficient and responsible manner, while maintaining our standards of excellence. Four generations of ownership at American Atelier Inc. have demonstrated the company's commitment to excellence by continuously improving our manufacturing techniques. AAl uses the latest state of the art technology available to the industry since our founding in 1920.

AAI sources raw materials through the Sustainable Forestry Initiative (SFI), and Forestry Stewardship Council (FSC). Our manufacturing process uses formaldehyde free, low VOC's, water-based adhesives, finishing solvents and stains. We can offer recycled and reclaimed materials as requested by our clients. AAI can still maintain product durability and workmanship, promoting cleaner air quality with lower chemical emissions, from our 1,300 lineal foot EPA approved automated conveyorized finishing system.

Each piece of furniture is hand-wrapped using recycled paper and blankets returned to AAI after each delivery. Our delivery process supports fuel conservation by scheduling back hauls for new product deliveries.

AAI is registered with the NEWH Green Initiative working to promote a more efficient operation and reduce any negative environmental impact.

AAI IS REGISTERED WITH THE
NEWH GREEN INITIATIVE
WORKING TO PROMOTE A
MORE EFFICIENT OPERATION
REDUCING ANY NEGATIVE
ENVIRONMENTAL IMPACT.



Say Goodbye to formaldehyde. AAI uses 100% soy based adhesive board in all products. No extra cost.



All furniture pieces are wrapped in blankets or reusable paper and foam made from recycled materials.



Production waste, such as saw dust and wood shavings are vacuumed and collected in bag houses. These wastes are reprocessed for atemative energy uses.

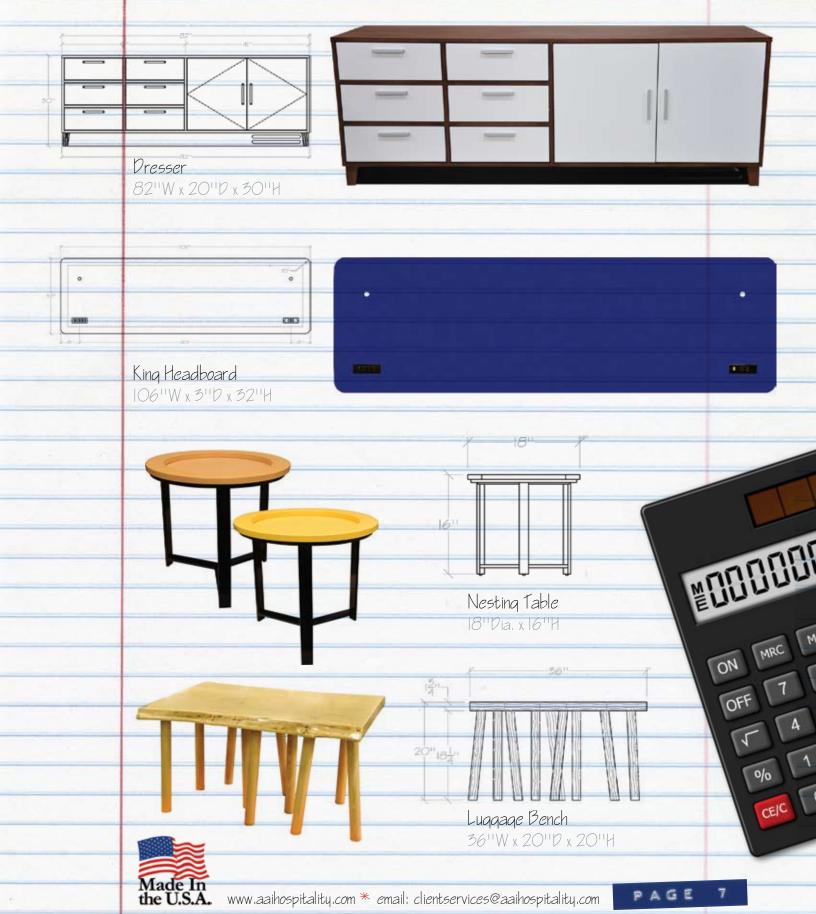






Montauk Blue Hotel Montauk, NY - Bill Rooney Studio, inc.





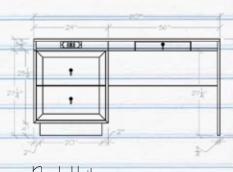




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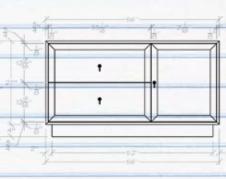






Desk Unit 60"W x 24"D x 31"H





Dresser Mini Bar 56"W x 24"D x 31"H

125 Canal New York, NY - Perkins Eastman





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Marriott Vacations Worldwide: Fairways Villas Absecon, NJ - Lūp interiors Purchased by The Carroll Adams Group



