

Custom Suspended Mobile + Lighting Solution

Marriott Salt River

Custom Suspended
Mobile + Slim Ring
Lighting Solution
Scottsdale, Arizona



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Marriott Residence Inn

Project: Marriott Residence Inn Salt River

Completed: 2018

Location: Scottsdale, Arizona

Specifier: Cornerstone Design

(Final Installation Photo Credit: Cornerstone Design)

Project Overview

My Role - Project Manager

The Salt River Marriott Residence Inn is unique to the standard Residence Inn product, not only in design details but also being one of the first to be built on U.S. tribal lands. The specifier worked with the the Salt River Pima-Maricopa Indian tribal leaders to create design details in the custom bird mobile and in the mural illuminated by our LA2 Slim Ring light fixtures, upon entering the building. The overarching goals of this project were to demonstrate respect toward and incorporate the influences of the Salt River Pima-Maricopa Indian Community.

I entered the project while it had been in development stages and quoted by another LightArt PM, being spearheaded by another specifier design firm. Since I came into the project picking up where things were left off, as did the new specifier, time was of the essence and gathering the necessary information from outside sources proved to be a bit challenging.

The mobile configuration was a suspension style I created and had not been done before. Additionally, all of the work I created in detailing the layout and designing the hanging/installation schematic, became a new method for our design and sales team, and created the unique and subtle tribal influence in the decor the end user was seeking for the space.



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Obstacles

As stated earlier, the project had been in the hands of another LightArt PM and developed with another specifying design firm.

Photo 1. Is the neighboring Courtyard Marriott interior mobile, that the specifier wanted to create a similar installation in this new project.

Photo 2. The first round of sampling our standard bird mobile cut out shape was heat formed and provided for review. The designer did not care for the basic shape or color.

Photo 3. The second round of sampling in a variety of colors, finishes, and cut out shape style. The designer came back with feedback regarding those samples - still no Goldilocks sample.



1.



2.



Client likes detail of wings and the way in which the wings are angled back and down as if bird is in flight. She likes the head and beak on this bird too; however, she would like the transition between head and beak to be smoother and more curved.

Client likes the tail of this bird and how it's angled up. She also likes the way the entire bird was heat formed compared to the other birds.

Client doesn't like this bird.

3.

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Project Process Details

The initial budgetary quote from the previous LightArt PM (pictured right) changed concept drastically when I began to piece together the new details from information fed to me via the LightArt sales rep and from conference calls I had with both the sales rep and the designer.

Apparently, sampling had gone through yet a third round in a range of blue hues, in the desired bird shape from the previous design specifier. The new direction was to be a layout that would look like a flock of birds taking flight, positioned around the reception room.

Additionally, the designer wanted to bring in the symbolism of the tribe, the bird, which is traditionally drawn and woven in a bow-tie and central stick body.

In the following page of images, you can see the transition of visual sharing, that took place to work out the exact vision the designer was hoping to capture. This is where I came up with the solution to hang the "birds" like a jewelry necklace assembly, on the side, versus attempting to get the flat shape to balance on a cable with other shapes. I did my best to explain how they would flop and there would be less charm to the overall aesthetic of the installation.

BUDGETARY QUOTE MARRIOTT SCOTTSDALE PID # 300261

VARIA BIRDS MOBILE

720 hand-formed birds hung on 180 SS aircraft cables

Unit Price: \$42,795
Quantity: 1
Lead-time: 8-10 weeks

MATERIALS

- Material: Varia Ecoresin (75% PGB + 25% Reflect+CS)
- Gauge: 1/8"
- Front Finish: TBD
- Back Finish: TBD

LIGHTING

Lighting is out of LightArt's scope of supply

HARDWARE

- (180) Stainless steel cables to canopy, adjustable 4'-10"
- **Final cable count and layout to be determined during submittal process**

LIGHTART FABRICATION

- Engineering
- CNC cut all patterns
- Clean all edges
- Sanding
- Heat Forming - hand form birds
- Attaching shapes to aircraft cables

CRATING & SHIPPING

Crating Price: \$1,309
Shipping to AZ: \$2,054

Project Total: \$46,218.00

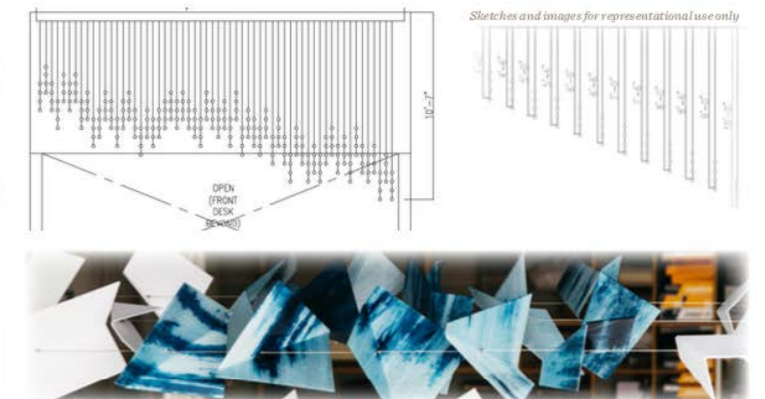
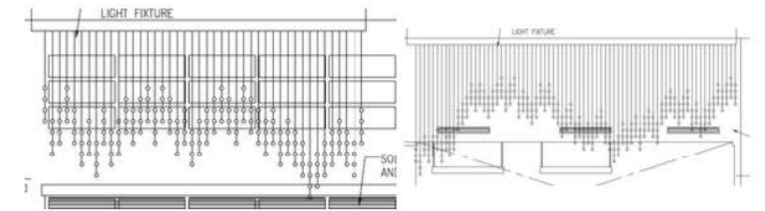
*Pricing does not include main bar, Shatter Glass. This will be billed if 3-Party LightArt does not receive a timely drawing. This does not constitute a contract.
** Changes in quantity and/or material will affect the unit price of this product.

