



# Design

## ***OPENING DOORS TO OPPORTUNITIES***

The increased design options obtained with 3DL components has helped Artone LLC expand its custom furniture offerings and increase market share.



**2**014 was an event-filled year for Artone LLC. The company celebrated its 40th anniversary, moved into its new location in Jamestown, NY, and was awarded the Manufacturer of the Year.

The company was founded in 1974 by Rosario Calimeri. "In the early days we were manufacturing component parts for office furniture manufacturers and other small wood parts for other manufacturers," said Artone President Michael Calimeri. "By 1990 we created our own identity by manufacturing our own completed furniture, selling direct to the end user."

Today at Artone, there is no such thing as a typical job. The company sells furniture and fixtures to four different markets: Retail Store Fixtures, Hotel Room Furniture, Senior Care Room Furniture, and Contract Case goods and Casework. "We also provide installations for all the above through our separate company called Contract Furniture Installations (CFI)," said Calimeri. "We work

with owners of properties, architects and designers at the inception of their project and help with the design of furniture right through final punch out at installation. It is truly one-stop shopping. We bring their vision to life."

Artone makes all the components used in its furniture in-house, with the exception of 3DL, glass, stone and metal. "We also fabricate our own solid surface parts," said Calimeri.

"We purchase 3DL parts from Northern Contours. They make a product that is unique and use a process that Artone will never want to do on our own. Since Northern Contours can produce a 3DL part virtually in any shape, it helps us get more creative with our customer," he adds.

The Northern Contours 3DL Thermofoil Surfaces program provides a variety of standard shapes in custom sizes using a high-performance material that resists scratching, marring, stains and impact. Softer edge profiles and curved lines

eliminate sharp corners. 3DL Thermofoil Surfaces can be mixed and matched and are available in a variety of solid matte, woodgrain and abstract designs. At Artone, Northern Contours is seen as an invaluable partner who helps the company not only grow its existing markets, but penetrate new markets.

"They provide a quality product at a fair price, deliver on time and have valuable resources. Northern Contours provides technical support as needed," said Calimeri. "Greg Krum, our sales rep for Northern Contours, consistently goes above and beyond. He works with our engineering, sales and project management staff to help facilitate the order process from point of order through delivery."

Quality, consistency and fast delivery are of prime importance to Artone, whose client list includes such notables as Seneca Hotel and Casino, DSW, Inc. (Designer Shoe Warehouse), Disney Animal Kingdom and Microtel. One of the company's most recent



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*Artone has a full complement of high-tech panel processing machinery in the plant to produce the company's full range of furniture for the hospitality, healthcare, commercial and store fixtures markets.*



hospitality projects is Universal Studios' Cabana Bay Beach Resort.

Products are manufactured at the 250,000-square-foot shop utilizing a full contingent of panel processing equipment. Included are: Biesse Sektor and Selco saws; Akron and Stream edgebanders; Biesse Rover and Busellato CNC machining centers; Omal and Gannomat bore/dowel machines; a Biesse Beaver line bore machine; Vitap and Brandt contour banders; and a Brandt Optimat trimmer.

Artone also has a complete wood finish- ing department, case clamp assembly line

and a drawer making department. Equip- ment here includes SCM and DMC wide belt sanders; a Comil through clamp; and a Doucet drawer clamp.

With approximately 100 employees, Artone has grown significantly since its start. The company began as a family- owned and operated enterprise, but enjoys the relationship it has held since 2008 with Albion Investors (Mark Arnold) as owners in conjunction with Michael Calimeri, presi- dent, and Sebastian Calimeri, executive vice president. Joette Fisher, graphic designer, and Sally Donisi, controller, are still part of

the original family team.

Artone is also involved in the community, supporting local businesses and working with local schools to provide internships and educational tours.

#### FIND MORE ONLINE

For information on Artone and its products, visit [DesignByArtone.com](http://DesignByArtone.com). For information on Northern Contours' products, visit [NorthernContours.com](http://NorthernContours.com).  
[woodworkingnetwork.com](http://woodworkingnetwork.com)

