

# Silestone Hotel Chains



AGENDA | COSENTINO THE COMPANY | WHAT IS SILESTONE? | ADVANTAGES OF QUARTZ | ADVANTAGES OF SILESTONE OVER OTHER QUARTZ | ADVANTAGE OF USING SILESTONE IN THE REFURBISHMENT AND CONSTRUCTION OF HOTELS | EXAMPLES OF SILESTONE IN MAJOR HOTEL CHAINS | OTHER COSENTINO MATERIALS USED IN HOTEL CHAINS | APPENDICES





# Silestone Hotel Chains

## **Cosentino. The Company.**

**Leading multinational company** in quartz and stone surfaces. Currently employs more than 2000 people around the world.

**1980** The company started out as **Mármoles Cosentino**

**1990** Launch of **Silestone®**

**2005** New anti-bacterial Silestone

**2009** We acquire **100% stake in the US subsidiary**

**2011** Cosentino is a multinational with presence in more than **100 countries.**

**Cosentino has facilities that can serve any client around the world.**



**Cosentino Industrial Park (1,000,000 m2)**

### Spain:

- Silestone: 11 presses, 10 polishing lines, 1 cut-size & mosaics factory
- Pigments factory
- Natural Stone: 13 mills, 2 filling lines, 2 polishing lines, 2 cutting lines, 1 cut-size line & crane
- Quarries: 12 marble quarries, 2 quartz quarries

### Brazil:

- Granite: 4 mills, 2 polishing lines, 1 Sensa line, 1 resin line

# Silestone Hotel Chains

**Cosentino. The Company.**  
Cosentino's global distribution network.

## USA

- 19 CENTERS
- MORE THAN 60 DISTRIBUTORS
- 14 CUT-SIZE FACTORIES

## MEXICO

- 1 CENTER
- 1 CUT-SIZE FACTORIES

## LATIN AMERICA

- 14 DISTRIBUTORS
- 1 GRANITE FACTORY
- 3 CENTER

## EUROPE

- 20 CENTERS
- MORE THAN 20 DISTRIBUTORS
- 2 CUT-SIZE FACTORIES

## REST OF WORLD

- MORE THAN 20 DISTRIBUTORS

## IBERIA

- 20 CENTERS
- MORE THAN 30 DISTRIBUTORS
- 3 CUT-SIZE FACTORIES

## AUSTRALIA

- 1 CENTER



# Silestone Hotel Chains

## What is Silestone?

Solid surface consisting essentially of quartz and a number of inorganic fillers, whose composition may vary depending on the colour. It uses polyester resin as a binder, in a proportion that is always under 10%.



Quartz,  
Quartzites,  
Quartz Sands,  
Granites,  
Feldspars,  
Silicates  
Glass-Mirror,  
+ Polymers  
+ Pigments  
+ Additives



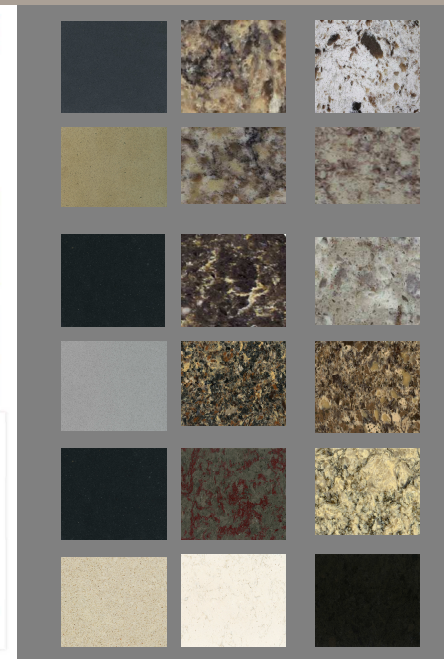
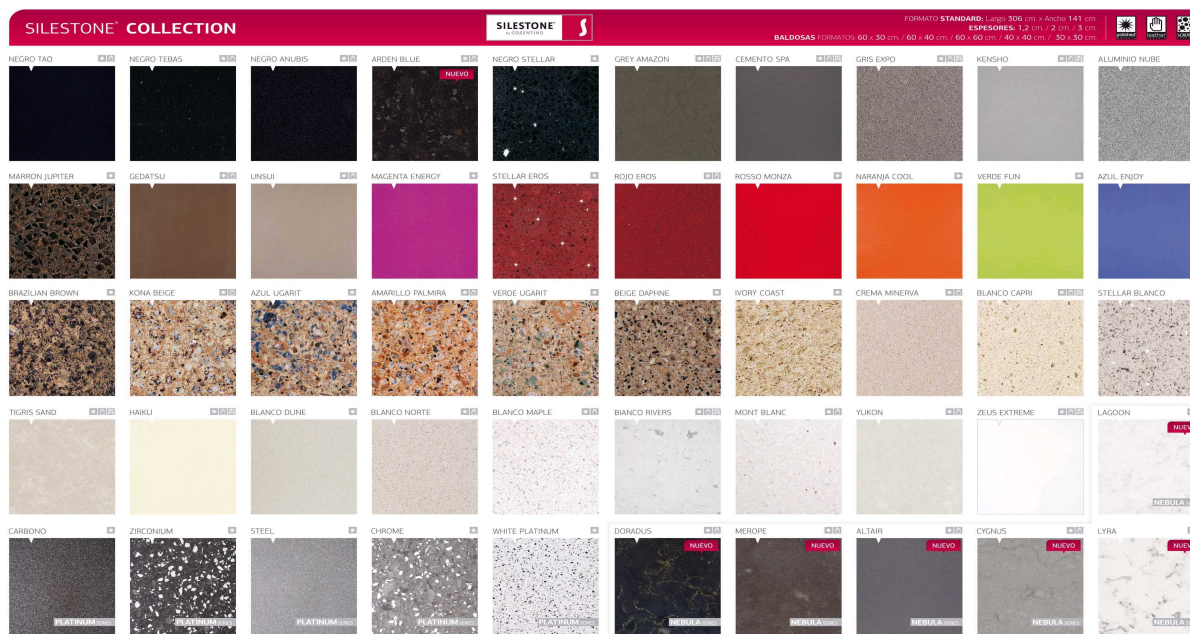
# Silestone Hotel Chains