This document is prepared for budgetary purposes only. It does not represent a binding contract or an agreement for services. Pricing is valid for 30 days.

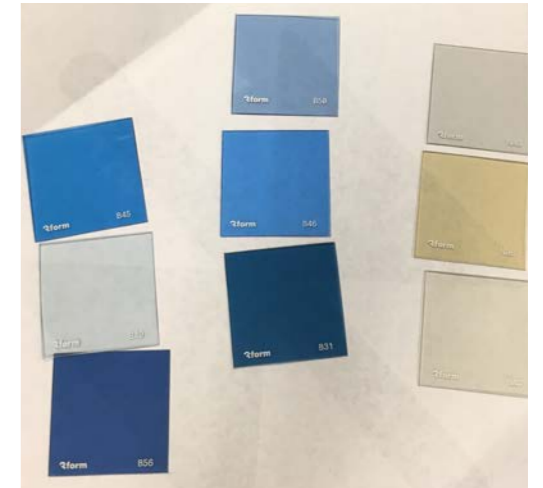
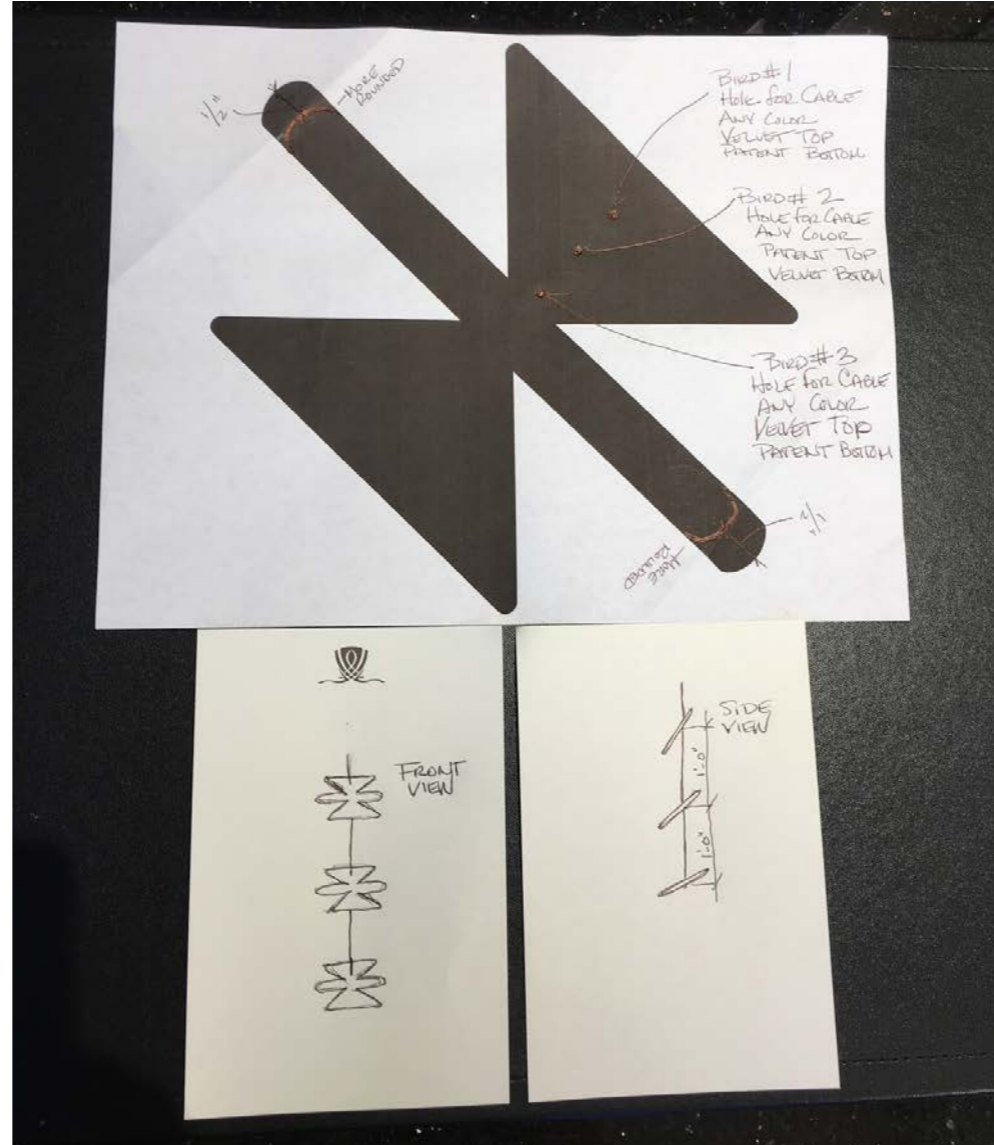
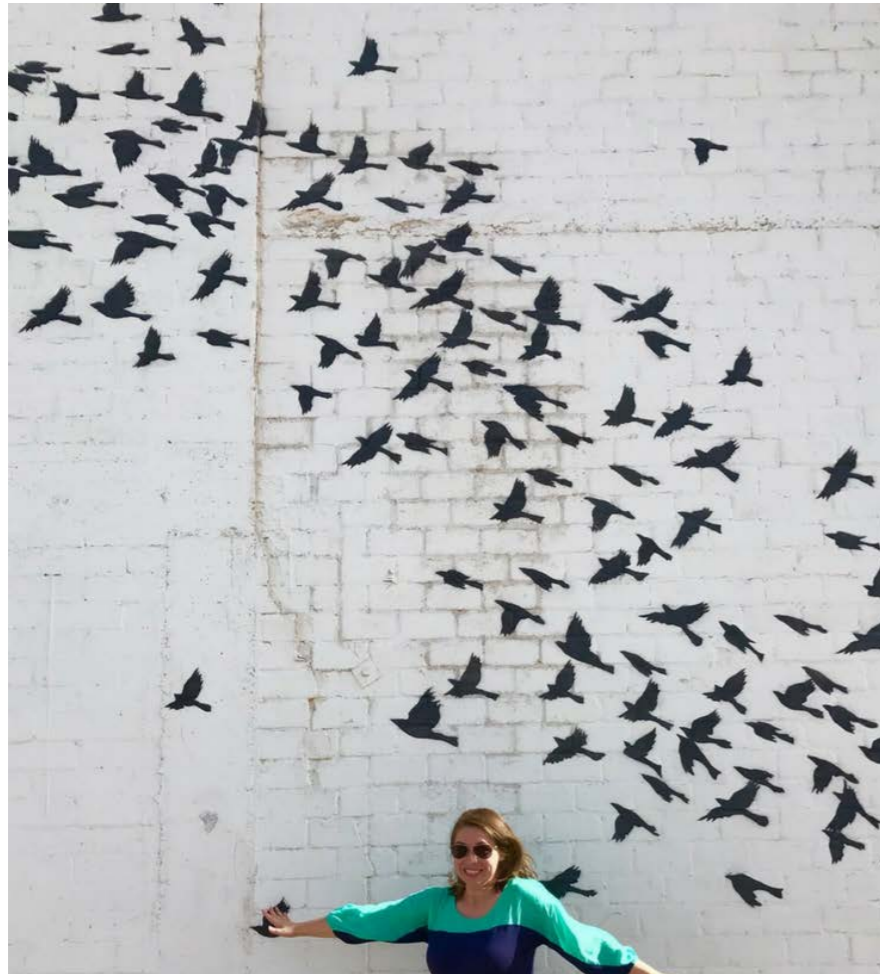


