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'130th ANNIVERSARY, A LONG VOYAGE FROM THE 19th CENTURY TO TODAY'

INTERVIEW WITH MR. JORGE MARINER

'AROUND THE WORLD'

INTERVIEW WITH MR. ALEJANDRO MARINER

'OPENING THE WAY TO MARINER'S NEW PRODUCTS'

NEW TIMES, NEW SPACES, NEW CONCEPTS, NEW PROJECTS

PLAZA HOTEL **DOHA (QATAR)**THE WESTON MANOR HOTEL **OXFORDSHIRE (UK)**PRIVATE VILLA **HANOI (VIETNAM)**LUXURY PALACE **AMMAN (JORDAN)**CORPORATE OFFICES NEVA TOWER **MOSCU (RUSSIA)** 

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LUXURY IDENTITY
NEW COLLECTIONS
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**CAPRI** 

MADISON

LANCASTER

TRIANON

LUXURY LIGHTING

**CLASSIC COLLECTION** 



# '130th ANNIVERSARY, A LONG VOYAGE FROM THE 19th CENTURY TO TODAY'

ariner is celebrating 130 years of history in the world of furniture and lighting creation, and this fills us with personal and professional pride. There are many anecdotes and stories passed down from generation to generation, resulting in a legacy of experiences that fuel us forward in our forthcoming voyages. Today, we are more active than ever before. And in this publication you have in your hands, we want you to share with us part of our past, present and future, hoping that you'll find the inspiration you're searching for.

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## 130th ANNIVERSARY

# '130th ANNIVERSARY, A LONG VOYAGE FROM THE 19th CENTURY TO TODAY'

1893 - 2023



Mr. Mario Mariner Tamarit, Mr. Jorge Mariner Rande, Mr. Francisco Mariner Colomer, Mr. Mario Mariner Monleón, Mrs. Mónica Mariner Tamarit, Mr. Alejandro Mariner Rande.

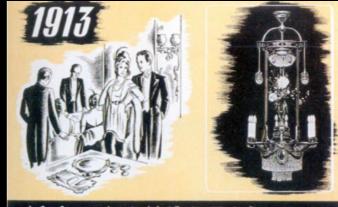
The Mariner saga continues to this day. At present, the company is captained by the 5th generation. The aim for this generation is to continue to advance on all the fronts that have inspired us in the past: internationalizing our projects and finding timeless furniture and lamp designs intended for today's new spaces, both Classical and new, revamped Contemporary lines, without losing the essence of our brand–creating a Supreme Luxury Experience.



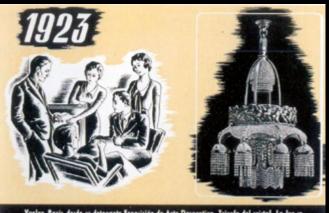
lecheror de gar involverador con hombillos eléctricos. Es el fin de siglo que cierro los abanicos de los rojisa



Las araias se han vuelto de espaldas al techo cambiando su tradicional posituro. Desde Paris



La Gran Guerra rampa los caminos de las influencias artisticas inmediatos y aparecen estas



Vuelve Paris desde se detenante Experición de Arte Decesativo. Trianfo del cristal. La luz se



lve. Lucer indirectas. El concepto de la bellesa intrinseca es sustituido par el concepto de lo meramente úti



de los estilos clásicos, como en esta delicado, graciosa y sutil trinidad del Estilo Imperio que rememora grandezas y riquezas suntuarios.

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# **MARINER MANAGER** 'AROUND THE WORLD'

### 135 years certainly can't be just chance, so what is Mariner's key to overcoming the ups and downs of each stage of its history?

It's an achievement we're all contributed to-family, team, suppliers and above all our clients. And the key lies in the trust they have in our projects, and the enthusiasm that we show every day, without forgetting that experience comes in degrees. We have adapted to new market circumstances and achieved constant evolution in our product lines, while paying close attention to all the trends inspiring architecture and interior design. We are in an interesting time for classical lines, where clients are looking for timeless products, exclusivity and the handcrafted products are highly sought after. Our audience wants Luxury, and Mariner has occupied this space for 135 years now.

### Currently, how many generations have gone by, and what can you tell us about the current one?

We are currently the 5th generation. Mariner is a family saga that has learned how to transmit to each generation the necessary values to face new challenges, train and prepare new generations and bring them into the fold, transmitting their business experiences from former times. This is what we are like, what we have learned, and it fills us with satisfaction to continue the work of transmission. Our surname is a source of pride for each one of us, regardless of our personalities and personal attributes.

### How does product marketing and distribution differ today compared to the past?

The world has changed in every area. Societies have evolved and new technologies have topped things off. Digitization is a reality that has been incorporated into the business world and our markets. The difference is in the evolution of the habitat. Before, stores were purchasing and distribution places; today clients in our segment look for exclusivity in interior design and architecture. Everything is professionalized to a very high level, and clients look to see if we match their aspirations, if we are able to provide the kind of uniqueness they require for their projects. Demands keep on increasing.

### What is the customer who buys Mariner really looking for?

Our main customer seeks luxury, things that others don't have and, above all, the ability to transfer that differentiating know-how to their projects. This is why Mariner has always invested in its technical department. And, commercially, we have become advisors, offering solutions and designs that meet our customers' expectations.