## What is Silestone?

World leader in quartz surfaces. 11 production lines. Our production capacity is 4.5 million m<sup>2</sup>.

85 Colours. 3 Textures: Polished, Leather and Volcano.

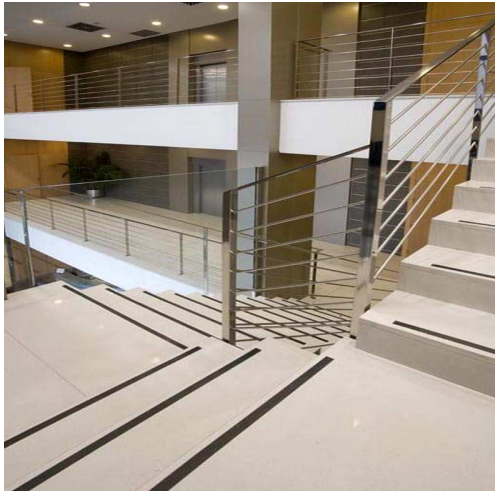
Basic, Galactic and Stonium Series.





# Silestone Hotel Chains

## Advantages of quartz.



CHARACTERISTICS OF QUARTZ = HARDNESS



THE RESULT OF THE VIBRO-COMPRESSION  
OF THE MATERIAL

=

NO PORES



LOW ABSORPTION OF LIQUIDS



SCRATCH-RESISTANT

=

QUARTZ IS EFFECTIVE  
AGAINST SCRATCHES AND  
RESISTANT TO CHEMICAL  
SUBSTANCES SUCH AS  
SOLUTIONS OF STRONG ACIDS  
AND BASES.



# Silestone Hotel Chains

## Advantages of Silestone over other materials.

### • Size of the company, production capacity:

- ✓ More than 4,500,000 m<sup>2</sup> per year
- ✓ 11 manufacturing lines. Large capacity and production versatility.
- ✓ Colour Chart: more than 80 colours result of an ongoing process of observation and developing trends in colours.
- ✓ 16 own quarries. Full control over them.
- ✓ High production volumes
- ✓ High production capacity and flexibility, allowing specific and controlled modifications of the production process according to the customer's needs (adjustment of colour, size etc and even colour customisation).
- ✓ Cut-size processes. Cosentino does not only sell slabs, it can also manufacture the finished product (facilities for performing machining operations, CNC cutting, finishing, further processing, etc).



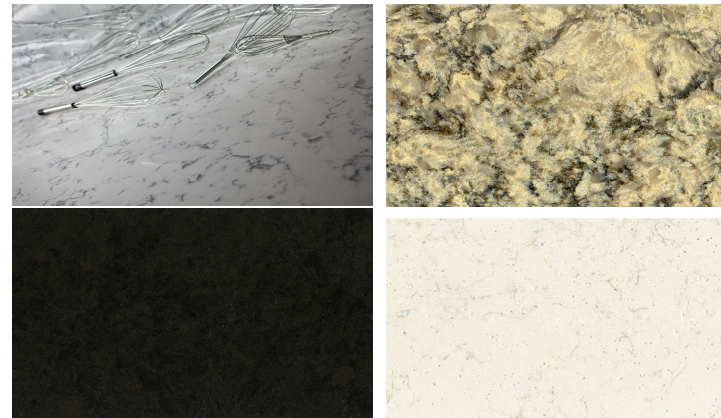
# Silestone Hotel Chains

## Advantages of Silestone over other materials.

### RD&i Department

More than 20 professionals working with key agencies and national and international universities. Cosentino has its own laboratory where the processing conditions are emulated, new products are developed and different scales of activities are conducted.

- ✓ Ongoing development of new colours.
- ✓ Ability to develop new colours in a short period of time.
- ✓ Ability to develop and carry out research for the continuous improvement of processes and properties.





