

## The Via Motif Difference



- We craft every single piece <u>by hand</u>
- We <u>own our factory</u> in Indonesia, where we employ approximately 250+ skilled artisans and craftsmen (we control every single aspect of production)
- Our accessories are <u>contract quality</u>, intended for high volume hospitality settings
- We have extensive <u>custom capabilities</u> and <u>in-house R&D</u>, which we offer on a complementary basis, and which allows us to pioneer <u>VE options</u> as needed
- We <u>never discontinue products</u>; any piece that we've made once, we can reproduce, no matter how much time has passed since the original order

## The Flexibility of our Finishes



- We work with a wide range of finishes including: Leather Match, Lacquer, Resin, Wovens and Wood
- Most finishes are available in a variety of colors (or wood tones)
- Almost all of our finishes can be applied to most of our forms, which means incredible design flexibility!
- This look book is illustrative of some of our popular finishes, but it is just the tip of the iceberg...
- We work consultatively to help you get exactly what you are looking for... after you flip through these pages, give us a call (or email), and let's get started started!
  - Niki's contact info: 561-762-6551 or nzur@viamotif.com



### Smooth Leather Match

Quick Ship: Caramel stocked at our warehouse in California Produced to order: Wide range of color options







Guest bathroom accessories

Guestroom accessories

### Smooth Leather Match

Produced to order: Wide range of color options







Guestroom accessories

### Embroidered Leather Match

Produced to order: Wide range of color and embroidery options







Guest bathroom accessories

### Swatches - Smooth Leather Match

### Selected / Popular Colors

VIA MOTIF®



## Finish Facts – Smooth Leather Match



- Elegant and understated, with modern, clean lines
- High quality, durable synthetic leather for the high-volume, hospitality setting
- Available in a wide range of signature colors
- Ability to color match any Pantone, Benjamin Moore and Sherwin Williams color reference for projects of sufficient scale
  - No upcharge for custom color
  - A strong, VE alternative to Lacquer, given wide-ranging color flexibility
- Ability to incorporate design accents (e.g., embroidery, silk-screening and digital printing)
- Installed at: Ritz-Carlton Aruba, Atlantis Paradise Island, Renaissance Honolulu Hotel & Resort, Mandarin Oriental Palace Luzern, Enchantment Resort, and more!

Faux Shagreen Leather Match

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### Faux Shagreen Leather Match

Quick Ship: Champagne stocked at our warehouse in California







Guest bathroom accessories

Guestroom accessories

### Faux Shagreen Leather Match

Produced to order: Wide range of colors





Guest bathroom accessories

Guestroom accessories

VIA MOTIF®

### Faux Shagreen Leather Match with Wood Trim

Produced to order: Wide range of colors and wood tones







Guest bathroom accessories

## Finish Facts – Faux Shagreen Leather Match

- Pebbled texture, reminiscent of a stingray skin
- High quality, synthetic leather looks and feels like genuine leather but is more practical for hospitality setting
- Available in a wide range of signature colors
- Ability to color match any Pantone, Benjamin Moore and Sherwin Williams color reference for projects of sufficient scale
  - No upcharge for custom color
  - Single tone and tone-on-tone options
- Installed at: Ritz-Carlton Amelia Island and Grande Lakes, Hard Rock New York, Madrid, Marbella and Dublin; Mandarin Oriental Zurich, Godfrey Detroit and more!

### Swatches – Faux Shagreen Leather Match

#### Selected / Popular Colors

VIA MOTIF®



## Wave Textured Leather Match



11.3.

N⁰ T E N

### Wave Textured Leather Match – Single Tone

Quick Ship: Black, White and Gray stocked at our warehouse in California Produced to order: Wide range colors





Guestroom accessories

### Wave Textured Leather Match





### Wave Textured Leather Match





### Wave Textured Leather Match





### Swatches – Wave Textured Leather Match

### Selected / Popular Colors

VIA MOTIF®



White



Pearl White



Gray on Taupe



Cool Gray



Caramel



Java



Gray on Black



Black

## Finish Facts – Wave Textured Leather Match

- Subtle wave pattern is understated but sophisticated
- High quality, synthetic leather looks and feels like genuine leather but is more practical for hospitality setting
- Available in a wide range of signature colors
- Ability to color match any Pantone, Benjamin Moore and Sherwin Williams color reference for projects of sufficient scale
  - No upcharge for custom color
  - Single tone and tone-on-tone options
- Installed at: Mandarin Oriental Luzern and Zurich; Four Seasons Atlanta, Pendry Newport Beach, Natirar and Washington DC; Montage Deer Valley and Kapalua; and more!