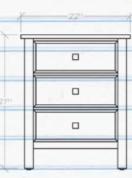
Headboard 75"w x 3"d x 58"h



Dresser 38"W x 17"D x 36"H

水片





Nightstand 22"W x 20"D x 27"H





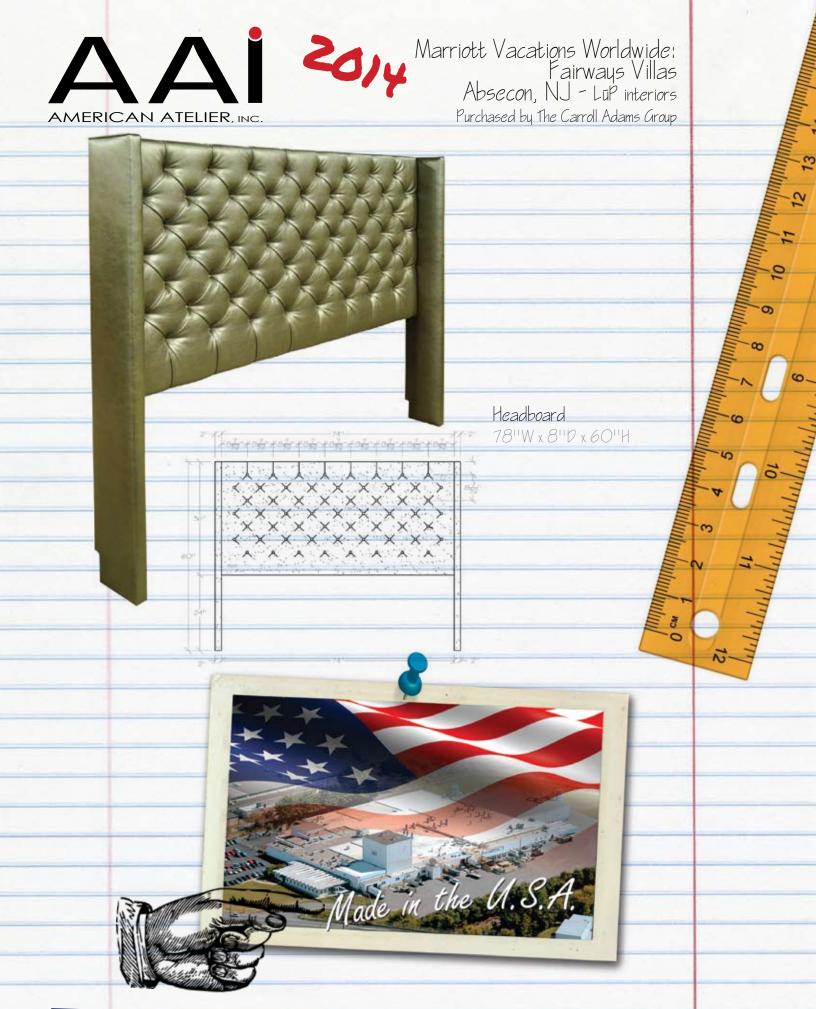
Marriott Vacations Worldwide: Fairways Villas Absecon, NJ - LūP interiors Purchased by The Carroll Adams Group

















Side Table 20"W x 20"D x 30"H









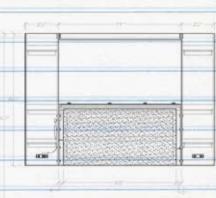






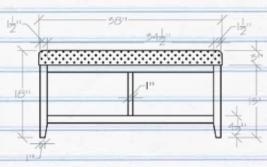
Cambria Suites Hotel White Plains, NY - Heidi Brown





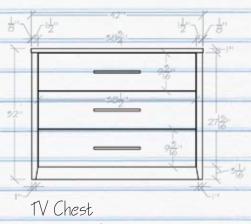
Queen Headboard 62"W x 41/2"D x 82"H





Bench 38"W x 20"D x 18"H





42"W x 20"D x 32"H

Cambria Suites Hotel White Plains, NY - Heidi Brown















Amish View Inn & Suites Lancaster County, PA - Hersha

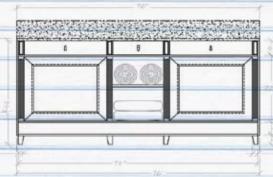


18"W x 18"D x 27"H

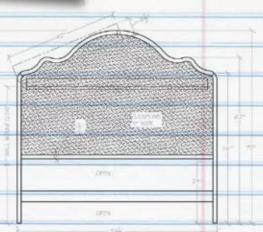
Amish View Inn & Suites Lancaster County, PA - Hersha







Vanity 76"W x 21"D x 351/4"H



Headboard 741/211W x 13/411D x 7211H







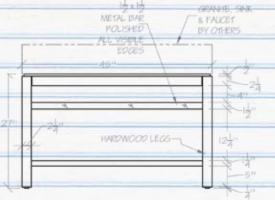
The Quinn Hotel New York, NY - Perkins Eastman



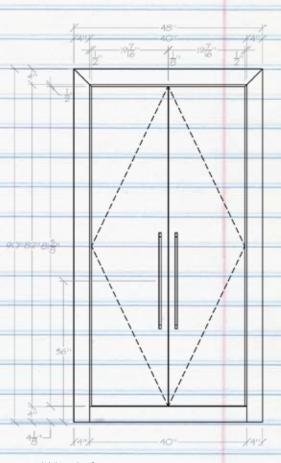
The Quinn Hotel New York, NY - Perkins Eastman