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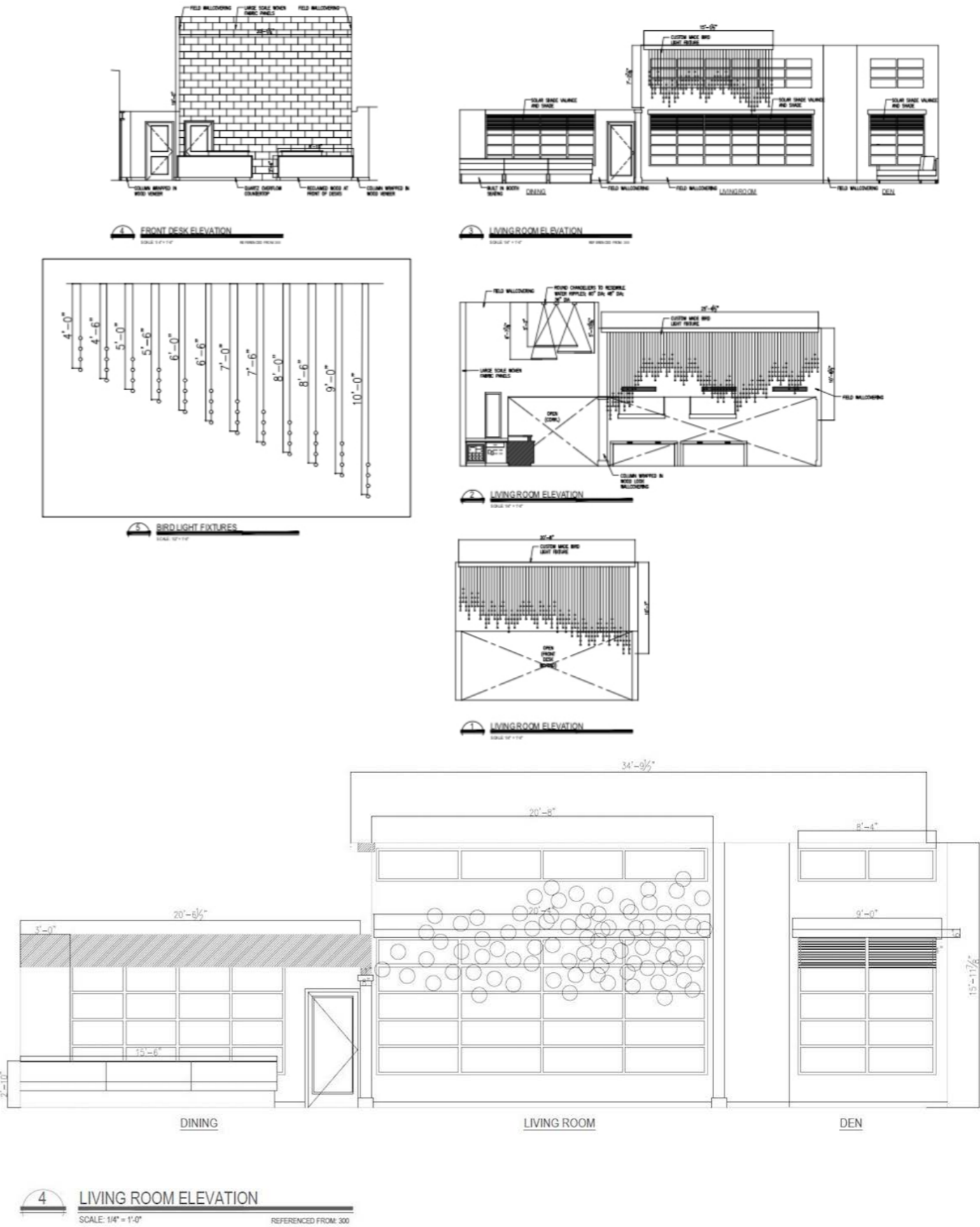