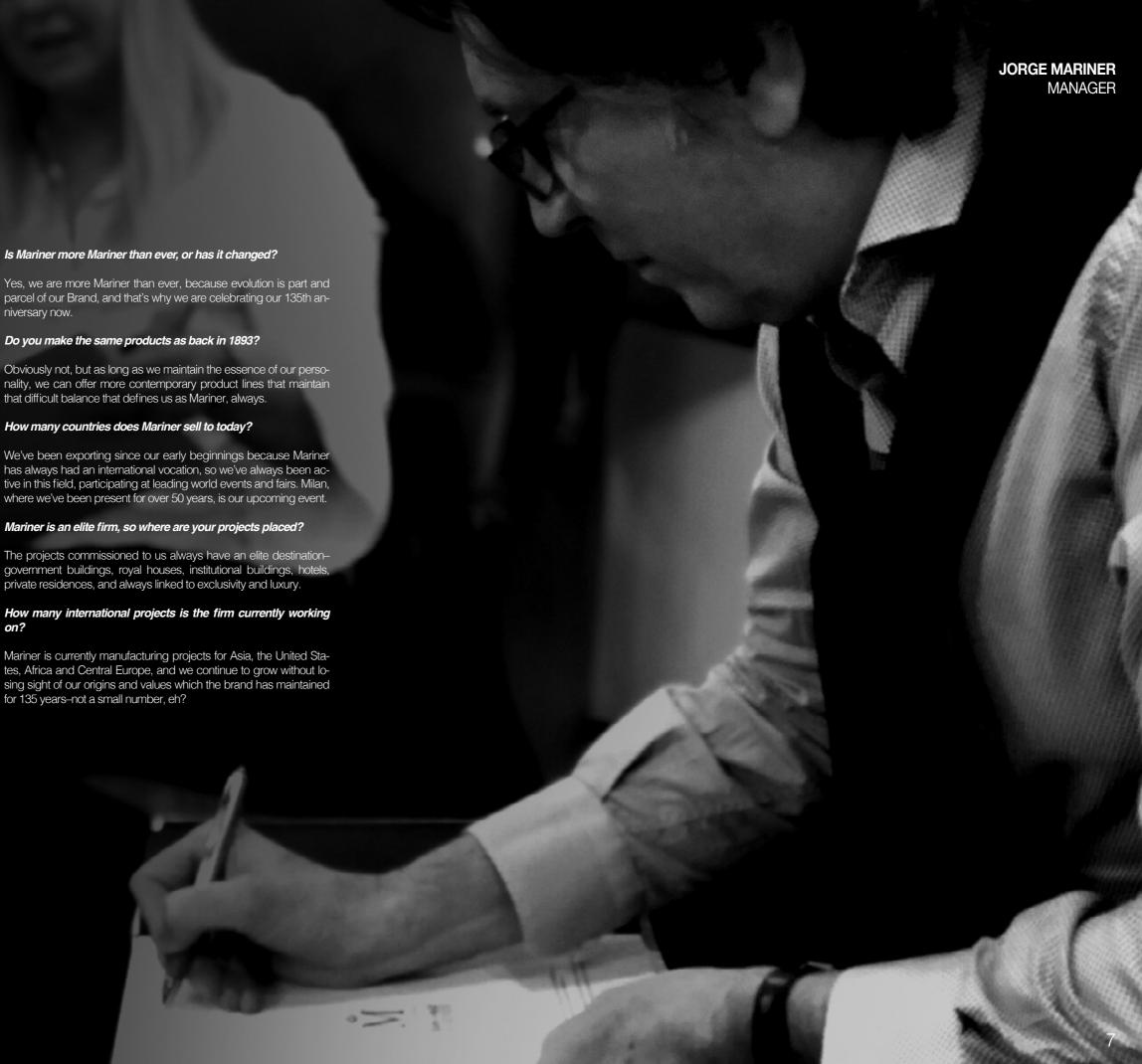
Yes, we are more Mariner than ever, because evolution is part and parcel of our Brand, and that's why we are celebrating our 135th an-

Obviously not, but as long as we maintain the essence of our personality, we can offer more contemporary product lines that maintain

We've been exporting since our early beginnings because Mariner has always had an international vocation, so we've always been active in this field, participating at leading world events and fairs. Milan,

The projects commissioned to us always have an elite destinationgovernment buildings, royal houses, institutional buildings, hotels,

tes, Africa and Central Europe, and we continue to grow without losing sight of our origins and values which the brand has maintained for 135 years-not a small number, eh?



### ARTISANAL PROCESSES

# 'OPENING THE WAY TO MARINER'S NEW PRODUCTS'

**TALENT AND TRADITION** 

**Alejandro Mariner** is the director of the entire manufacturing, production and coordination area at Mariner.

## What new challenges do you see for Mariner's creation and production?

For Mariner, maintaining our hallmark on each piece of furniture or each lamp is our goal-adapting our manufacturing style to new designs without losing our rich craftsmanship. Mariner's creations are always, on the one hand, a response to the market, but on the other, to the sheer need to create, which, as manufacturers is part of our DNA, and we've been doing this for 135 years.

## What is the greatest satisfaction for Mariner when it comes to producing. What motivates you?

Maintaining our Passion, from day one; the joy of a job well done on each client order; the magic of starting up a new project that captivates the entire team, at every step along the way, seeing how it evolves, improves, gets polished up, right up to the final result, which, for us, is not a mere product. Because we make unique, exclusive pieces, intended for the luxury sector.

### How has Mariner adapted to a change from mass production to custom orders?

As the saying goes, adapt or die... Adaptation is part of our company. You don't get to be 135 years old if you don't make that process your greatest skill, adding everyone's effort and will to succeed.

Our projects undergo manufacturing processes that were never really of the mass production kind, but we did have to adapt, and so we began implementing Method, Time and Route analyses, and we were successful. So we never changed our way of making things, nor the personality of our products. We just changed the methodology, adapting it to our production processes. The result is that today 75% of our orders are projects for more than 40 countries.

# What steps do you take to manufacture a project. What are the keys?

It is vital to understand our clients' intentions right from the start. So the first thing is to interact personally, get involved from the beginning, undergo a meticulous technical development process to resolve any unforeseen events before proceeding. Like a tailor-made suit, you have to go step by step and guarantee each one of them to achieve success in a project.

There is no specific rule for a given project; each one has different challenges and difficulties. The important thing is to anticipate problems and establish an order of priorities and timelines with our client.

## What percentage of craftsmanship do Mariner furniture and lamps have?

What is craftsmanship? Every trade has a way of creating, manufacturing and processing a piece or a product. In our case, Mariner maintains 100% of its quality standards without missing anything, but we also know that perfection doesn't really exist—what does exist is the striving to find it every day in every creation.

### What concept of Quality does Mariner have?

Quality is an extremely broad concept, encompassing many constants and variables within a company. At Mariner we have our quality control processes, which are carefully applied at all times in each of the different manufacturing processes, but Quality for Mariner goes beyond a goal. It involves constant improvement, so that when we put our seal on a product, we have to feel proud of it; we need that satisfaction that the product is well made.

Working for an elite list of international clients who embellish palaces, institutions, government buildings, royal family residences and the like, gives us great pride and, of course, an enormous responsibility. Our reward is the satisfaction of each one of them.



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**MARINER** 

# NEW SPACES NEW CONCEPTS NEW PROJECTS'





PRIVATE VILLA







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LUXURY PALACE CORPORATE OFFICES NEVA TOWER



AMMAN (JORDAN)



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MOSCOW (RUSSIA)

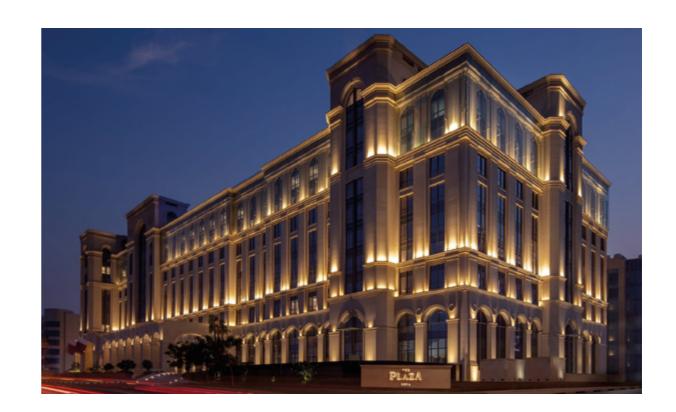
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# PALATIAL URBAN LUXURY IN DOHA