# Jumbo Woven Embossed

## Leather Match



### Jumbo Woven Embossed Leather Match

Quick Ship: Stocked at our warehouse in California



Guestroom accessories





### Jumbo Woven Embossed Leather Match

Produced to Order: Wide Range of Colors and Accents





Guestroom accessories

#### Guestroom accessories

### Finish Facts – Woven Embossed Leather Match

- VIA MOTIF®
- Woven texture (without the actual weave) offers the benefits of Leather Match
- High quality, synthetic leather looks and feels like genuine leather but is more practical for hospitality setting
- Available in a wide range of signature colors
- Ability to color match any Pantone, Benjamin Moore and Sherwin Williams color reference for projects of sufficient scale
  - No upcharge for custom color
  - Single tone and tone-on-tone options
- Installed at: Lively Hotel on Oak (Tapestry Collection), Four Seasons Nevis, Chatham Bars, Jumby Bay and more!

## Woven Leather Match



### Broadweave Leather Match

### Produced to order: Wide range of colors





Guestroom accessories

### Broadweave Leather Match





### Broadweave Leather Match

# VIA MOTIF®



### Classic Weave Leather Match





### Classic Weave Leather Match





## Finish Facts – Woven Leather Match



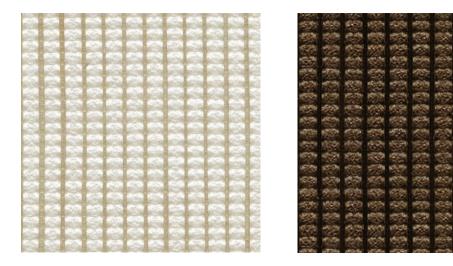
- Beautiful woven aesthetic lends textural interest and warmth to its spaces
- Crafted from our smooth leather match, which is stripped and hand-loomed by the skilled artisans at our company-owned factory
- Available in a wide range of signature colors and woven patterns (e.g., broadweave, classic weave, chevron, etc.)
- Ability to color match any Pantone, Benjamin Moore and Sherwin Williams color reference for projects of sufficient scale
  - No upcharge for custom color
- Installed at: Hilton Miyako Island Resort, Hard Rock Hollywood and Tampa, Salamander Washington DC, Loews Arlington, Greenehouse Palm Beach Ocean Resort, and more!

### Swatches – Woven Leather Match

Selected / Popular Colors

VIA MOTIF®

Classic Weave Leather Match



Pearl White

Topaz

Broadweave Leather Match





Topaz

Gray Metallic

VIA MOTIF

Pandan

### Pandan with Leather Match Trim

Produced to order: Wide range of color options for Pandan and trim







Guestroom accessories

### Natural Pandan with Teak Trim

Quick Ship: Stocked at our warehouse in California Produced to order: Wide range of Pandan colors and wood tones





Guestroom accessories

Guest bathroom accessories

VIA MOTIF®

### Pandan

Quick Ship: Java and Natural stocked at our warehouse in California Produced to order: Wide range of Pandan colors





Guest bathroom accessories

Guestroom accessories

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### Swatches - Pandan

### Selected / Popular Colors



Natural



Gray



Java



VIA MOTIF®

Black



Acorn





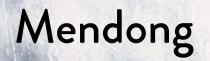


Spice

# Finish Facts - Pandan



- Beautiful, woven aesthetic
- Natural fiber crafted from the Pandan leaf, with a strong sustainability story
  - Completely renewable resource, harvested by hand in a manner that allows the Pandan plant to thrive and grow indefinitely
  - Purchased with fair market prices from local suppliers in Indonesia with whom we've worked with for over a dozen years
- Available in a wide range of colors, but most commonly ordered in earthy tones like Java and Natural
- A material we've worked with since our company was founded nearly 30 years ago, and still one of our most popular today
- One of our most moderately priced finishes (prices based on materials cost and labor involved)
- Installed at: Rosewood Le Guanahani, The Setai Miami Beach, The Boca Raton, and more!



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### Natural Classic Mendong with Wood Trim

Quick Ship: Stocked at our warehouse in California Produced to order: Wide range of Mendong colors and wood tones





Guest bathroom accessories



Guestroom accessories

### Classic Mendong with Leather Match Trim

Quick Ship: Java and Natural stocked at our warehouse in California Produced to order: Wide range of Mendong colors and trim