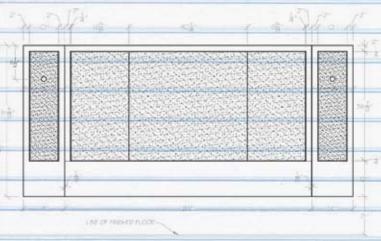




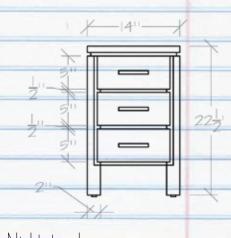
**Vanity** 45"W x 24"D x 27"H



Wardrobe 48"W x 24"D x 90"H



Headboard 84''W x 4''D x 51<sup>3</sup>/8''H



Nightstand 14''W x 18''D x 221/2"H

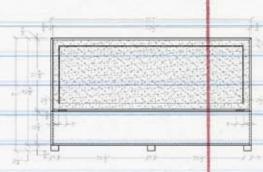






Continental Hotel South Beach, FL - Focus Construction, LLC

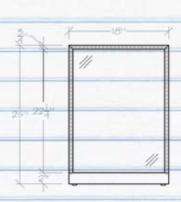




Headboard 80''W x 3<sup>3</sup>/4''D x 45''H









Nightstand 18"W x 18"D x 25"H Continental Hotel South Beach, FL - Focus Construction, LLC













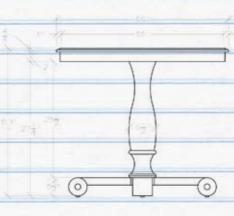
Mountain Run Boyne Falls, MI - Hospitality Resources & Design





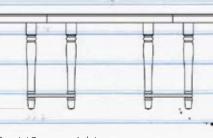
Dresser 42"W x 20"D x 36"H





Round Table 35''dia. x 30''H





Oval Dining Table
76"W x 36"D x 30"H.

Mountain Run Boyne Falls, MI - Hospitality Resources & Design











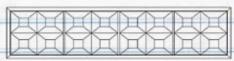
MVWC Waiohai Beach Club Kauai, Hl - Van Dresser Company





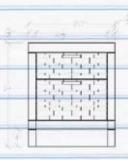
1V Console 42''W x 24''D x 40''H





Entrance Console
64"W x 15"D x 15"H

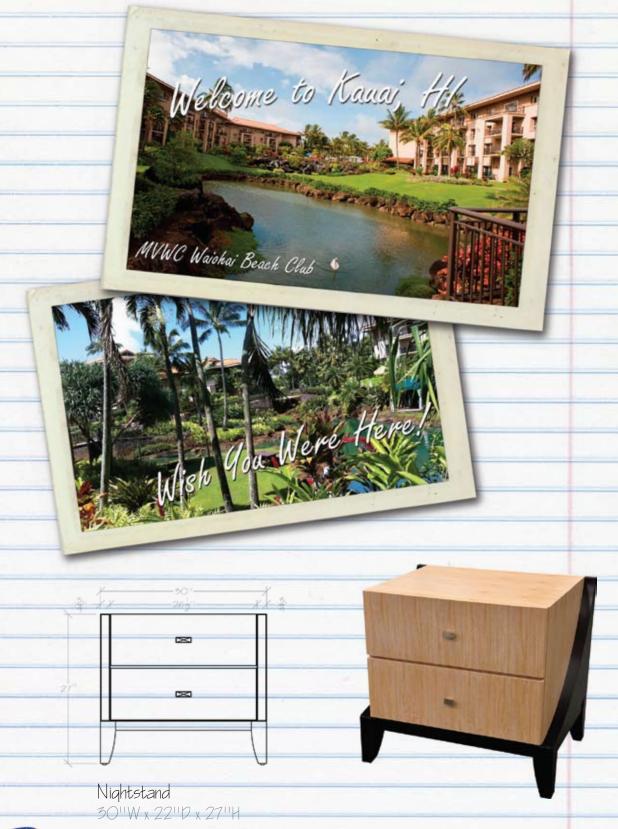




Side Table 20"W x 20"D x 24"H

MVWC Waiohai Beach Club Kauai, Hl - Van Dresser Company







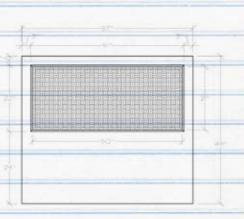




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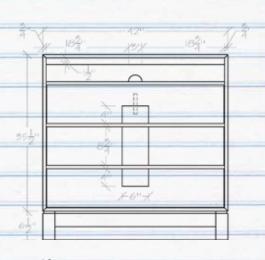
MVWC Waiohai Beach Club
Kauai, Hl - Van Dresser Company





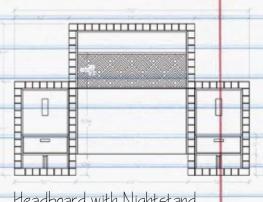
Double Headboard 57"W x 2"D x 49"H





Dresser 42"W x 24"D x 42"H





Headboard with Nightstand 138"W x 213/4"D x 89"H

MVWC Waiohai Beach Club Kauai, Hl - Van Dresser Company





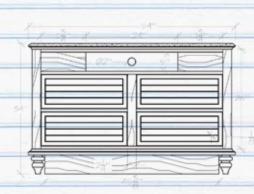




Marriott Ocean Watch Myrtle Beach, SC - KNA

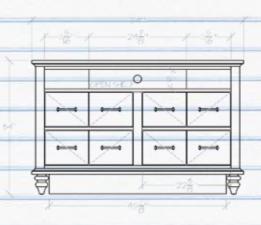






1V Console 54"W x 24"D x 34"H





1V Console 54"W x 24"D x 34"H

## Marriott Ocean Watch Myrtle Beach, SC - KNA





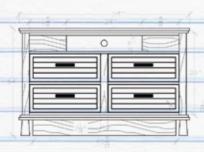
Nightstand 24"W x 24"D x 28"H





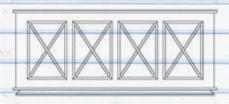
Nightstand 24"W x 24"D x 28"H





1V Console 54"W x 24"D x 34"H





Corridor Console
72"W x 24"D x 30"H









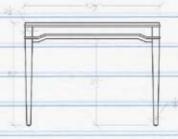
Marriott Ocean Watch Myrtle Beach, SC - KNA