# Silestone Hotel Chains

## Advantages of Silestone over other materials.

### RD&i Department

The pigments used are developed by our RD&I department

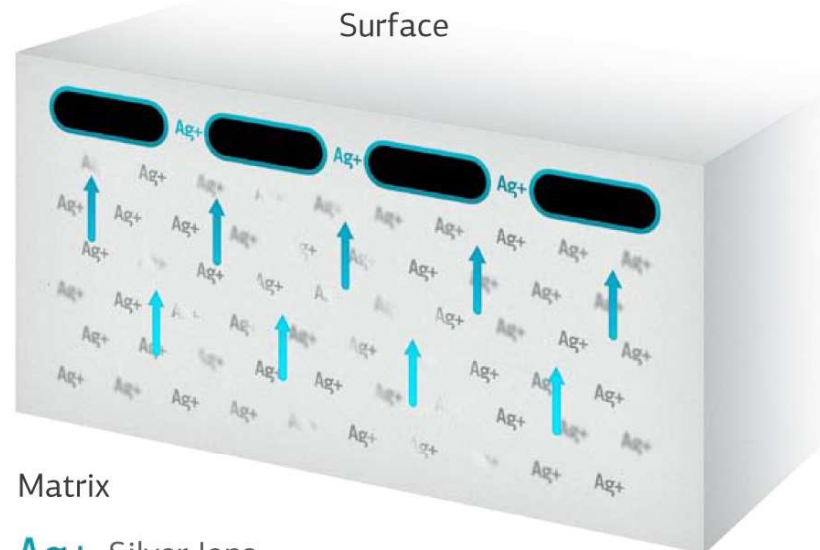
- Top quality pigments are selected from the start of the process, guaranteeing that materials which could be harmful to your health are not included, as a subsequent filling process is not carried out
- This ensures greater consistency of colour and stability of the pigments throughout the product life cycle
- The colours of resin and putties can be matched better (less visibility of the joints)
- À la carte colours can be developed.



# Silestone Hotel Chains

## Advantages of Silestone over other materials.

### HOW DOES SILESTONE® BACTERIOSTATIC PROTECTION WORK?



1 Silver ions ( $\text{Ag}^+$ ) are incorporated into the entire Silestone® P+ matrix during production.

2 Bacteria come into contact with the Silestone® P+ surface at any point.

3 The matrix releases controlled amounts of silver ions that interact with the bacteria.

4 The interaction with the bacteria damages their reproductive mechanism.

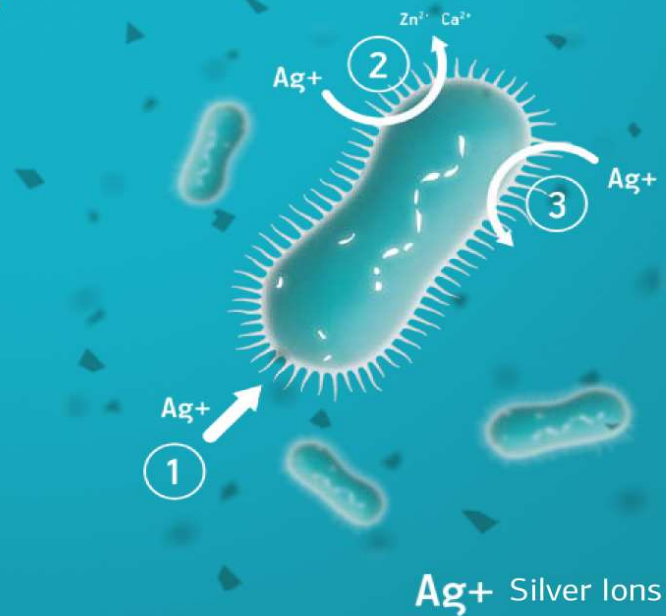


# Silestone Hotel Chains

## Advantages of Silestone over other materials.

### HOW DO SILVER IONS WORK ON BACTERIA?

- 1 By damaging their cell membranes
- 2 By preventing proliferation, as it replaces the calcium and zinc ions.
- 3 By affecting the basic components needed for life of bacteria



# Silestone Hotel Chains

Advantages of Silestone over other materials.

## 10 YEAR WARRANTY ON SILESTONE KITCHEN WORKTOPS

- 10 Year Warranty
- Exclusive antibacterial protection
- Widest choice of colours and textures
- Most recognized and available brand
- Silestone Trained & Certified network of Fabricators



Now you really can have everything you want from a quartz worktop!



# Silestone Hotel Chains

## Advantages of using Silestone in the refurbishment and construction of Hotels.

### 1) HARDNESS AND IMPACT RESISTANCE :

Manufactured with at least 90% quartz or materials of similar hardness. The material in its manufacturing process is pressed by vibro-compression, resulting in an extreme surface hardness, high impact resistance and high resistance to bending. It is scratch resistant and does not wear. It performs excellently when compared with other materials in terms of bumps, scratches and breaking.

### 2) LOW POROSITY / STAIN-RESISTANT / LOW MAINTENANCE.

The vibro-compression to which the material is subjected in the manufacturing process causes the surface to benefit from excellent compaction and thus minimises porosity. The resulting material is waterproof with a high resistance to stains. It can be cleaned with specific cleaning products (Q.Action) or any neutral PH detergent. Silestone, it is low maintenance guaranteeing the perfect condition of the surface throughout the life cycle of the product.