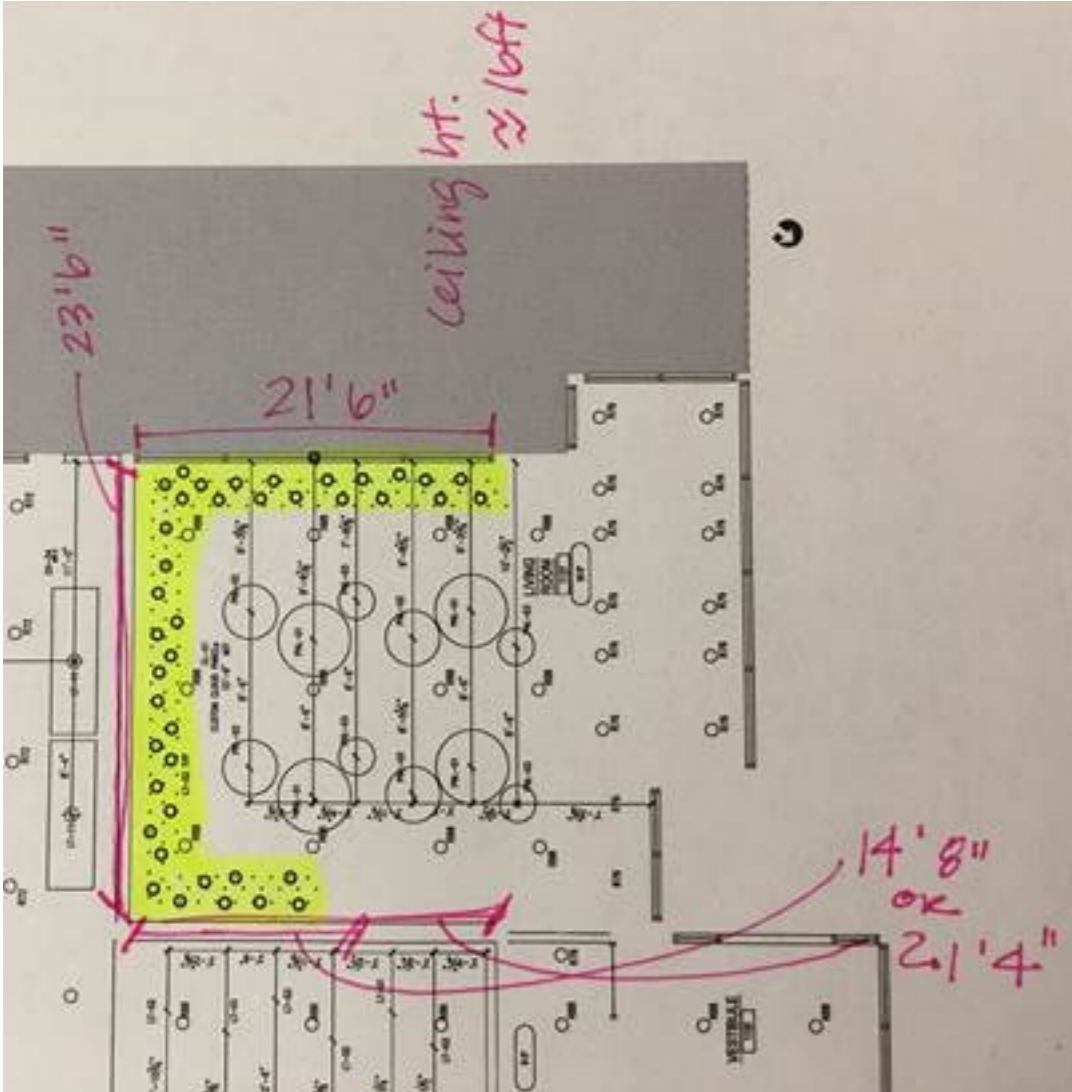
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Project Process Details