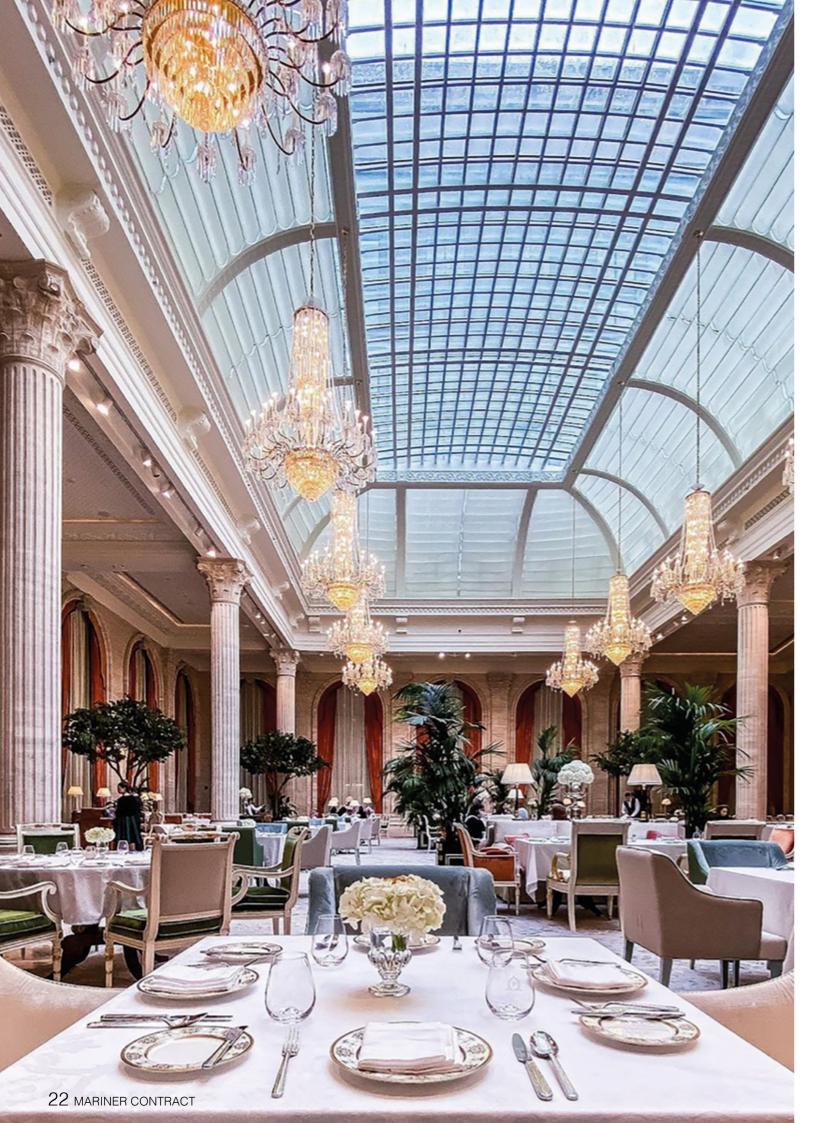
The Plaza Doha by Anantara invites you to discover the meaning of luxury and embrace a new level of bespoke elegance. Stay in regal sophistication with a choice of rooms and suites infused with classic Parisian flourishes. Enjoy refined dining in exquisite restaurants. Dip into the rooftop infinity pool and gaze across the seafront cityscape of Qatar's pearl of the gulf.

The Plaza Doha Hotel, owned by Al Samrya Group, entrusted Mariner for the furniture and lighting of the main common areas, as well as some of its most important suites. Main lobby, restaurant, suites, even bathrooms, have been decorated with some of our gold leaf mirrors, alabaster table lamps, brass and marble coffee tables, planters and special hall tables, floor lamps in every suite. Even the main piece, the imposing reception counter, designed and manufactured by Mariner, was one of the key pieces that marked the style of the entire hotel.

Elegance and sophistication radiates from this hotel in every detail, in every finish.



Special hall table and planters for the main lobby of The Plaza Doha.





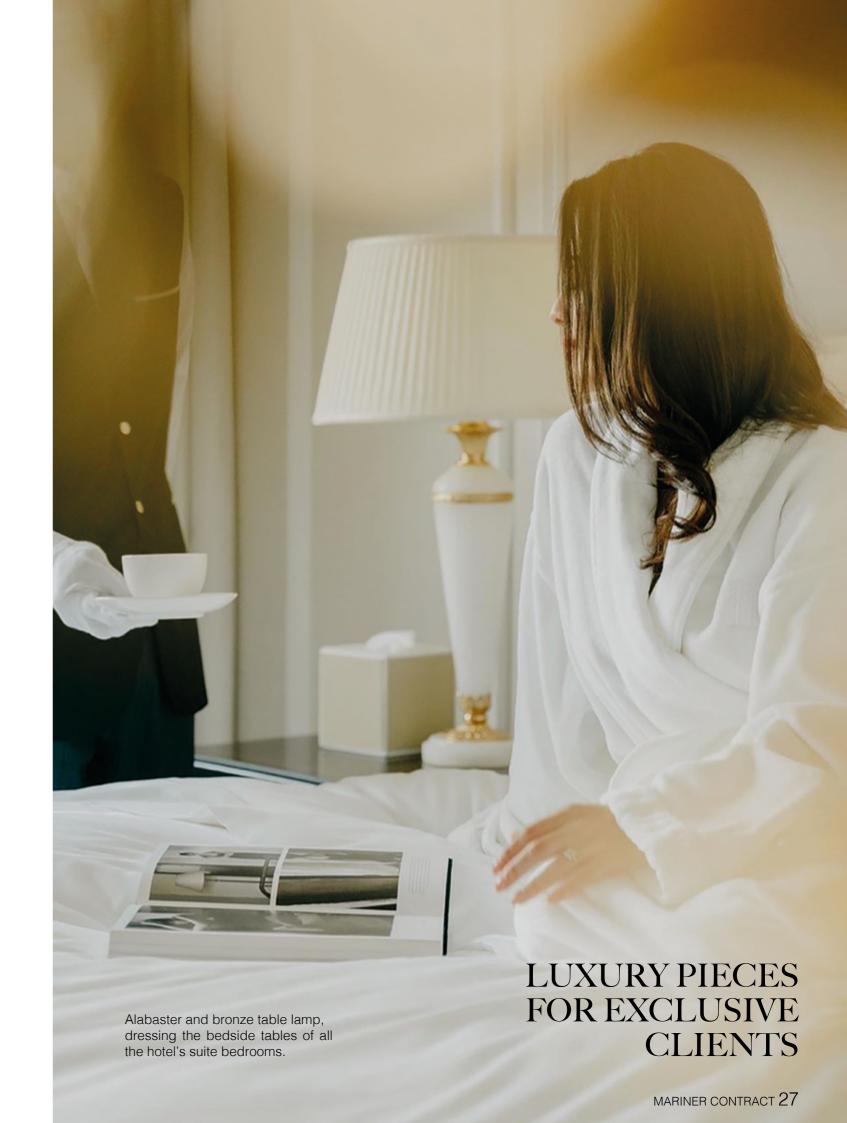
The main restaurant, The Courtyard, decorated with our table lamps, wall brackets, as well as the special planters.