### 3) ONLY QUARTZ SURFACE WITH AN ANTI-BACTERIOSTATIC PROTECTION

Silestone incorporates a bacteriostatic protection in its manufacturing process in the entire mass that ensures total hygiene throughout the volume, inhibiting the growth of bacteria. It is ideal offering the required hygiene for kitchen, buffet, bar or counter surfaces as well as bathrooms, toilets, etc.

### 4) LARGE FORMAT CUSTOMISED FOR INDOOR AREAS.

Custom-made large format. (Slabs up to 325x156cm). Optimisation of pieces, reduction of joints. The cut, machining and customisation make Silestone a versatile material that can be adapted to any room of a hotel: Bathrooms, Counters, Reception areas, Buffets. Etc..

### 5) WIDE RANGE OF COLOURS AND CONSISTENT TEXTURES.

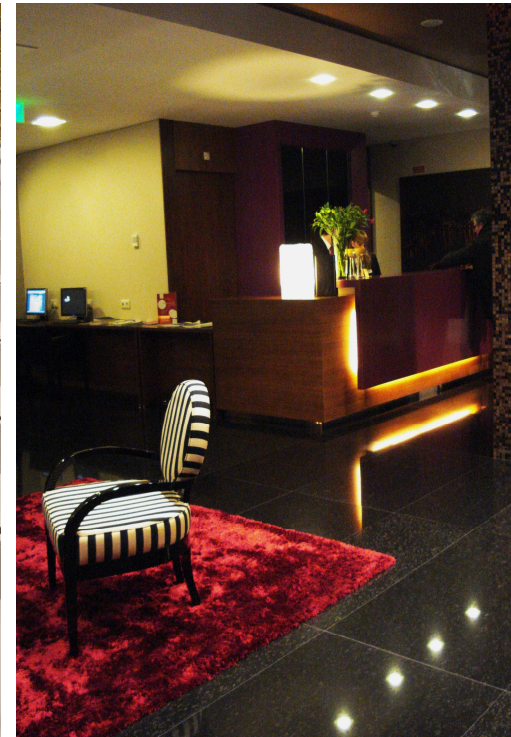
Silestone offers the choice of over 85 colors in its range, including 3 textures: Polished, Leather and Volcano. Industrial manufacturing process enables the standardisation of color and texture between slabs which have been produced differently.



# Silestone Hotel Chains

## Advantages of using Silestone in the refurbishment and construction of Hotels.

### 1) HARDNESS AND IMPACT RESISTANCE :

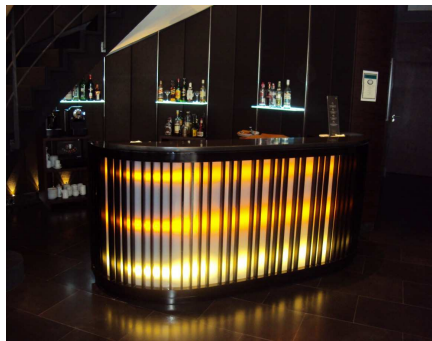




# Silestone Hotel Chains

**Advantages of using Silestone in the refurbishment and construction of Hotels.**

2) LOW POROSITY, STAIN-RESISTANT AND LOW MAINTENANCE.





# Silestone Hotel Chains

**Advantages of using Silestone in the refurbishment and construction of Hotels.**

3) ONLY QUARTZ SURFACE WITH BACTERIOSTATIC PROTECTION.





# Silestone Hotel Chains

## Advantages of using Silestone in the refurbishment and construction of Hotels.

### 4) LARGE FORMAT CUSTOMISED FOR INDOOR AREAS.

Cosentino reinvents the bathroom space thanks to the custom-made large format concept. Any architectural element can become an opportunity, offering us an endless range of aesthetic possibilities. The material comes in modules so it can be adapted to the space. The large size of the pieces means that only a few number of joints are required, providing more visual continuity and increased hygiene to any bathroom space.



# Silestone Hotel Chains

## Advantages of using Silestone in the refurbishment and construction of Hotels.

### 4) LARGE FORMAT CUSTOMISED FOR INDOOR AREAS.

The Silestone® bathroom collection offers the possibility of any item as: wash-hand basin, showers, claddings and special pieces, providing maximum flexibility in design and maximum use of space.