It was a bit of a cat and mouse game to get the exact measurements, up to date ceiling and lighting plans, and a visual aid of the overall concept from the design specifier. When I finally was able to gain the up to date RCP (shown below with my highlight + measurements extracted via phone call), I took the reins of the project and devised a plan to create a diagram, measurements to provide to my CAD team, that would then be turned into a full size template and key that the installer could easily work off of.



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Below: The final approved budgetary quote, I created in SketchUp a detailed diagram with measurements and in Adobe Illustrator a color coded plan, so that the design specifier could relay the information clearly to the tribe for approval and to prepare the installer for what was to come.

MARRIOTT RESIDENCE INN PROJECT DETAILS FOR INSTALLATION QUOTE

CUSTOM BIRD MOBILE

Quantity: (251) Birds; (63) Strands; (1) Template
 Dimensions: 6" x 6" Bird; Spacing between each bird 6" on strand, strands 9ft A.F.F., longest strand = 7'0"
 Lead-time: 8-10 weeks
 Design Template: LightArt provides layout and design, full-sized paper pick point templates for locating ceiling mount installation placement. Layout on floor and laser up for 1/4-20 threaded rod placement for each strand connection point.

MATERIALS

Material: Varia Eco Resin - (4) colors
 - Tide (63 birds)
 - Gypsum (63 birds)
 - Nebulous (63 birds)
 - Moonstone (62 birds)
 Gauge: 1/8"
 Front Finish: Velvet
 Back Finish: Patent

LIGHTING

- NO lighting provided by LightArt, architectural and natural light provided and installed by others.

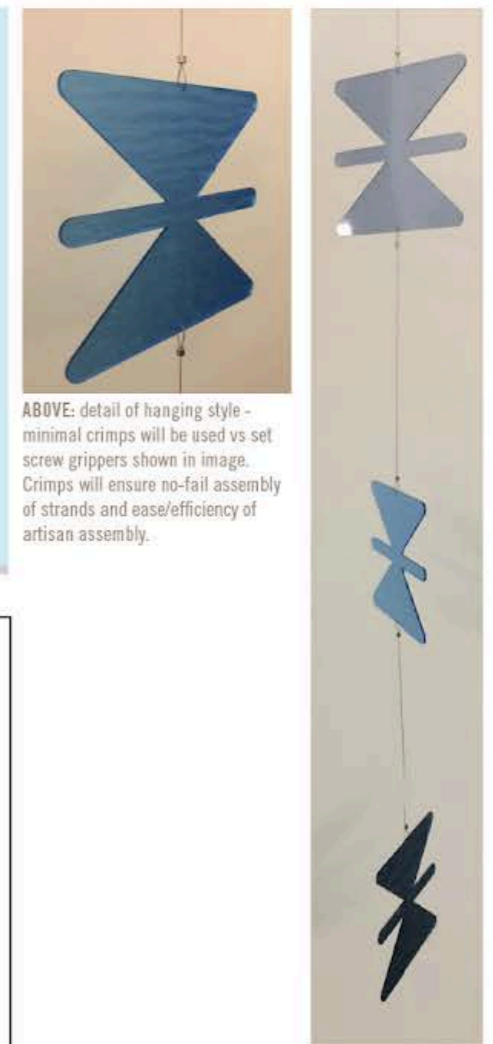
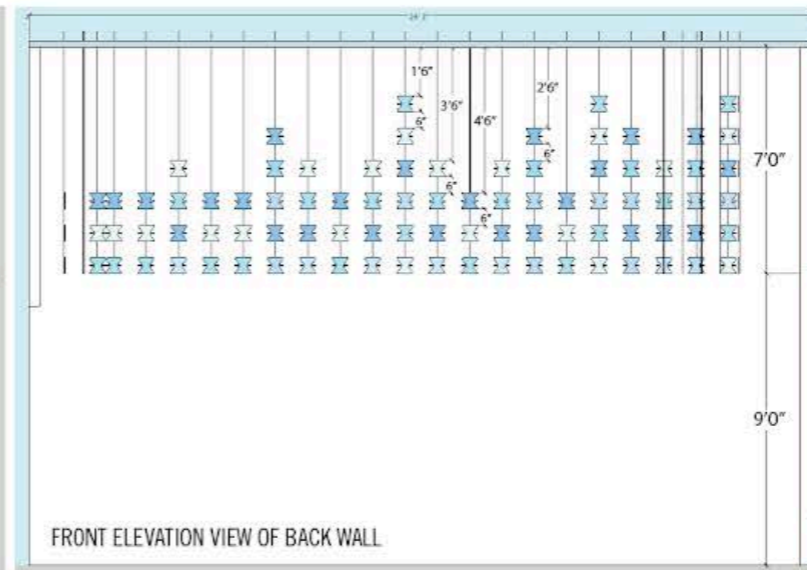
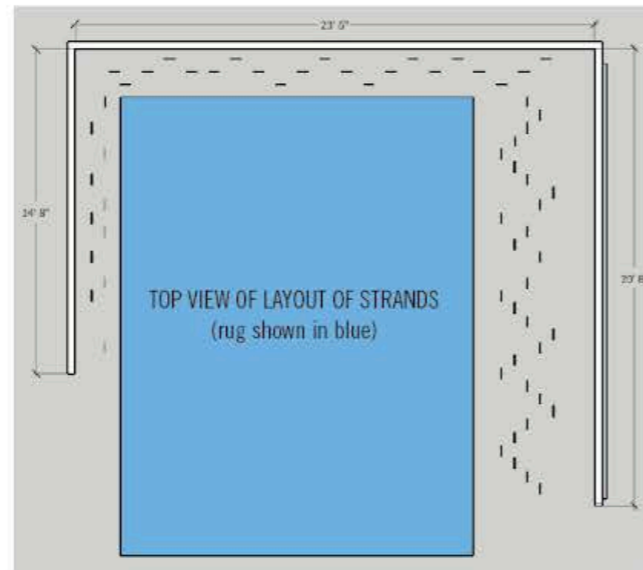
HARDWARE