Table lamps, so elegant, giving a touch of light to the suite's living room.









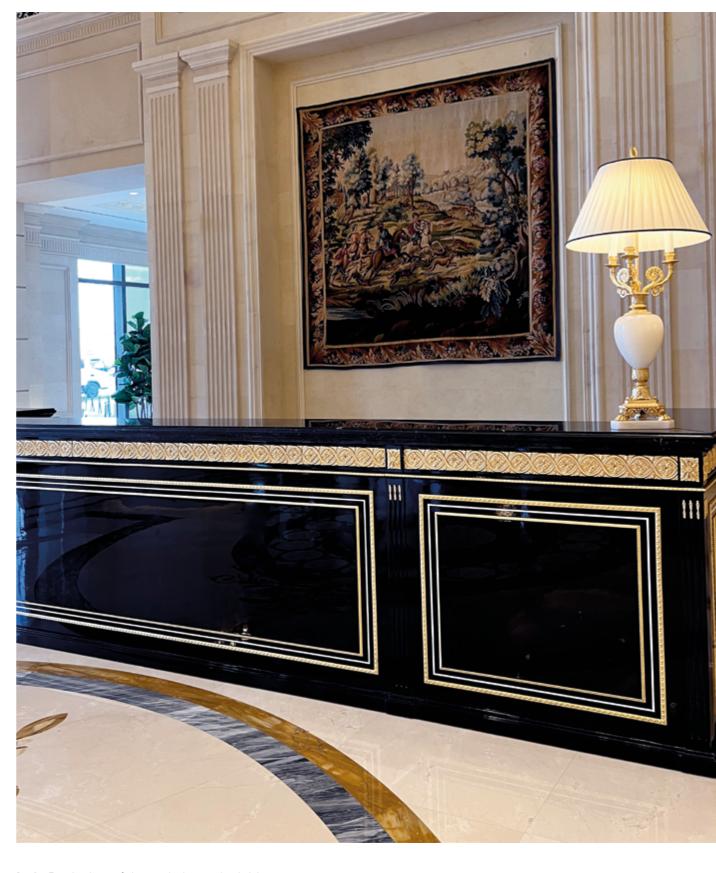
Antique gold floor lamps, located next to the occasional tables in the hotel's suite bedrooms.





Occasional table and coffee table set in cast bronze finished in Antic gold. Top in Gold Calacatta marble and shelf in clear glass.





**Left**. Back view of the main bespoke lobby counter. **Right**. Front view of the main lobby counter. A bespoke design for the magnificent entrance of The Plaza Doha. On the top, two alabaster table lamps are the only decoration needed. A perfect match.



# UNIQUE PIECES THAT ARE TIMELESS

**Left**. Alabaster table lamp located at the front desk. **Right**. General view of The Plaza Doha main lobby.





# HISTORY IN THE OXFORDSHIRE FIELDS

**Weston Manor** is a 12th-century country house hotel set in 12 acres of mature gardens and grounds.

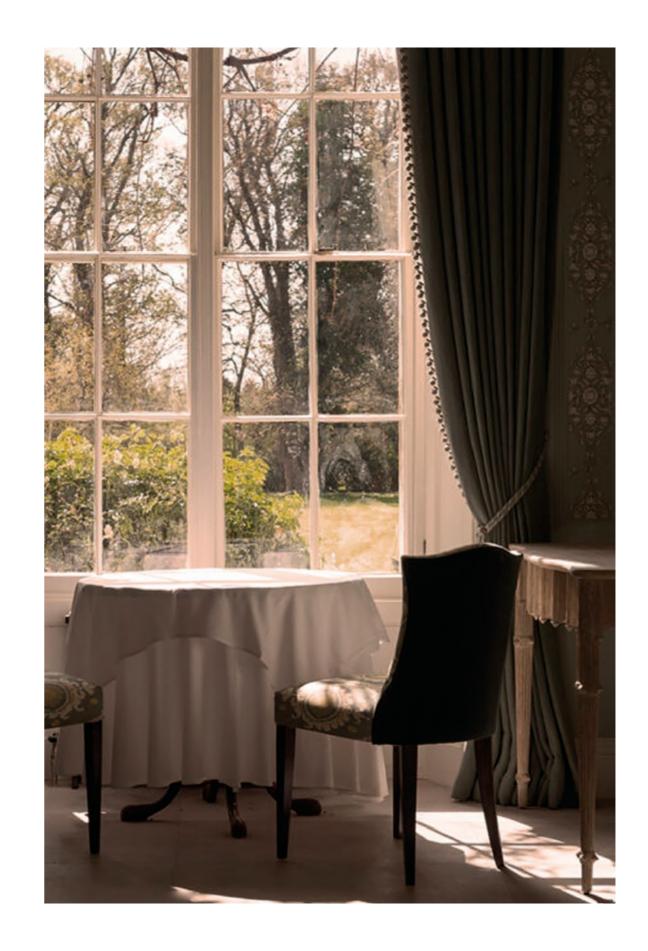
This luxury Hotel is situated 10 miles from Westgate Oxford and within a 10 minute drive from Bicester village retail park.

The extensive grounds are home to a knot garden, and a croquet lawn. The property has entrusted Mariner to furnish this listed building with some of our collections, Trianon and Richmond mostly.





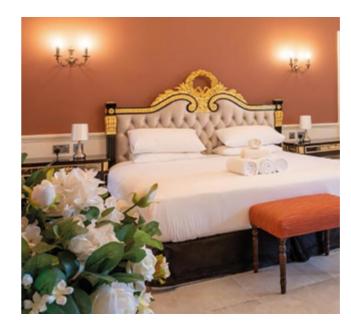


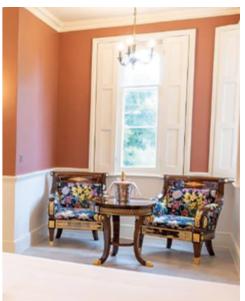






Richmond collection suite bedroom and entrance to the hotel.











# RESIDENTIAL VILLA SHINING WITH ITS OWN LIGHT

**Designed and executed by TTD Group,** our long time partners and exclusive distributor of MARINER in Vietnam. A private villa full of glamor and sophistication, this is one of our latest bespoke projects carried out this year in Hanoi.

Dressed with a set of sofas and coffee table from our Singular pieces, matching with Belgravia collection (Sideboard and bespoke cabinet).

Also, the front door was designed for the main entrance with walnut burl and high-gloss white laquer, fitting in perfecty with the entire ensemble.



Main entrance with bespoke double door.