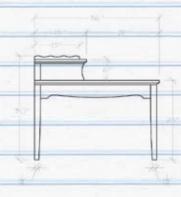
King Headboard 75"W x 3"D x 42"H





Entry Console 42"W x 181/4"D x 32"H





End Table 36"W x 161/2"D x 30"H





Headboard 66"W x 8"D x 60"H

Morrison Clark Inn Washington, DC - Forrest Perkins





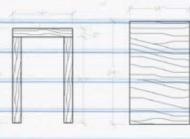
Raddison Paper Valley Appleton, WI - Gettys



Round Table 23"Dia. x 26"H







Side Table 14"W x 24"D x 22"H

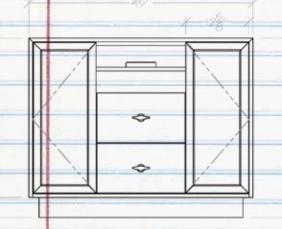


MVW Grand Ocean Resort Hilton Head, SC - Van Dresser Company



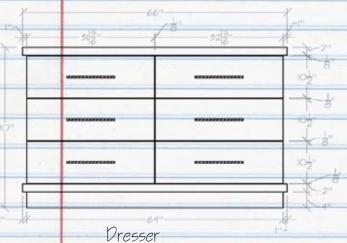






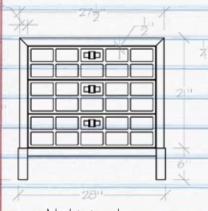
1V Console 45"W x 20"D x 36"H





06"W x 24"D x 40"H





Nightstand 271/211W x 2011D x 2711H







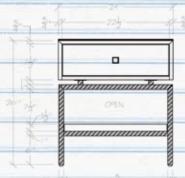
MVW Newport Coast Villas Newport, CA - Van Dresser Company



24''W x 24"D x 26"H



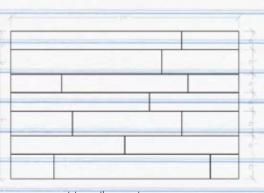




Nightstand 24''W x 18''D x 26''H



Nightstand 24"W x 18"D x 26"H



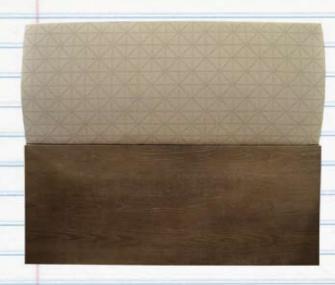
Headboard 74"W x 11/2"D x 48"H

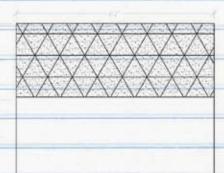






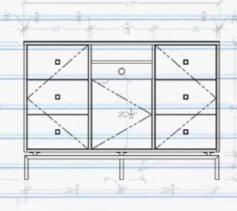
MVW Newport Coast Villas Newport, CA - Van Dresser Company





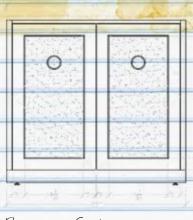
Headboard 62"W x 4"D x 48"H





**1V Cabinet** 57"W x 18"D x 40"H

Crowne Plaza Ravinia Atlanta, GA - Van Dresser Company



Beverage Center
43"W x 24"D x 39"H



Crowne Plaza Ravinia Atlanta, GA - Van Dresser Company





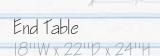




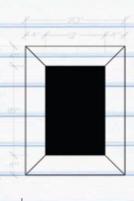
2014

MVW Shadow Ridge Palm Desert, CA - Van Dresser Company Purchased by The Carroll Adams Group





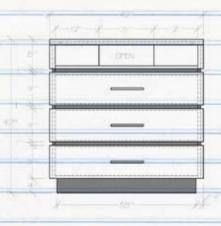




**Nightstand** 20''W x 22"D x 26"H

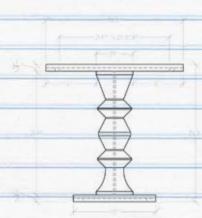
MVW Shadow Ridge Palm Desert, CA - Van Dresser Company Purchased by The Carroll Adams Group





**Dresser** 42"W x 24"D x 42"H





Round Gaming Table 30"Dia, x 30"H



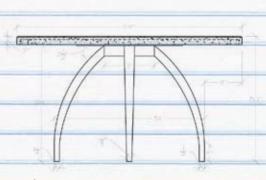


Table 54"Dia. x 30"H

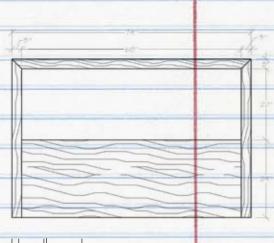






MVW Shadow Ridge Palm Desert, CA - Van Dresser Company Purchased by The Carroll Adams Group