- (63) Stainless steel cables at 7'0" max suspension length - 1/32" gauge // 9'0" A.F.F.
 - Crimps to be used to secure jewelry-like application of birds hanging perpendicular to the ceiling, (2) through holes on each side connecting the birds on the strand like a chain (6" between each bird on the strand).
 - Max. weight of 6-bird strand = 1.5 lbs.

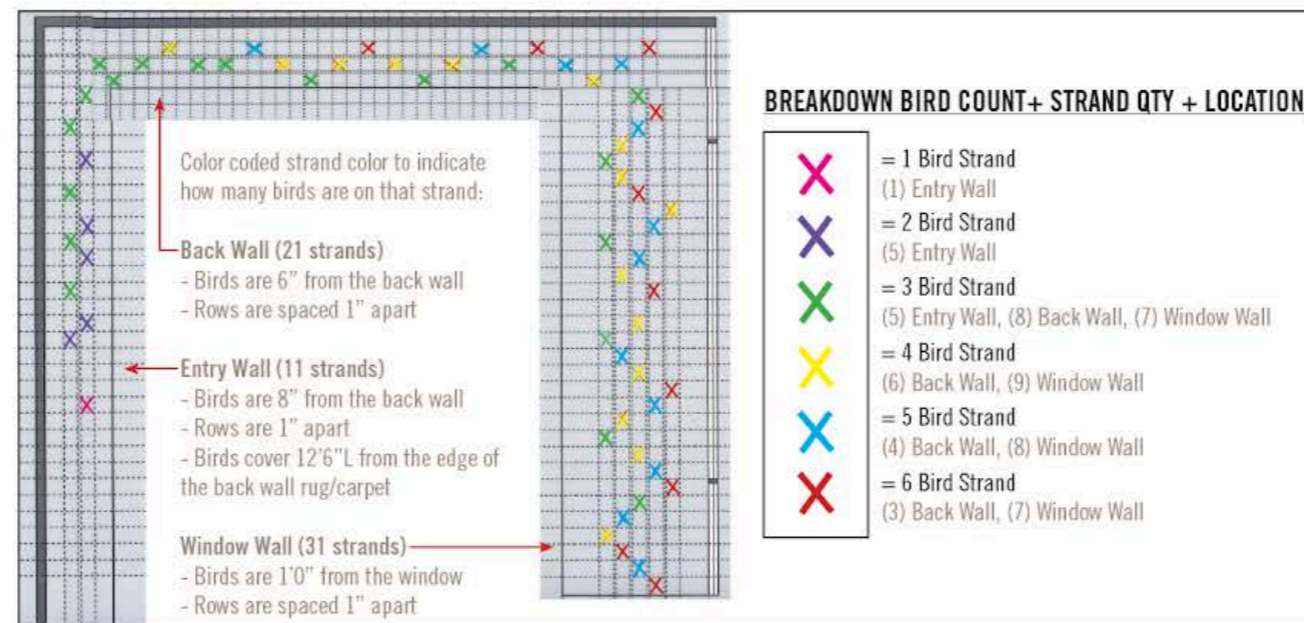
CRATING & SHIPPING

- (1-2) 4'0" x 4'0" x 4'0"H (max), 250 lbs. max each pallet (mobile double boxed and plastic wrapped) boxes or custom crate, will arrive to delivery site and need to be stored in climate controlled building interior.
 - Lift gate can be provided upon request, an additional \$100 will be added for this request.
 - Fork lift will be required (by others) for transferring crates from delivery truck to building interior. Please make sure doorway is large enough to account for pallet size.