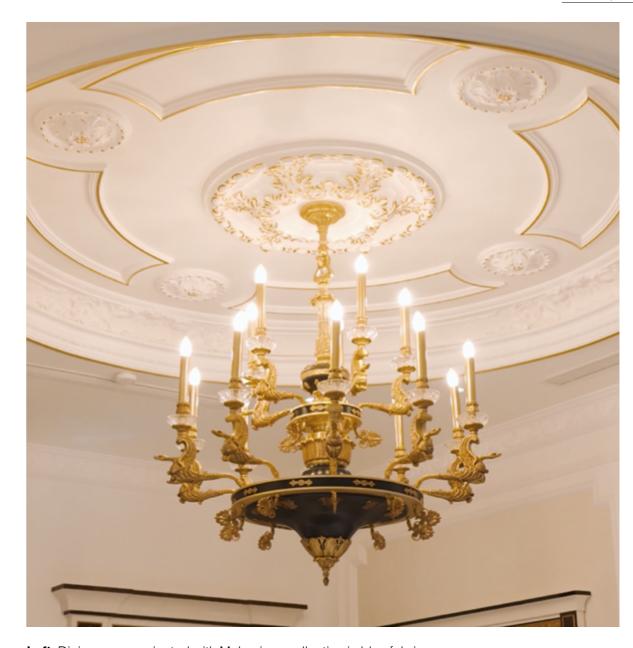
**Left**. Hall with our classical chandelier and wall bracket as the main pieces. **Right**. Villa facade in a light neoclassical style.



Exclusive stairs. A custom design, with two winged sculptures at the start of the handrail, based on our collection of sofas located in the living room.







Left. Dining room projected with Malmaison collection in blue fabric, crowned with a classic chandelier dressed with crystal and finished in Antique gold plating.

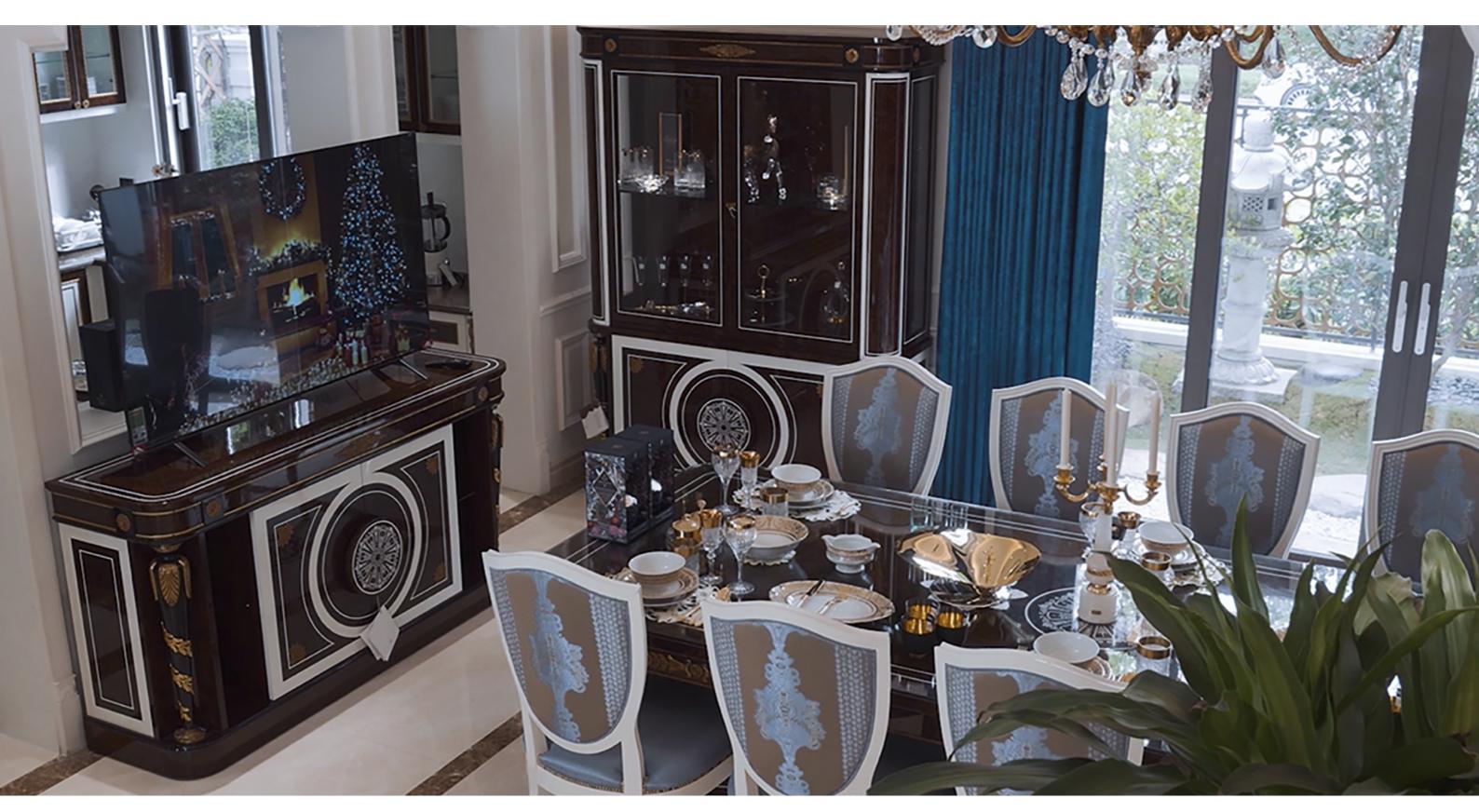
Right. Swans chandelier, made of cast bronze and finished in Antique gold plating. With a touch of black lacquer plating.

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Detail of the Malmaison dining room.





Dining room, fully equiped with Malmaison collection, finished in Makassar veneer, high gloss white laquer and cast bronzes in Antique gold.