Guestroom accessories

## Broadweave Mendong

Produced to order: Wide range of Mendong and accent colors





#### Guest bathroom accessories

Guestroom accessories

## Chevron Mendong with Colorful Accents

Produced to order: Wide range of Mendong and accent colors







#### Guestroom accessories

## Chevron Mendong with Metallic Accents

Produced to order: Wide range of Mendong colors







Guest bathroom accessories

Swatches – Mendong

### Selected / Popular Colors



### Classic Mendong





Java

### Chevron Mendong

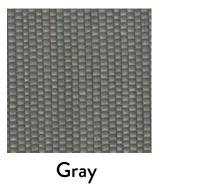


Java Copper

### Broadweave Mendong



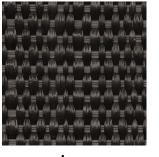
Natural







Gray



Java

# Finish Facts - Mendong



- Beautiful woven aesthetic lends textural interest and warmth to its spaces
- Natural fiber crafted from the Mendong grass, with a strong sustainability story
  - Indigenous to Indonesia, Mendong grass grows in fields and helps to purify ground water
  - Each harvest can be cut six times prior to replanting
  - Hand-loomed by the skilled artisans at our company-owned factory
- Available in a wide range of colors, but most commonly ordered in earthy tones like Java, Gray and Natural
- Installed at: Hyatt Regency Tamaya, Ritz-Carlton Dove Mountain, The Boca Raton, Rand Tower (Tribute Portfolio), LondonHouse (Curio Collection) and more!



# VIA MOTIF

## Polyweave



### Produced to order: Wide range of colors



#### Guestroom accessories

F&B accessories

## Plaited Polyweave

# VIA MOTIF®

### Produced to order: Wide range of colors





Guest bathroom accessories

Public space accessories

# Finish Facts – Polyweave Leather Match



- Beautiful woven aesthetic
- Crafted from recycled polypropylene straps
- Polyweave forms are organic in nature while Plaited Polyweave forms are structured and more rigid
- Available in Ivory, Gray, Java and Black as well as multi-tone
- Well suited for areas exposed to moisture and humidity, so popular in spas, pool areas and public restrooms, (e.g., spa hampers)
- Installed at: Four Seasons Fort Lauderdale, Dubai Water Canal, Doha, Atlantis Paradise Island, Ritz-Carlton Dorado Beach, and more!

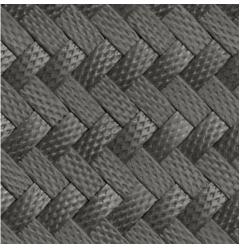
## Swatches – Polyweave and Plaited Polyweave

### Selected / Popular Colors





Pearl White



Gray



Java



Japa



### Lacquer

Quick Ship: White lacquer stocked at our warehouse in California Produced to order: Any color reference, in gloss or matte finish





Guest bathroom accessories

## Lacquer with Resin Accents



Produced to order: Wide range of colors, available in both gloss and matte finish



## Lacquer with Wood Trim



Produced to order: Any color reference, in gloss or matte finish; wide range of wood tones



*Guest bathroom accessories* 

### Lacquer with Silk-Screened Accents



Produced to order: Any color reference, in gloss or matte finish; wide range of wood tones



# Finish Facts – Lacquer



- Sleek and modern, with crisp, clean lines
- Produced to order in any Pantone, Benjamin Moore and Sherwin Williams color reference
  - No upcharge for custom color
  - Gloss and matte finish options
- Ability to incorporate design accents such as hand-painted trim, silk-screening and digital printing
- Installed at: Raffles Boston, Four Seasons Cabo del Sol, Waldorf Astoria Orlando, Fairmont Kea Lani, Element Reno, Mandarin Oriental Luzern and Zurich, and more!

# Resin





SDYLOHIS

AND WASH

## Sand Resin

### Produced to order: Wide range of colors







Guest bathroom accessories

Resin



Produced to order: Wide range of colors



Guest bathroom accessories

### Mixed Materials with Glass Resin Accents



Produced to order: Wide range of colors, available in both gloss and matte finish



# Finish Facts - Resin



- Sleek, modern with crisp, clean lines
- Weighty in feel (substantial heft when you hold it in your hand)
- Offered in a variety of options, including "Opaque," "Sand" and "Glass"
- Produced to order in any Pantone, Benjamin Moore and Sherwin Williams color reference
  - No upcharge for custom color
  - Gloss and matte finish options
- Installed at: Montage Big Sky; Mandarin Oriental Luzern and Zurich, Four Seasons Palm Beach, Fort Lauderdale and Casablanca; Grand Hyatt Washington DC and Atlanta and more!



Wood



Produced to order: Wide range of colors, available in both gloss and matte finish



Wood



Produced to order: Wide range of colors, available in both gloss and matte finish



Wood



Produced to order: Wide range of colors, available in both gloss and matte finish





Guestroom accessories

# Finish Facts - Wood



- Rustic yet refined, wood contributes warmth along with a connection to nature and the outdoors
- Crafted from Teak, Sungkai (oak variety indigenous to Indonesia), Palm Wood and Bamboo
- Produced in a range of signature tones; ability to match custom match for projects of sufficient scale
- Customers include: Ocean House, Four Seasons Fort Lauderdale and Palm Beach, Tommie Hotel, The GreeneHouse Resort