Use of an incandescent bulb will negate the warranty and damage our product
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ABOVE: detail of hanging style - minimal crimps will be used vs set screw grippers shown in image. Crimps will ensure no-fail assembly of strands and ease/efficiency of artisan assembly.

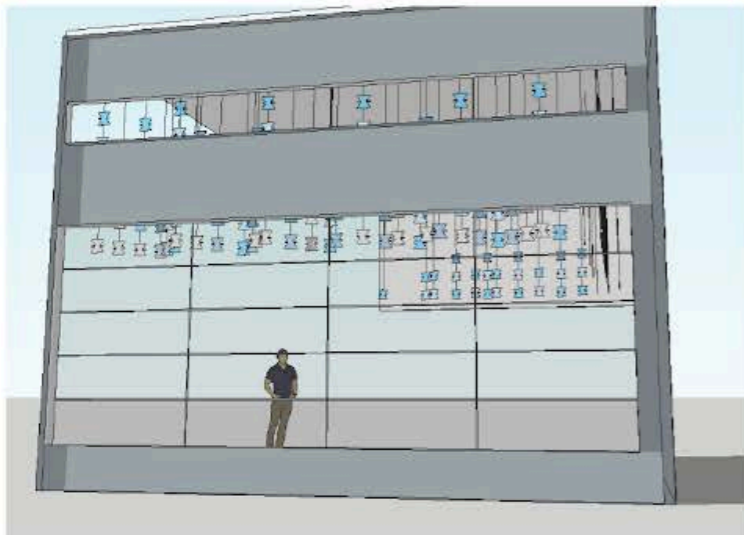


ABOVE: Mock up - bird mobile strand. Birds will rotate & exist in varied axis on cable, adding to the visual variety. 6" cable spacing between each bird.

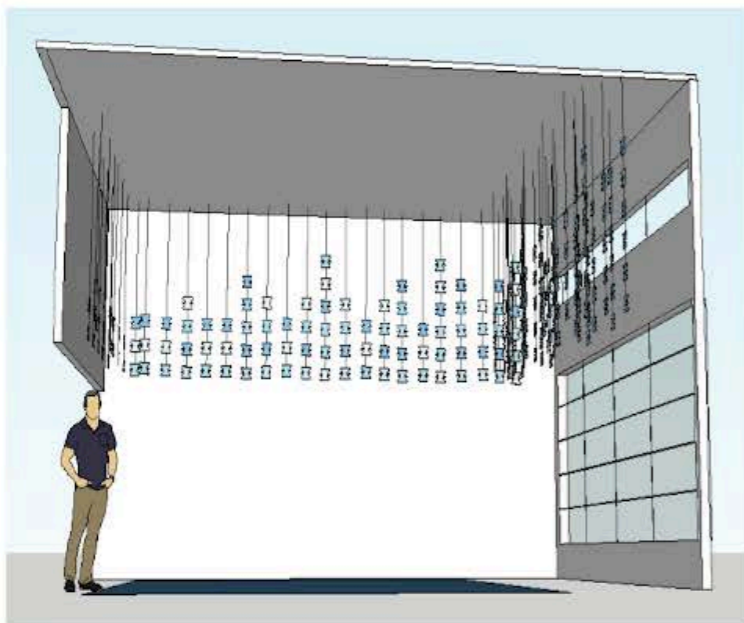
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Below: The second page to the final approved budgetary quote, I created detailed and accurately measured mock up of how the mobile would look within the space. I was pleased with how accurate the rendering was to the final installation of the mobile. Additionally, pictured below is the adjustable hardware that I swapped out from our standard method of mobile installation. This would allow for adjustability if needed after all the strands were suspended in place. Lastly, I show images of full scale floor templates and how they function for ease of installation and noting that each strand would be packaged individually and labeled to match the installation key, to avoid any confusion and create a more efficient installation process.

MARRIOTT RESIDENCE INN PROJECT DETAILS FOR INSTALLATION QUOTE



ABOVE: Rendering of installation space, view from exterior looking in, mobile visible thru windows.

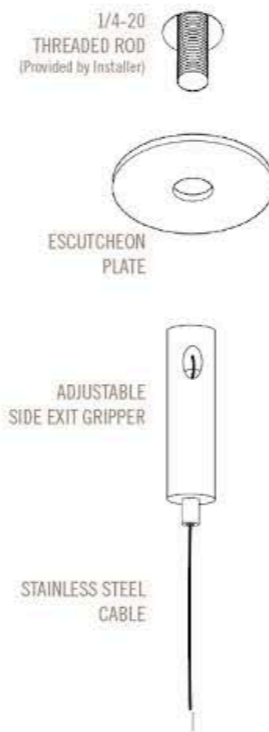


ABOVE: Rendering of view interior of installation space.