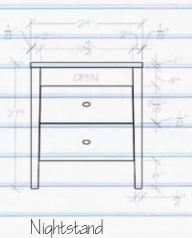
Headboard 74"W x 11 1/2"D x 49"H





30"W x 22"D x 26"H

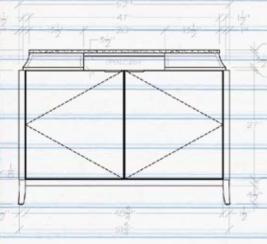




24"W x 22"D x 27"H







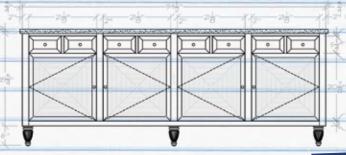
**Dresser** 52''W x 20''D x 38''H





Cabinet 96"W x 24"D x 36"H

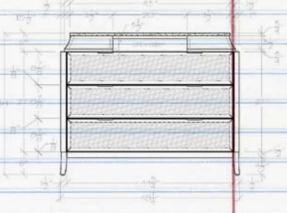






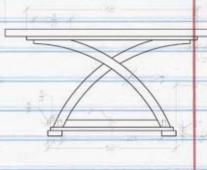






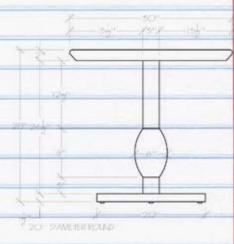
**Dresser**48"W x 20"D x 38"H





Dining Table
60"W x 38"D x 30"H



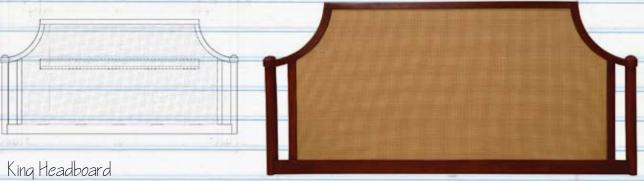


Side Table 30"Dia. x 28"H





King Headboard 74"W x 3<sup>3</sup>/4"D x 36"H



741/2"W x 21/2"D x 36"H



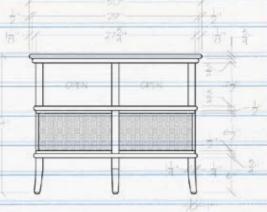


Cabinet 72"W x 24"D x 36"H



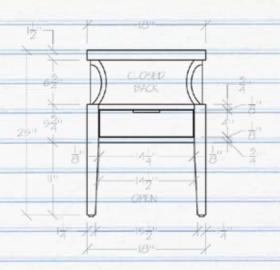






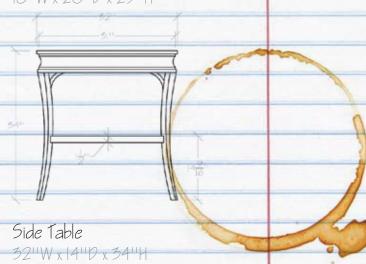
End Table 30"Dia. x 24"H





Nightstand

18"W x 20"D x 25"H



Homewood Suites Memphis, TN - Gettys







Emory Conference Center Atlanta, GA - Design Continuum, inc.









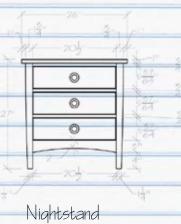


Emory Conference Center Atlanta, GA - Design Continuum, inc.









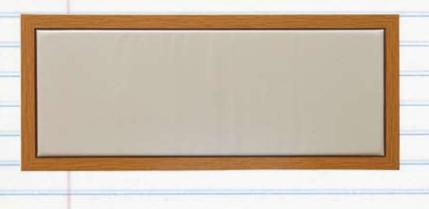
Nightstand 26''W x 17''D x 27''H

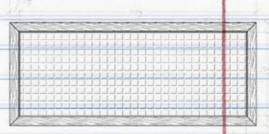




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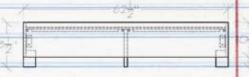
West 168th St. Hotel New York, NY - CJ Casa Group LLC





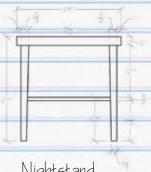
Headboard 62"W x 2"D x 26"H





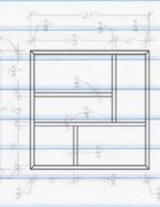
Queen Platform 621/2"W x 821/2"D x 131/2"H