# Silestone Hotel Chains

## Advantages of using Silestone in the refurbishment and construction of Hotels.

### 5) WIDE RANGE OF COLOURS AND CONSISTENT TEXTURES.





# Silestone Hotel Chains

## Examples of Silestone used in major Hotel Chains

NOMBRE NAME	PROVINCIA REGION
HOTEL BURJ AL ARAB	Dubai
HOTEL ASHFORD	
HOTEL SPA CARLOS I	Pontevedra
INTERIORES SOROLLA CENTER	Valencia
MANUSA EXPRESS GATE	Barcelona
APARTHOTEL ALTOS DEL DUQUE	Sta. Cruz Tenerife
HOTEL ARGENTINO	Pontevedra
HOTEL PRÍNCIPE DA BEIRA	Castelo Branco
HOTEL EL CHURRA	Murcia
HOTEL AC SEVILLA TORNEO	Sevilla
HOTEL LA TEBAIDA	Cantabria
EXTERIORES PORTOBELLO	Almeria
HOTEL LOS PATOS	Málaga
CAFETERIA HOSTAL ARENILLAS	Cantabria
CAFETERIA TORRELUZ	Almeria
GRAN VIA HOTEL	Granada
HESPERIA ANDORRA	Andorra la Vella
HOSTAL LOS MADRIGALES	Toledo
HOTEL CHIC BASIC	Barcelona
HOTEL CIUDAD GIJON II	Asturias
HOTEL DO CARACOL	Açores
HOTEL EGO	Lugo
HOTEL ISLA NOVA	Lugo
HOTEL RIGOLETTO	Barcelona

NOMBRE NAME	PROVINCIA REGION
HOTEL BURJ AL ARAB	Dubai
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HOTEL ARGENTINO	Pontevedra
HOTEL PRÍNCIPE DA BEIRA	Castelo Branco
HOTEL EL CHURRA	Murcia
HOTEL AC SEVILLA TORNEO	Sevilla
HOTEL LA TEBAIDA	Cantabria
EXTERIORES PORTOBELLO	Almeria
HOTEL LOS PATOS	Málaga
CAFETERIA HOSTAL ARENILLAS	Cantabria
CAFETERIA TORRELUZ	Almeria
GRAN VIA HOTEL	Granada
HESPERIA ANDORRA	Andorra la Vella
HOSTAL LOS MADRIGALES	Toledo
HOTEL CHIC BASIC	Barcelona
HOTEL CIUDAD GIJON II	Asturias
HOTEL DO CARACOL	Açores
HOTEL EGO	Lugo
HOTEL ISLA NOVA	Lugo
HOTEL RIGOLETTO	Barcelona



# Silestone Hotel Chains

## Examples of Silestone used in major Hotel Chains





# Silestone Hotel Chains

## Other Cosentino materials applied in Hotel Chains.

Prexury is a surface with a unique design consisting of semi-precious materials made from calibrated and polished epoxy resin. Carefully manufactured, largely manually and traditionally, using semi-precious stones, fossil and high purity quartz materials, resulting in a harmonious combination of natural elements of great visual appeal. Slab format: 2 and 3 cm thick. Size: 277x147 cm.





# Silestone Hotel Chains

Other Cosentino materials used in Hotel Chains.





# Silestone Hotel Chains

Other Cosentino materials used in Hotel Chains.