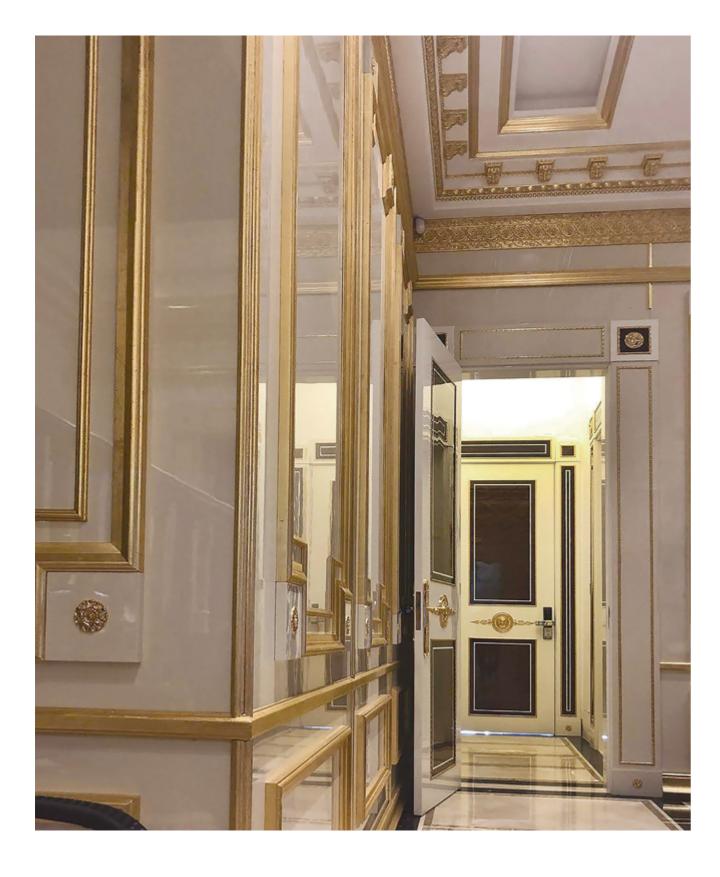


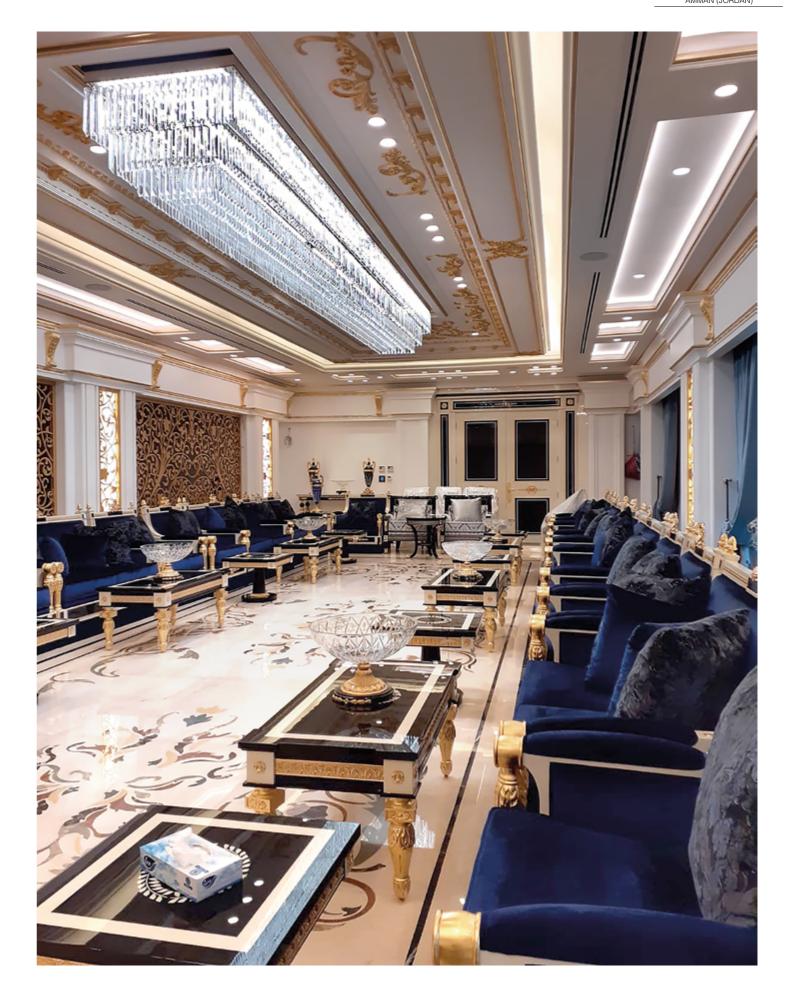


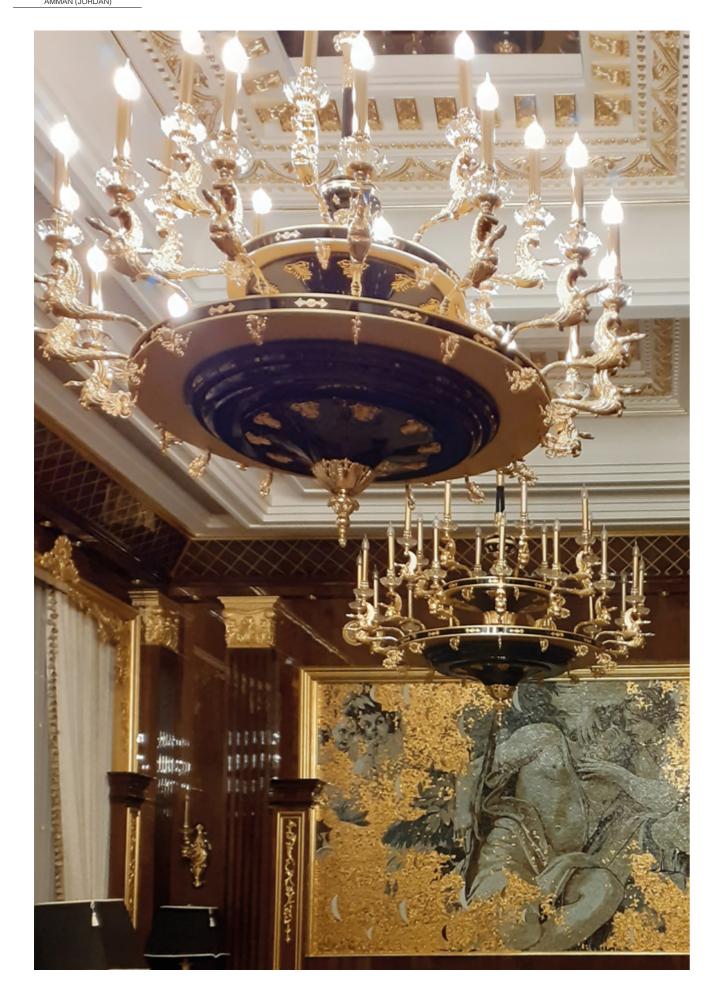
Comprehensive Luxury bespoke project of a private Palace in Jordan, where Mariner furniture, lighting, accessories and joinery stand out in splendid harmony and perfectly coordinated by F&N Architects.