Nightstand 24''W x 18''D x 24''H

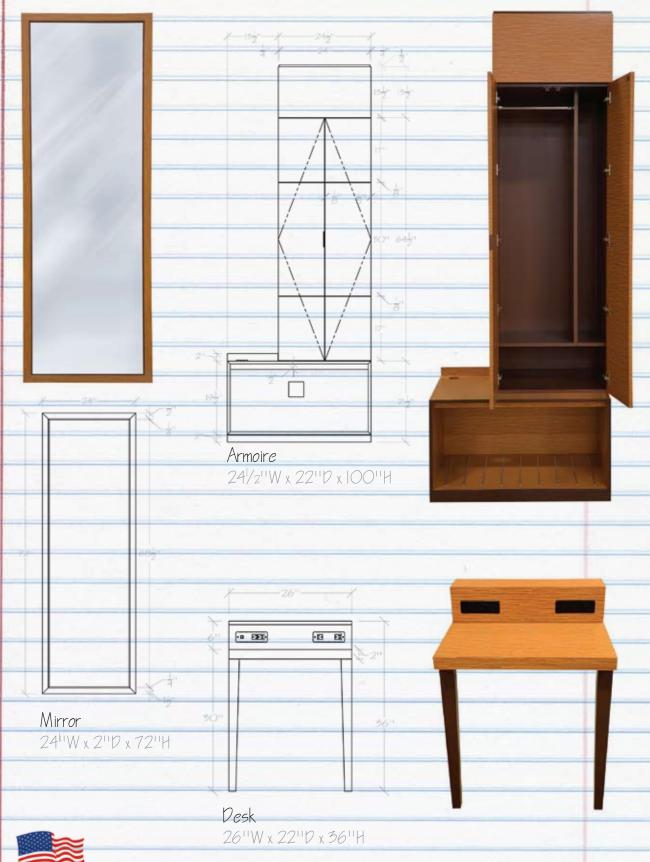




Bathroom Shelf 24"W x 8"D x 24"H

West 168th St. Hotel New York, NY - CJ Casa Group LLC









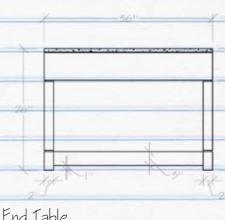


MVW Canyon Villas Phoenix, AZ - KNA

Purchased by The Carroll Adams Group





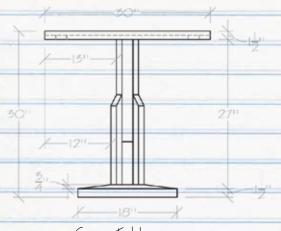


End Table 36"W x 18"D x 26"H

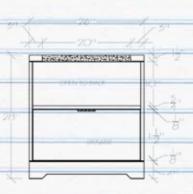


Dining Table 77''W x 48''D x 28/2''H MVW Canyon Villas Phoenix, AZ - KNA Purchased by The Carroll Adams Group

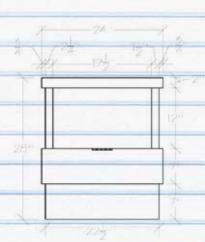




Game Table
30"Dia, x 30"H



Nightstand 26"W x 21"D x 28"H



Nightstand 24"W x 20"D x 28"H











MVW Canyon Villas Phoenix, AZ - KNA Purchased by The Carroll Adams Group



MVW Canyon Villas Phoenix, AZ - KNA Purchased by The Carroll Adams Group





Wet Bar 72"W x 24"D x 84"H



King Headboard 74"W x 4"D x 37"H



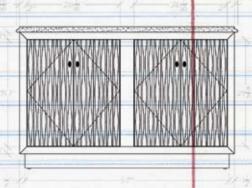






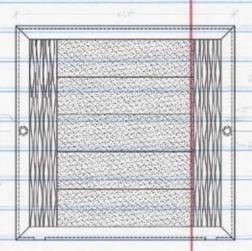
Best Western Premier Eden Resort and Suites Lancaster County, PA





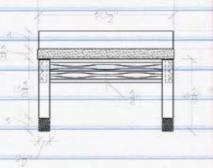
Six Drawer Dresser 61<sup>7</sup>/8"W x 24<sup>15</sup>/16"D x 39<sup>1</sup>/2"H





Queen Headboard 60''W x 21/4"D x 587/8"H





Luqqaqe Bench 31''W x 20''D x 22<sup>3</sup>/4''H

Best Western Premier Eden Resort and Suites Lancaster County, PA





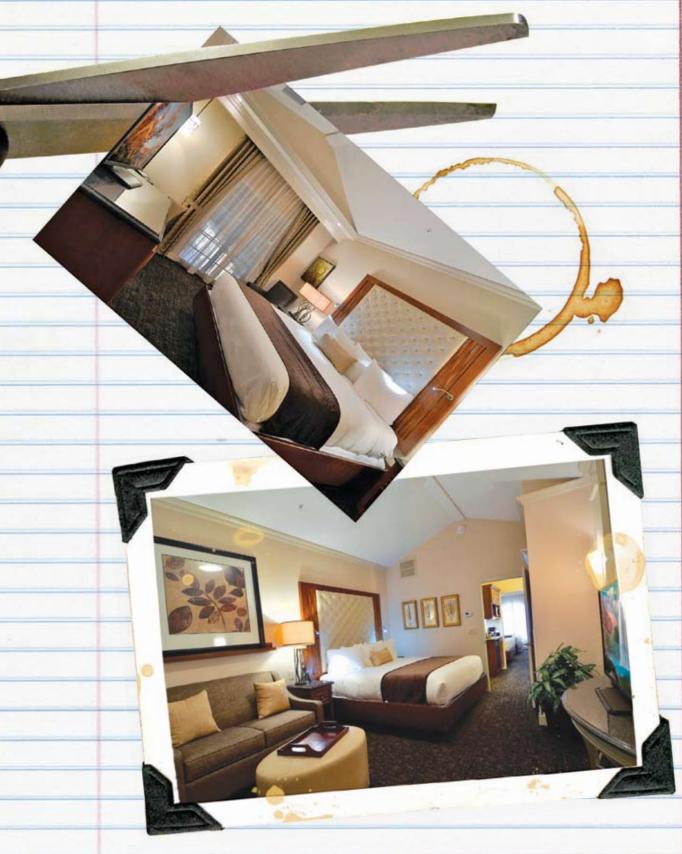






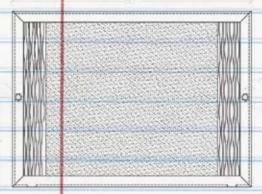
2014

Best Western Premier Eden Resort and Suites Lancaster County, PA



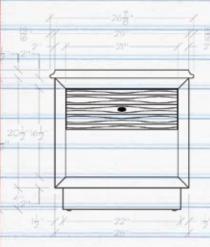
Best Western Premier Eden Resort and Suites Lancaster County, PA