# Silestone Hotel Chains

## Other Cosentino materials used in Hotel Chains. Natural Stone.



Amarillo Indalo / Indalo Yellow



Caliza Capri / Capri Limestone



Blanco Macael / Macael White



Perla / Perla



Rigo Alicante / Rigo Alicante



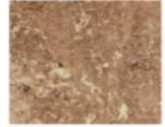
Caliza Nevada / Caliza Nevada



Blanco Tranco / Tranco White



Crema Luna / Crema Luna



Nazari / Nazari



Travertino Oro / Gold Travertine



Crema Marfil / Crema Marfil



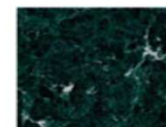
Crema Moka / Nutmeg Cream



Gris Adria / Charcoal Gray



Travertino Rosso / Red Travertine



Verde Guasco / Verde Guasco



Gris Viola / Olive Gray



Marrón Emperador / Dark Emperador



Negro Marquina / Negro Marquina



Cuarcita Verde / Green Cuarcita



Mármol azul / Blue Marble



Negra



Multicolor



Gris



Verde



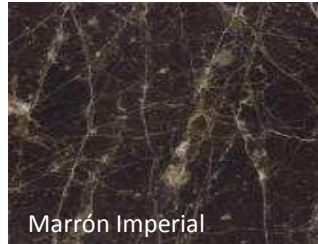


# Silestone Hotel Chains

## Other Cosentino materials used in Hotel Chains. Natural Stone



Crema Luna



Marrón Imperial



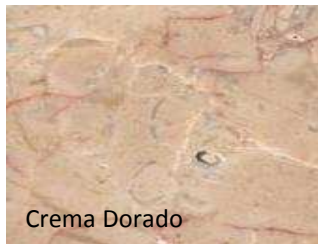
Blanco Tranco



Blanco Macael



Perlado



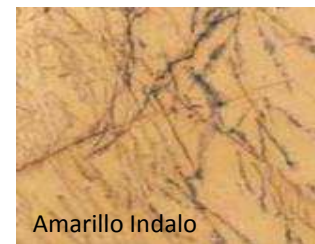
Crema Dorado



Café Emperador



Gris Viola



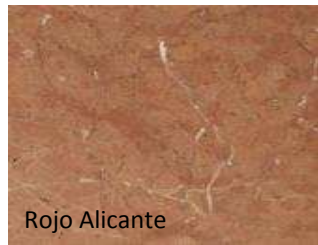
Amarillo Indalo



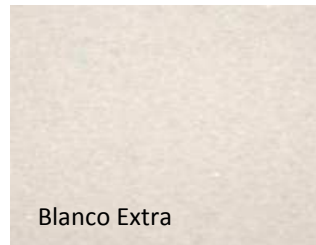
Crema Marfil



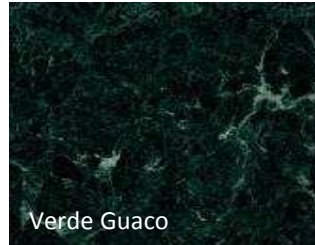
Crema Almazora



Rojo Alicante



Blanco Extra



Verde Guaco



Gris Adria



# Silestone Hotel Chains

## Other Cosentino materials used in Hotel Chains. Natural Stone





# Silestone Hotel Chains

Other Cosentino materials used in Hotel Chains. Natural Stone.

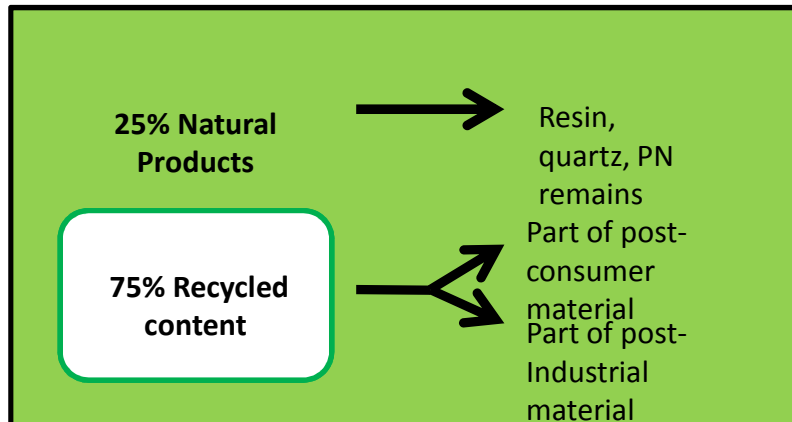




# Silestone Hotel Chains

## Other Cosentino materials used in Hotel Chains. Eco by Cosentino.

ECO is a surface composed of recycled raw materials and ecological products. It is resistant to stains and it has high thermal and mechanical features. ECO is available in large format slabs in 1.2; 2 and 3 cm thick.



### RECYCLED CONTENT

Porcelain  
Porcelain stoneware  
Glass  
Micronised glass  
Mirror  
Vitrified ash

### NON-RECYCLED CONTENT

Corn oil resin  
Pieces of stone  
Quartz

# Silestone Hotel Chains

Other Cosentino materials used in Hotel Chains. Eco by Cosentino.



Cristal Sand



Polar Cap



Luna



Terra



Riverbed



Starlight



Black forest



Crystal Ash



White Diamond



Iron Ore



# Silestone Hotel Chains

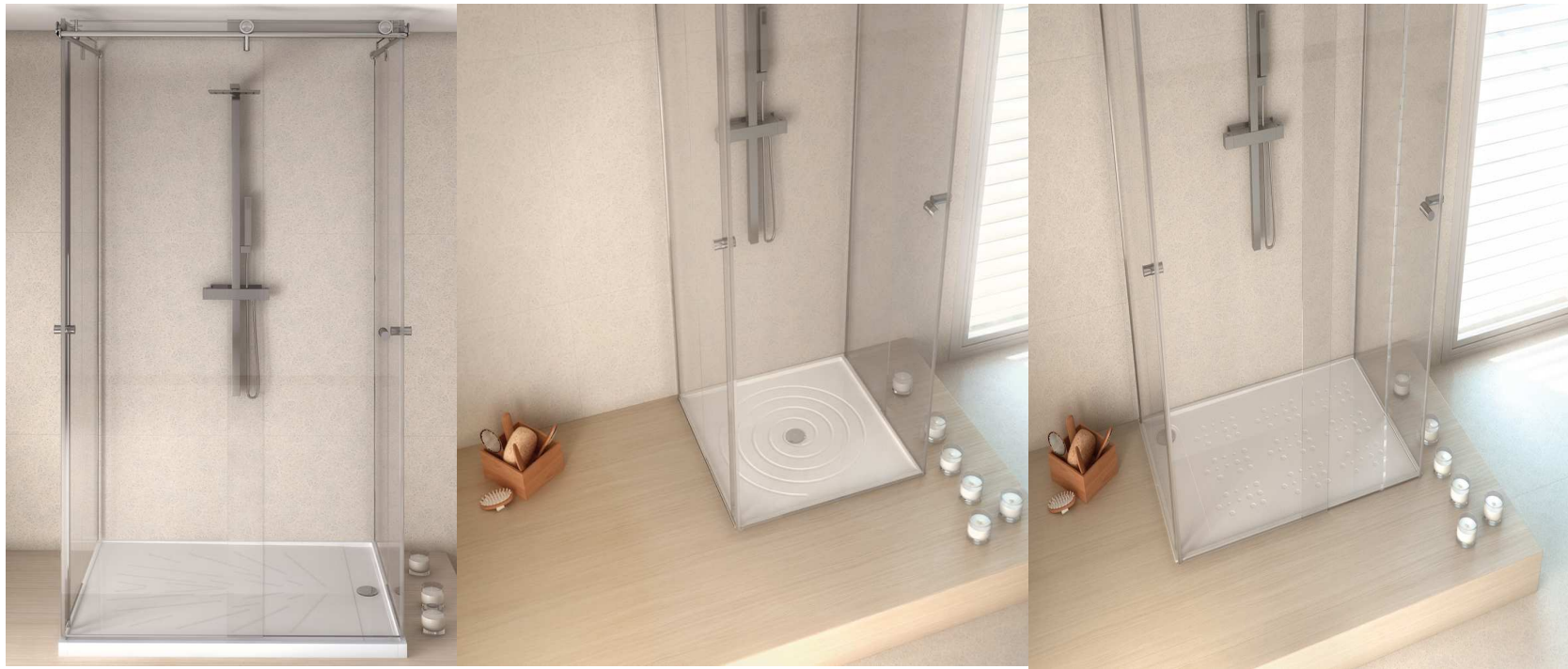
Other Cosentino materials used in Hotel Chains. Eco by Cosentino.