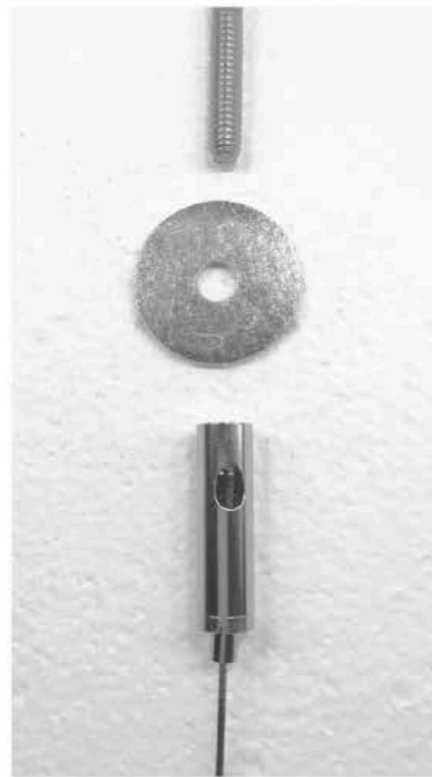
CUSTOM BIRD MOBILE - INSTALLATION DETAILS

Installation details shown in surrounding images and captions. This will be a 1-2 person job and will require the use of an electric lift. Suggestion to installer - request that full size pick-point template be shipped early, ahead of the project shipping. Threaded rod can then be installed prior to mobile strands arriving, marked according to key with Letter + Number corresponding to each strand in design plan. Installer to provide 1/4-20 threaded rod and address to have template shipped to.

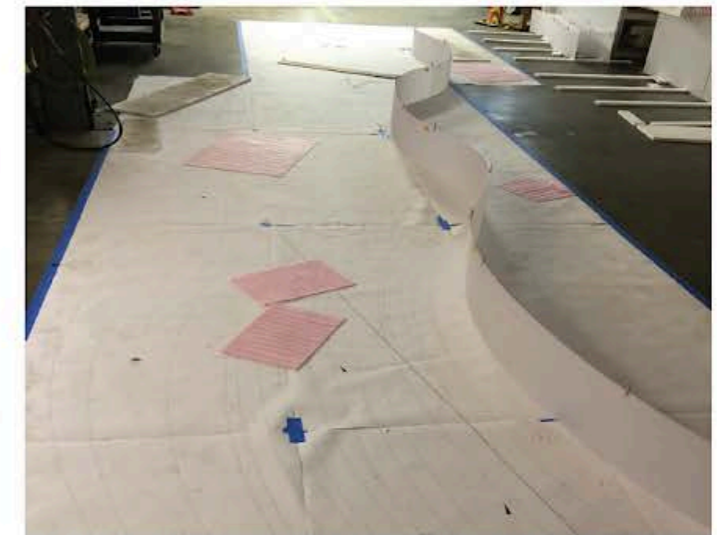
Should questions arise with installation, please call LightArt Project Manager - Carly Smith - (801) 994-8120. Alternatively, Carly can be reached via email at Carly.Smith@LightArt.com.



ABOVE: detail of hanging hardware - 1/4-20 threaded rod is provided and installed by installer. Using the full-sized paper, pick point, floor template to laser up to ceiling for each connection point for threaded rod. Adjustable cable coupler connects to threaded rod. Stainless Steel cable runs thru base of coupler (when depressed) and exits side, where cable will be trimmed after meeting specified hanging length (7ft).



ABOVE: Image of the hanging hardware that will arrive in separate packaging for each component - bagged, boxed and marked as "hardware" separately in crate. **NOTE:** Threaded rod should be installed to extend 1/2" below the line of the finish ceiling.



ABOVE: Example of a full size, paper, floor pick-point template for installation. Printed pages are 6' x 3' and arranged in the layout of each custom design. Option to have template shipped prior to mobile shipping, to allow for efficiency in installation. Threaded rod can then be installed before mobile arrives, and mark with painters tape the noted Letter + Number for corresponding mobile strand.



ABOVE: Example image of how each strand will be labeled with a Letter + Number to corresponding pick-point, threaded rod location. Adjustable cable gripper hardware will not be used. The bird mobile will have a permanent top crimp, as each strand has a specific, pre-determined hanging length.

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Project Takeaways

- Try to get as much detailed information up front and be included in conversations with the design specifier and the sales rep, so expectations can be accurately set. This allows for clear information gathering that someone else might not suspect you need and also can avoid the “we can do anything” and continuing to keep making samples, which take time and money from the PM to process and the studio to fabricate.
- Trying new methods and exploring new hardware, outside the box thinking can lead to new solutions that can be used in other applications across the studio and other projects.
- Making sure that there are clear lines of communication and that the sales rep understands the amount of work internally that has to be completed for what appear to be “small, quick” requests. Being on the same page, as a team is ideal for success and a more efficient sale.
- Creating more emphasis on the details of the installation, led to myself and another PM, in studio photo/videographer, and the marketing manager to create a video that would help installers best understand what to expect when receiving a custom suspended installation and how to use the installation diagrams/keys and information provided to ensure an efficient and stress-less installation.

