

One Furniture Maker Stays Contemporary and Competitive.

With the advent of flat screen TVs, furniture designs for hotels have undergone a major transformation.

One of the first to recognize this trend was Sorrentino Mariani & Company. The case good manufacturer prides itself on identifying and quickly adapting to new movements in the hospitality industry.

“When the flat screen televisions became popular, we immediately saw a shift towards lowboys,” says Felicia Mariani, who, along with her husband Rick own and run Sorrentino Mariani and Company.

“Our experience and product knowledge allowed us to easily make the transformation to contemporary pieces while keeping the quality and affordability we’re known for,” says Rick.

This is best illustrated by one of the company’s latest groups, Baldwin. “The real trend now is contemporary,” says Felicia, “and Baldwin is contemporary from top to bottom.

Baldwin screams “contemporary” with its sleek design and use of mixed media. Wenge veneer gives the group its deep, rich appearance, while metal accents and legs complete the look.

“The beauty of Baldwin is its versatility,” says Felicia. “You can feature your flat screen TV on our all-in-one, plus it doubles as storage space and work space. The desk is what gives Baldwin its uniqueness. It has this great metal top, and when you’re not using it, you can tuck it out of the way under the console.”

Sorrentino Mariani have created a wide variety of contemporary pieces lately, but they still do their fare share of traditional and transitional lines. “We’re set up to handle anything,” says Rick. We quickly adapt to any order.”

What Sorrentino Mariani and



From top, clockwise: Baldwin all-in-one, Baldwin Dresser, Baldwin Desk with metal top.

Company delivers is affordable furniture of the highest quality, and made in America.

“Made in America” is very important to us,” says Rick. “We’ve explored the idea of manufacturing overseas, but it all comes down to quality, price and dependability.” We can’t guarantee any of those with the overseas option.”

By keeping manufacturing in America, Sorrentino Mariani and company controls the process and makes certain that the client’s wishes are effectively communicated. “We don’t have to worry about furniture

not arriving on time and we don’t have to worry that the furniture isn’t up to the quality we, and our clients, require, says Felicia.”

“Product knowledge and experience is the key for us,” Says Rick. “These allow us to optimize the budget of each project. We have learned how to maximize every component and every stage of the manufacturing process.”

“It allows us to remain extremely competitive in this global marketplace” adds Felicia.

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