# Silestone Hotel Chains

**Other Cosentino materials used in Hotel Chains. Eco by Cosentino.**





# Silestone Hotel Chains

## Appendices. Silestone special stones and formats.

304 x 138 cm

60 x 60 cm

40 x 40 cm

327 x 159 cm

30 x 30 cm

60 x 40 cm

THICKNESS

1.2 cm

2 cm

3 cm

## EDGE PROFILES

The available thicknesses of Silestone are 1,2, 2 and 3 cm.

	Polished straight edge		1/4 polished bullnose edge + non-bevelled planed section
	Polished 1/4 bullnose edge		1/2 polished bullnose edge + non-bevelled planed section
	Polished 1/2 bullnose edge		Polished bullnose edge + bevelled planed section
	Polished bullnose edge		Edge 45° + bevelled edge 45°
	Straight + bevelled planed section		Polished straight edge + non-bevelled planed section



# Silestone Hotel Chains

## Appendices. Properties, use and maintenance.

a

### REGULAR CLEANING AND MAINTENANCE

Silestone® and ECO by Cosentino® are low porous surfaces and therefore highly resistant to everyday domestic stains. For regular cleaning of Silestone® or ECO by Cosentino® surfaces, Cosentino S.A. recommends you use Q-Action®. If Q-Action is not available, water and mild soap is the best option for regular cleaning.

b

### CLEANING STUBBORN STAINS

The following are some of the actions to be carried out for stubborn stains that have built up over time:

#### GREASE STAINS (remains cosmetics)

Apply Q-Action® to the stain and gently scrub with a soft scouring pad (for ceramic hobs) until it disappears. Rinse immediately with water and dry.

#### LIMESCALE (glass marks)

Pour an anti-limescale product (like Viakal or similar) onto the surface and leave to act for 1 min. Rinse with plenty of water and dry. Follow the instructions recommended by the manufacturer. Do not use on any products (taps, stainless steel elements, etc) other than the worktop itself as it might damage their finish.

#### SILICONE AND PUTTY MARKS

Use a knife and CleanColorsil® or Solvent (that does not contain dichloromethane) and gently scrub with a soft scouring pad (for ceramic hobs). Then rinse with plenty of water and dry. We recommend that the marks are removed at the time of installation.



# Silestone Hotel Chains

## Appendices. Properties, use and maintenance.

c

### DIFFICULT STAINS

For difficult stains, pour Q-Action® onto the affected area leaving it to act for 2 mins. Next gently scrub with a soft scouring pad (for ceramic hobs), rinse with plenty of water and dry.

d

### LEATHER FINISH AND VOLCANO TEXTURE COUNTER TOP CLEANING

For the regular cleaning of these surfaces with unpolished textures, Cosentino® recommends the use of Q-Action® or water and mild soap. For stubborn stains use a non-scratch scouring pad without applying too much force. These textures are rougher and therefore more susceptible to marks making them high maintenance surfaces. This applies equally to the sandblasted areas, although have applied a protective coating that helps the non-accumulation of dirt, are areas that require more maintenance.

e

### REACTION TO KNOCKS

One of the characteristics that make these surfaces stand out is their high resistance to knocks. However, avoid striking areas of the surface that due to the fabrication of design, may be slightly weaker (pointed corners, fine edges, etc.).

f

### REACTION TO HEAT

After using bathroom utensils such as straightening or curling irons, etc, do not leave them directly on the surface. Leave them on top of a tablemat (if possible with rubber support) to cool down.

The reasoning behind this is that the thermal shock caused by the difference in temperature (cold/hot) could damage the surface.



# Silestone Hotel Chains

## Appendices. Properties, use and maintenance.

g

### PRECAUTIONS: REMEMBER

Do not place outdoors or anywhere exposed to direct UV rays.

Do not place objects recently removed from the heat on top of the surface, use a tablemat. Do not use repellents, sealants, polish, etc. Do not polish.

