



SitOnIt • Seating™

Project Spotlight

Focus is the Final Touch for New England Landmark Renovation

WESTIN[®]
HOTELS & RESORTS

The Westin Portland Harborview
Portland, Maine

INSTALL FACTS:

Dealer: Hospitality Buying Group

Time Frame: January 2013

Sales Rep: Main Solutions

Product: Focus Work

A&D Firm: PFVS Architecture

ABOUT THE PROJECT

The Westin Portland Harborview is a landmark New England property in Portland, Maine. A fixture in the city skyline for more than 80 years, the hotel was part of a \$40 million renovation that rebuilt to the latest structural and style standards. When the time came for outfitting guest rooms, management wanted desk seating that would be as comfortable as it was convenient. With flexible customization, SitOnIt Seating was able to deliver the solution.

WHAT MADE THE DIFFERENCE?

The hotel's A&D firm, PFVS Architecture, was looking for a midback chair that wouldn't overwhelm the space. The designers wanted a mesh back, for a clean look. Main Solutions Principal Mary Holt Rainosek found the solution – the Focus Work. SitOnIt Seating worked with the designers to provide a mock-up of the room and ordered samples in a variety of plastic frame colors to accommodate the client's desire to go beyond the standard black finish. The flexible color program at SitOnIt Seating gave the client exactly what they wanted in plastic or fabric. In the end, SitOnIt Seating was able to fulfill a plastic color change – a gray frame to match the room.

This personalization together with the overall look and feel of the chair made the sale. The scale of the Focus Work midback model fit in the space perfectly, offering visibility and a light, clean look that mesh provides – it didn't overwhelm the space. But it was the sit test that sealed the deal. The comfort of the Focus Work and the cool sit of the mesh back delivered comfort uncommon in this price range. This order fit the bill for a desk chair that also had the comfort and low profile of a guest chair.

WHAT'S NEXT

In December, 2013, the newly remodeled hotel will unveil its new look – and its new chairs. Focus Work will be found in every guest room of the hotel. With a prominent place in this historic Portland hotel, Focus Work is poised to impress in New England hospitality.