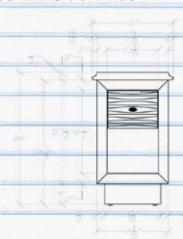
King Headboard 80''W x 21/4"D x 587/8"H





Nightstand Wide 26<sup>7</sup>/8''W x 18<sup>15</sup>/16''D x 26''H







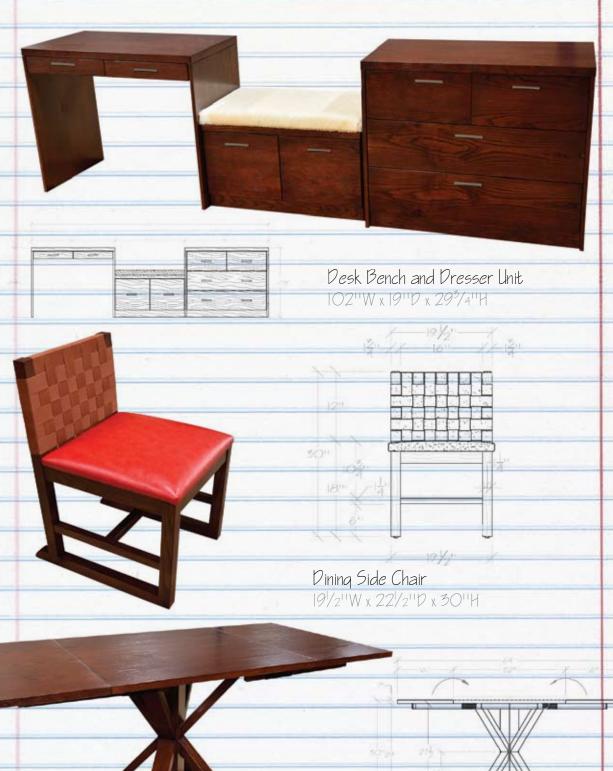


Nightstand 16"W x 18<sup>15</sup>/16"D x 26"H



2014

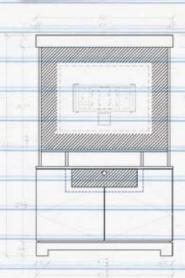
Hyatt Mountain Lodge Avon, CO - Worth Interiors



