

maison belloeil

PROCUREMENT DIVISION

B2B Outdoor Furniture Solutions

Strategic Asset Enhancement for Luxury Hospitality & Premium Developments

GCC-CERTIFIED • MARRIOTT-APPROVED • MARINE-GRADE ENGINEERED

Why Maison Belloeil?

We don't sell furniture. We enhance asset value.

Maison Belloeil specializes in outdoor furniture solutions engineered for extreme durability, aesthetic longevity, and regulatory compliance in the GCC region.

The Challenge You Face

Luxury hospitality and premium real estate developments in the Middle East demand outdoor solutions that balance three critical factors:

- **Durability Under Extremes:** Salt spray, UV radiation, temperature fluctuations, and intensive operational use
- **Asset Longevity:** Preserving aesthetic and structural integrity for 10-15+ years of daily use
- **Regulatory Compliance:** Meeting international standards for hospitality procurement and material sourcing

Our Solution: Engineering-First Approach

Maison Belloeil combines world-class design with aerospace-grade materials and logistics precision:

MATERIALS

Aerospace Aluminum 6000-Series + Premium Textiles

CERTIFICATION

Marriott Approved Vendor (EMEA)

DURABILITY

10-15 Year Lifespan in GCC Climate

LOGISTICS

Direct-to-Site via Kuehne + Nagel

Direct Impact on Your ROI

- ✓ **Reduced Replacement Costs:** 15-year durability = 3-5x longer lifespan than standard outdoor furniture
 - ✓ **Maintained Guest Experience:** Aesthetic integrity throughout product lifecycle
 - ✓ **Streamlined Procurement:** Single point of contact, zero bureaucracy, Marriott-validated quality
 - ✓ **Supply Chain Security:** Direct-to-site delivery, white-glove logistics, no hidden handling costs
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Engineering Excellence: Material Specifications

Structural Framework: Aluminum 6000-Series (Aerospace Grade)

Why Aluminum 6000? This is the same alloy used in aircraft fuselages and marine vessels. It's engineered for maximum structural integrity in corrosive environments.

GCC Climate Resistance:

- Exceptional salt-spray resistance (suitable for coastal and desert salt exposure)
- Maintains structural integrity under extreme UV radiation (40°C+ ambient)
- No oxidation degradation over 10-15 years of continuous exposure

Surface Protection: Ultra-Solid Powder Coating

Specification: Tiger Coating / AkzoNobel premium lines with specialized GCC formulation

SALT-SPRAY RESISTANCE

ASTM B117 3000+ hours

UV PROTECTION

Rated for extreme desert UV

ABRASION RESISTANCE

High-grit sand/salt immunity

WARRANTY

5-year color & adhesion guarantee

Textile Solutions: Sunbrella Partnership

Global Standard for Hospitality: Sunbrella is the world's leading brand for outdoor performance fabrics, used by luxury hospitality chains worldwide.

- ✓ **UV Fade Protection:** Rated for 10+ years in extreme sun without color loss
- ✓ **Mold & Mildew Resistance:** Treated with anti-fungal agents; tested in humid climates
- ✓ **Water Repellency:** Maximum drying speed, minimal water absorption
- ✓ **Colorfastness:** Colors remain vibrant in high-temperature desert environments

Comfort Technology: Quick Dry Foam

Innovation: Open-cell foam construction for instant moisture evacuation

In humid or coastal environments, standard foam absorbs moisture and degrades quickly. Quick Dry Foam eliminates this problem entirely, extending cushion lifespan and maintaining comfort integrity.

Sustainable Wood: FSC-Certified Patagonian Hardwood (Transition Strategy)

We are transitioning from teak to FSC-certified Patagonian hardwood—offering equivalent durability with full supply-chain transparency and environmental responsibility.

Strategic Advantage: As ESG standards strengthen in hospitality procurement, we're already positioned with certified sustainable materials—eliminating future compliance risk for your developments.

Hospitality Credentials & Giga-Project Experience

Marriott International: Approved Vendor (EMEA Region)

Maison Belloeil holds official Approved Vendor status with Marriott International—the world's largest hotel operating company. This certification validates:

- ✓ **Quality Consistency:** We meet Marriott's stringent standards across 9,000+ properties
- ✓ **Logistical Reliability:** Proven track record of on-time, damage-free delivery across EMEA
- ✓ **Compliance Mastery:** All materials, certifications, and procurement workflows meet international hospitality regulations

Giga-Project Pipeline (Saudi Arabia & GCC)

We are actively engaged in referencing and discussions for the region's largest development projects:



Qiddiya Investment Company

Registered supplier for entertainment city & resort development



Royal Commission for AlUla

In-process supplier qualification for heritage tourism projects



Diriyah Gate Development Authority

Advanced discussions for hospitality & residential outdoor solutions

Global Design Partners

We collaborate exclusively with world-renowned design studios:

- **Pininfarina Architecture** (Italy) — Automotive precision meets architectural elegance
- **Claudio Bellini** (Italy) — Contemporary Milanese aesthetics
- **Dirk Wynants / NG Design** (Belgium) — Architectural shading innovation

Result: 13 Red Dot Design Awards + 17 iF Design Awards among our partner network

Logistics Partner: Kuehne + Nagel

Direct-to-Site Delivery Across GCC

What this means for you:

- Factory-to-site shipping with zero intermediary handling
 - International customs clearance & documentation management
 - Real-time tracking & white-glove delivery coordination
 - Damage-free delivery guarantee
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How We Accelerate Your Project Timeline

Our Process: Zero Bureaucracy, Maximum Reactivity



Week 1: Technical Specification & Climate Assessment

We analyze your specific project requirements, climate conditions, and operational intensity



Week 2: Curated Collections & Design Proposals

We present 3-5 tailored collections with technical drawings and durability guarantees



Week 3-4: Samples & Final Approval

Physical samples delivered; final modifications confirmed



Week 5+: Production & Logistics Coordination

Direct-to-site delivery via Kuehne + Nagel; post-delivery support & warranty activation

Key Differentiators

- **Single Point of Contact:** Clement Belloeil (Founder & Creative Director) ensures owner-led coordination throughout
- **Bespoke Curation:** We don't sell catalogs—we engineer solutions for your climate & project specifics
- **Industrial Scalability:** Boutique service + world-class manufacturing = seamless scaling for giga-projects
- **Complete Warranty Support:** Manufacturer warranty coordination + dedicated post-purchase support

Ready to Transform Your Outdoor Spaces?

Let's discuss how Maison Belloeil can enhance the value and durability of your next hospitality or residential project.

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