Do not use paint strippers, caustic soda, or products with a ph of more than 10. If bleach or solvent is used, it should be diluted with water and never left in permanent contact with the product. Avoid all chlorine based products and any contact with Fluorhydric acid.

Do not use degreasing agents with a high mineral content or highly vigorous product.

Avoiding using metal scouring pads. The use of this type of product can lead to the loss of the product guarantee.

Examples of products that should not be used on Silestone<sup>®</sup> and ECO by Cosentino<sup>®</sup> surfaces: Paint strippers, brush or metal cleaning products, oven cleaning products, methylene chloride cleaning products, acids for unblocking drains, nail polish remover with acetone, etc.

If any of these products are ever spilled onto the surface, remove as soon as possible using plenty water and mild soap.

# Silestone Hotel Chains

## Appendices. Properties, use and maintenance.

h

### STAIN RESISTANCE TABLE

Overall, Silestone® and ECO by Cosentino® have an excellent performance with commonly used products in the bathroom. Here are examples of behaviour to staining of some products used regularly.

Laundry bleaches	Unaffected	Liquid keratin hair treatment	Unaffected
Family shower gel	Unaffected	Body deodorant spray	Unaffected
Active powder (toilet disinfectant)	Unaffected	Aftershave lotion	Unaffected
Hot wax (hair removal)	Unaffected	Whitening mouthwash	Unaffected
Bleach-based bathroom cleaners	Slightly affected	Skin tone correctors	Unaffected
Liquid make-up	Unaffected	Hair styling gel	Unaffected
Body hair bleaching cream	Slightly affected	Shampoo	Unaffected
Body moisturizer	Unaffected	Lipstick	Unaffected
Hydrogen peroxide	Unaffected	Mascara	Unaffected
Shaving cream	Unaffected	Lip liner	Unaffected
Soft contact lens solutionsp	Unaffected	Eyeliners	Unaffected

We must take special care with some strong products, which like other areas, due to their aggressiveness; they can affect Silestone® and ECO by Cosentino®. Some examples of these are the dark hair dye products strongly aggressive cleaning the bathroom, dark shoes creams, cream depilatories, perfumes, exfoliating gel or nail polish.



# Silestone Hotel Chains

## Appendices. Certifications.

Silestone has received all of the most important certifications demanded in terms of quality, environment and health:

### ISO9001 CERTIFICATION

**ASSURANCE SYSTEM FOR ONGOING IMPROVEMENT** The ISO 9001 standard has been prepared by the International Organisation for Standardization and specifies requirements for a good quality management system. Companies that obtain this certification are capable of establishing a supply of products that respond to the consumer needs in accordance with the law.

Bureau Veritas has audited and verified that Cosentino, S.A. meets standard ISO 9001:2000 for management design applying to:

Design, manufacturing, cut-size, distribution and marketing of quartz surfaces.

Design, cut-size, distribution and marketing of natural stone surfaces.

The Management System certificate is valid until 9 May 2010, and the certificate number is 7002529. (At week 28, Cosentino, S.A. successfully passed the recertification audit by Bureau Veritas and is awaiting receipt of the new certification document).



### ISO 14001 CERTIFICATION

The ISO 14001 standard has been prepared by the International Organisation for Standardization and specifies requirements for a good quality environmental management system. The objective of these standards is to provide companies with appropriate methodologies for the introduction of an environmental management system, similar to the proposals for the series ISO 9000 for quality management. This international standard can be applied to any organisation that wants to establish, document, introduce, maintain and continuously improve an environmental management system.

Bureau Veritas has audited and verified that Cosentino, S.A. meets standard ISO 14001:2004 for management design applying to:

Design, manufacturing, cut-size, distribution and marketing of quartz surfaces.

Design, cut-size, distribution and marketing of natural stone surfaces.

# Silestone Hotel Chains

## Appendices. Certifications.

Silestone has received all of the most important certifications demanded in terms of quality, environment and health

### GREENGUARD CERTIFICATION: PRODUCTS DO NOT EMIT VOC'S HARMFUL TO HEALTH

This GREENGUARD certification accredits that Silestone complies with the standards of indoor air quality, with respect to volatile organic compounds (VOCs).



### GREENGUARD CHILDREN & SCHOOL CERTIFICATION

The Greenguard Children and Schools certification<sup>SM</sup> assesses the sensitive nature of the communities in schools along with the particular characteristics of such buildings. This certification meets the highest standards of controlling the emission of chemical products, with respect to volatile organic compounds (VOC).

### NSF Certification: ENABLES DIRECT CONTACT WITH ALL TYPES OF FOOD.

Silestone<sup>®</sup> is considered a safe material for direct contact with ALL TYPES OF FOOD, food can be placed directly on it safely used as a plate or container for food.



### LGA Certification –

LGA QUALITEST GMBH is an independent organisation that certifies the safety, good condition and hygiene of everyday products, in accordance with European and international requirements.



Cosentino has obtained the *Hygiene Tested* certification from LGA for its Silestone worktops. This certification is only awarded to products in which special attention is paid to hygiene during their development and which meet all microbiological regulations.



# Silestone Hotel Chains