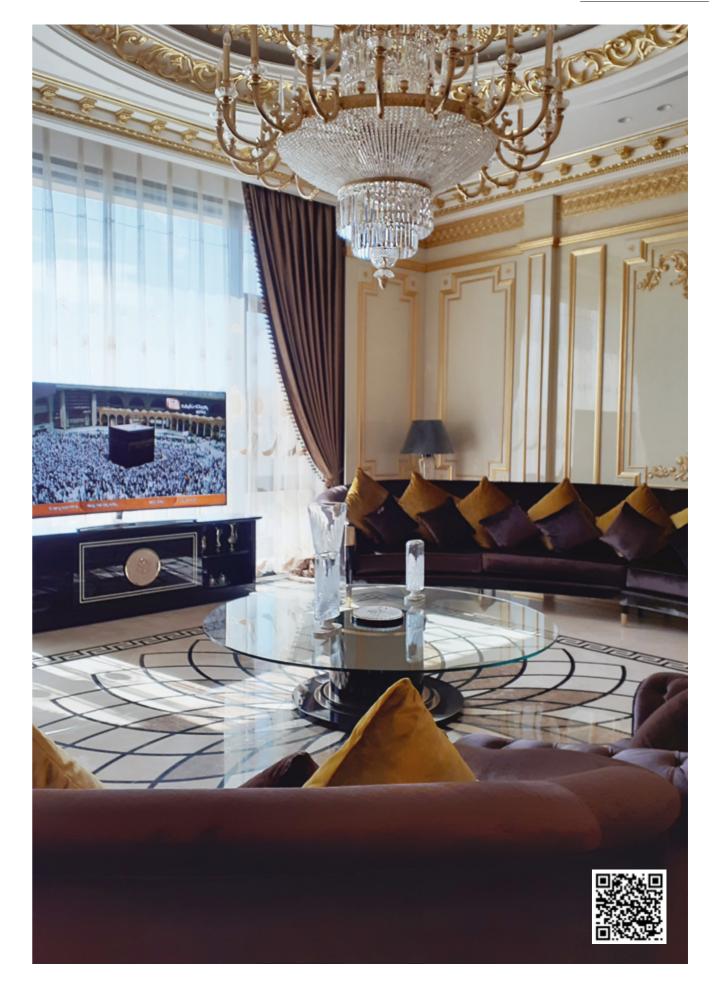
A completely detailed project, from the design to the assembly, resulting in a fine flagship for our company. Every corner, and every detail oozes the spirit of Mariner.















# LUXURY SOBRIETY IN HIGH RISES

**Desilva Interiors** has designed these dream-like offices in the highs of Neva Tower, fully equiped with Mariner items. A mix of some of our furniture and lighting collections with really good sense of taste. Sobrierty and smart luxury are some of their keys.

Noble materials such as Brazilian Rosewood veneer, casted bronze and 24k gold leaf embellish these spaces, imbuing them with tranquillity.







**Left**. Main office table and library, bespoke pieces designed as a mix of Wellington and Nantes collections. **Right**. Desk from Vermont collection. Lighting from Mariner classic collections.



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**Left**. Mirror and console from Wellington collection. **Right**. Office entrance, designed with bespoke joinery.

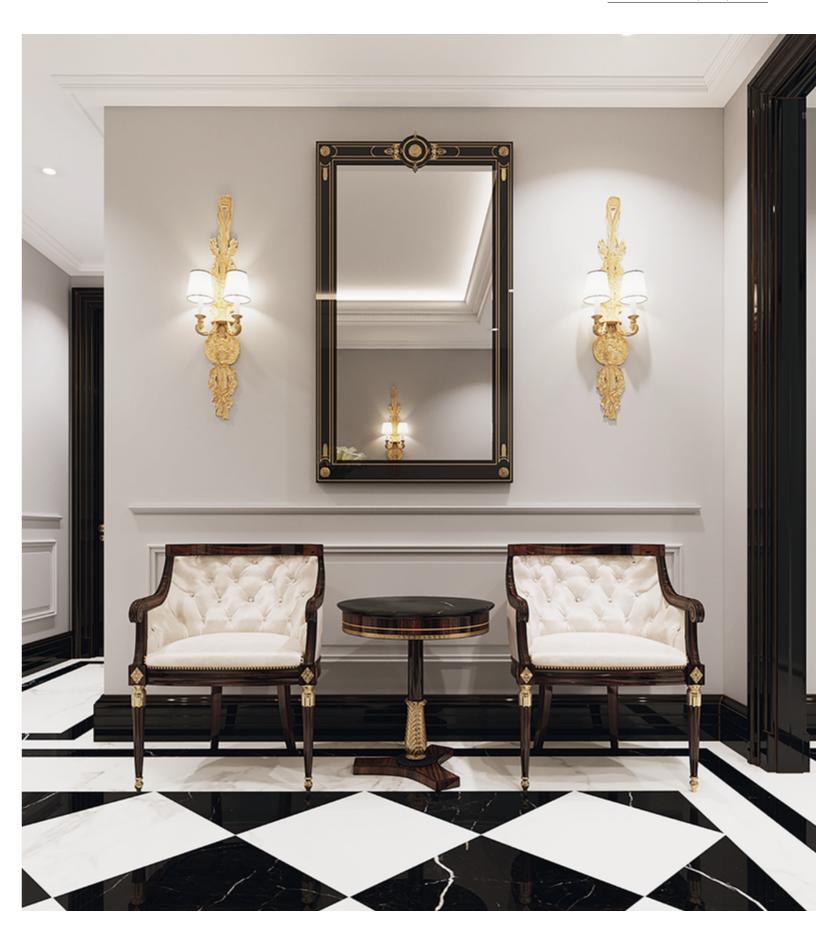








**Above.** Fully equiped meeting room with the Neva collection. **Below.** Mirror and Sideboard from the Neva collection. Alabaster table lamps from the Classic collection.



Recepcion equiped with Bordeaux pieces, Rivoli mirror and classical wall brackets.

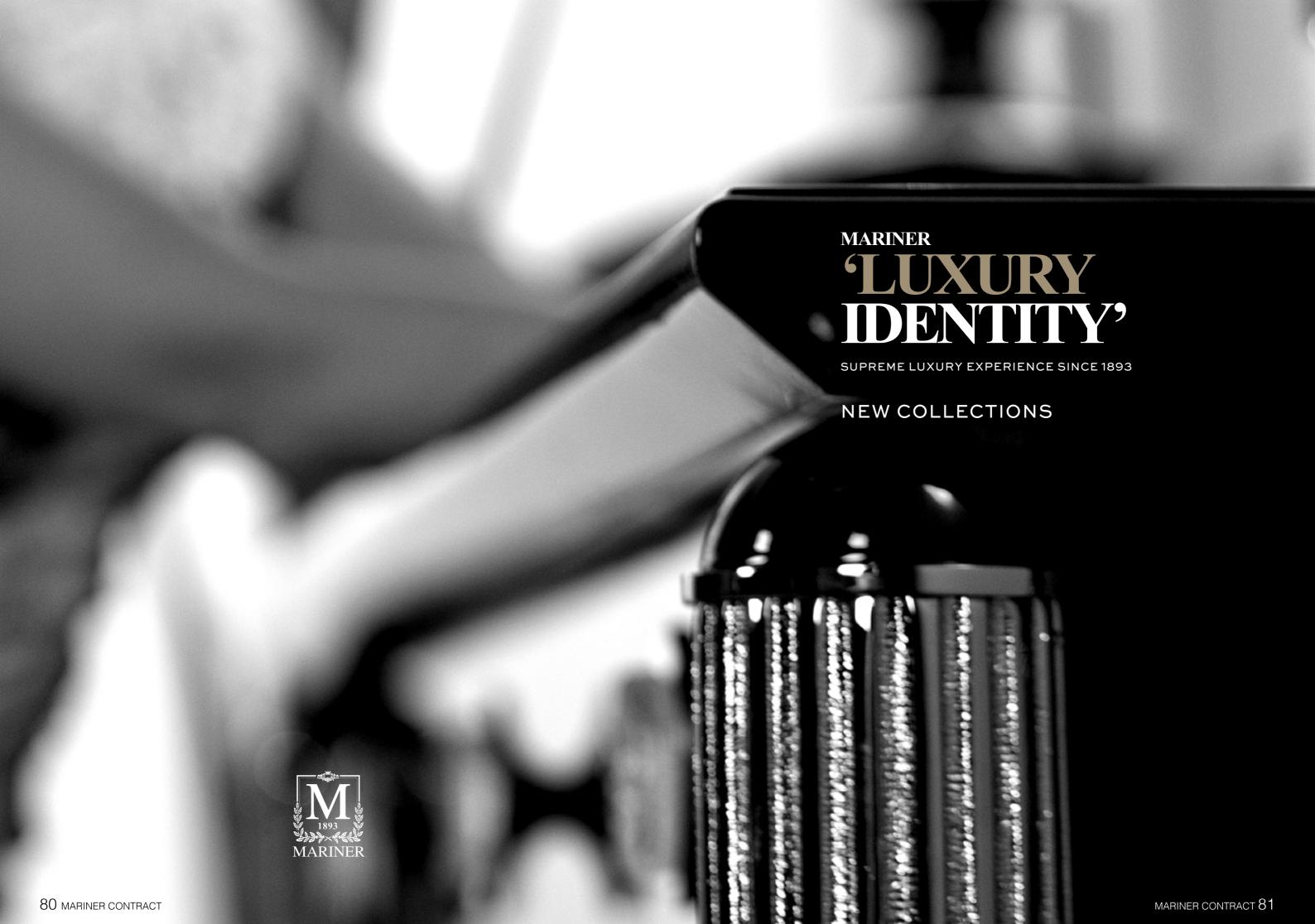
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Private bathroom. Bespoke furniture with makassar veneer, Creta mirror and Gallery wall brackets.