Hyatt Mountain Lodge Avon, CO - Worth Interiors

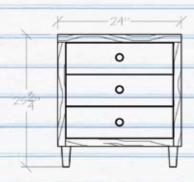






Hutch 46"W x 17"D x 74"H





Bedside Table 24"W x 24"D x 25<sup>3</sup>/<sub>4</sub>"H







2014

Casa Ybel Resort Sanibel Island, FL - Bayfront Interior Resources



Casa Ybel Resort Sanibel Island, FL - Bayfront Interior Resources







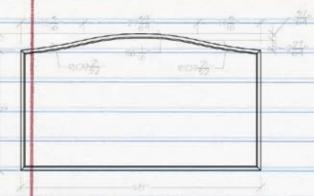




Casa Ybel Resort Sanibel Island, FL - Bayfront Interior Resources



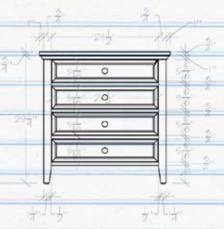






Headboard

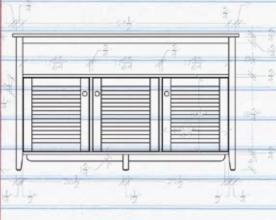
58"W x 3"D x 33"H





Nightstand

30"W x 20"D x 30"H



Dining Console 60"W x 17"D x 36"H





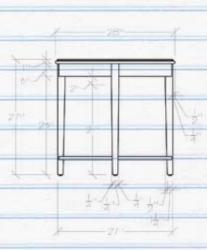






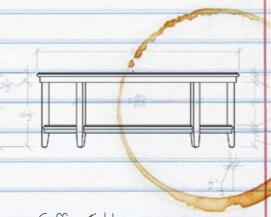
Bedroom Dresser 42"W x 20"D x 38"H





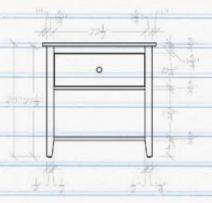
Side Table 28"W x 28"D x 27"H





Coffee Table 52"W x 32"D x 19"H



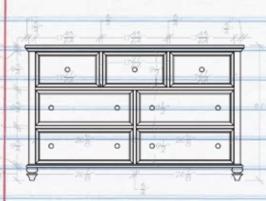




Nightstand 28''W x 20''D x 28''H



Nightstand 30''W x 19''D x 30''H



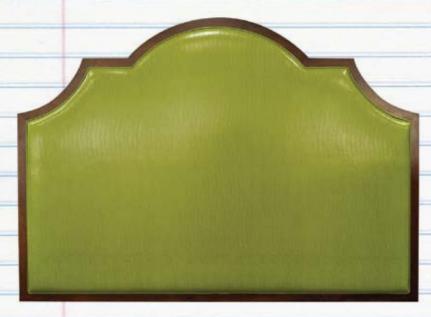


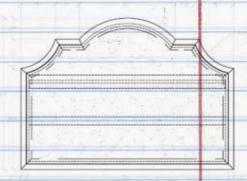
Dresser

60''W x 20''D x 37''H



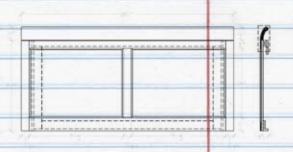






Headboard 80''W x 3''D x 57''H



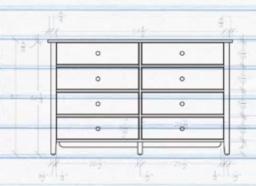


Headboard 80''W x 3''D x 39''H









**Dresser** 60''W x 20''D x 37''H



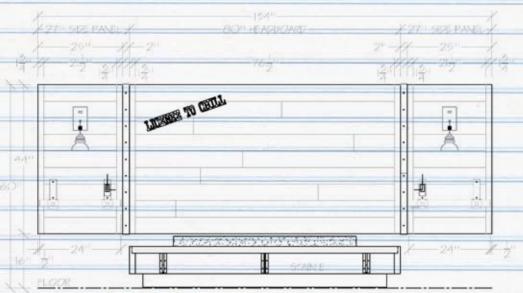




Margaritaville Island Hotel Pigeon Forge, TN - Design Poole, inc. Berman Purchasing

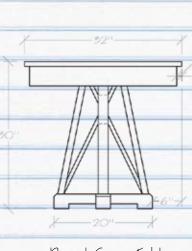






King Headboard with Side Panels

134"W x 2"D x 60"H









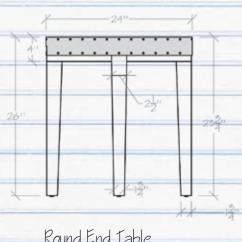


Margaritaville Island Hotel Pigeon Forge, TN - Design Poole, inc. Berman Purchasing



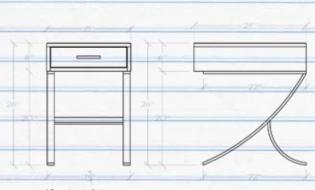
Margaritaville Island Hotel Pigeon Forge, TN - Design Poole, inc. Berman Purchasing





Round End Table 24''Dia. x 26''H





End Table 18"W x 24"D x 26"H













Classic Modern Lounge Chair





Inspired by Charles and Ray Eames, Paul Goldman developed the Modern Lounge Chair, an established classic that epitomizes the best in modern design.

Paul Goldman, a pioneer designer and manufacturer of molded plywood, created this chair in the 1950's. He incorporated many classic design elements and added a swivel and tilt mechanism for enhanced comfort. MODERN CLASSICS uses Goldman's original forms that produced valuable "Plycraft" antiques to ensure accurate interpretation of this design.

Relax into the swivel and tilt lounge chair, and swivel the ottoman to suit your own position. The top grain leather, cast aluminum hardware, and special ergonomic cushion provide the ultimate comfort and quality in seating. Select from Rosewood stain on Walnut veneer with a selection of fine leathers.







Standard Wood Samples These are just a few of the wide varieties available.



Figured Anigre



Beech



Mahogany



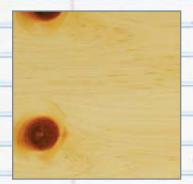
Ash



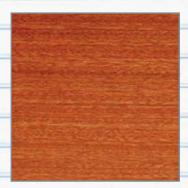
Quartered Oak



Walnut



Knotty Pine



Ribbon Striped Sapele Mahogany



Plain Sliced Cherry



White Oak



Rift Red Oak



Maple

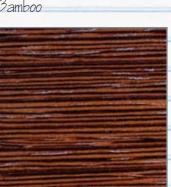
## Exotic Wood Samples These are just a few of the wide varieties available.













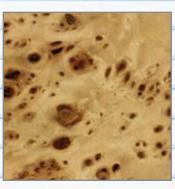














Pommele Sapele

Mapa Burl

Walnut Burl







Finishes may slightly vary subject to the natural characteristics and grain structure of solid wood or veneers. Sample finishes will be supplied promptly upon request.

Model room delivery is normally 3-5 weeks from receipt of order approval. Production orders require 8-11 weeks after order approvals. Please confirm all deliveries with our customer service department via email.

Email: clientservices@aaihospitality.com

Prices are based on blanket wrap deliveries. Cost of cartoning can be added if required.

Requests for Quotes: Email: quotes@aaihospitality.com Fax: 610,439,4141

Orders:

Email: orders@aaihospitality.com Fax: 610,439,4141

COM/COL and Sample Finishes should be Mailed to:

American Atelier Inc. (AAI)

American Atelier Inc. (AAI 2132 Downyflake Lane Allentown, PA 18103

For all project inquiries contact David Goodman 610-439-4040









Manufacturers of Fine Hospitality Furniture

## 2014 Product Catalog

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