# CAPRI COLLECTION GALLERY

## IN LINE WITH NEW SPACES

The CAPRI Collection has been studied according to the new concepts of elegance, exclusivity and personalization of the highest decorative value, creating an atmosphere that makes each project unique and exclusive.

The splendor of the exclusive. CAPRI once again expresses a contemporary, cosmopolitan and refined lifestyle of luxury interiors. Pieces of rigorous and distinctive design combined with the most scrupulous craftsmanship maintained in its more than 100 years by Mariner.





#### CALACATTA OR NEW PORTORO MARBLE TOP

Our clients can customize finishes. Combining laquer with veneer, as well as two kind of marbles.













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## MADISON COLLECTION

CLASSIC

A collection inspired by the majestic early 19th-C stately homes of Paris in the neoclassical style, where decoration sought balance, proportion and symmetry. Concepts that were understood at that time as a formal metaphor of moral character, intended to be symbolized through form the values of a new modernity.

In this collection, the designer intended to create a sophisticated, up-to-date, elegant, exclusive environment with lots of contrast between classic pieces and others with a lighter kind of architecture including classic touches.

The design of each furniture piece completing this collection conjured up unique pieces in exacting precision of detail in all parts and components.

Intimate and refined. Warm, sophisticated environments in which precious materials, fine fabrics and soft shapes suggest a contemporary appearance with echoes rooted in classicism.





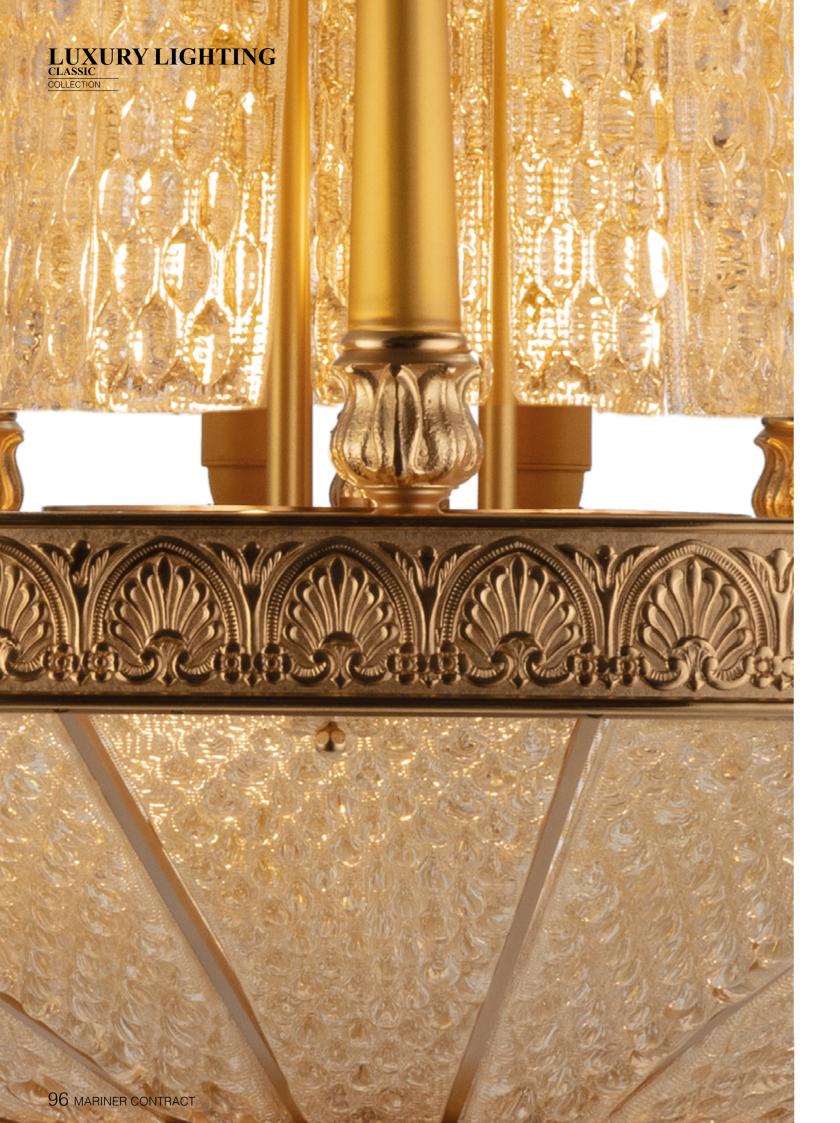




### LUXURY LIGHTING CLASSIC

COLLECTION

MADE TO MEASURE LIGHTINGS SINCE 1893





### SUPREME LUXURY EXPERIENCE

SINCE 1893

### **MARINER IS ART**

Mariner is one of the world's most exclusive lighting manufacturers. Its collections are the object of desire for lovers of products infused with soul. The creation of these unique pieces involves the work of designers and craftsmen using techniques that have been passed down generation after generation. Mariner collections are present in the most exclusive areas of the world, palaces, mansions and villas, government buildings, hotels...







SUPREME LUXURY EXPERIENCE

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