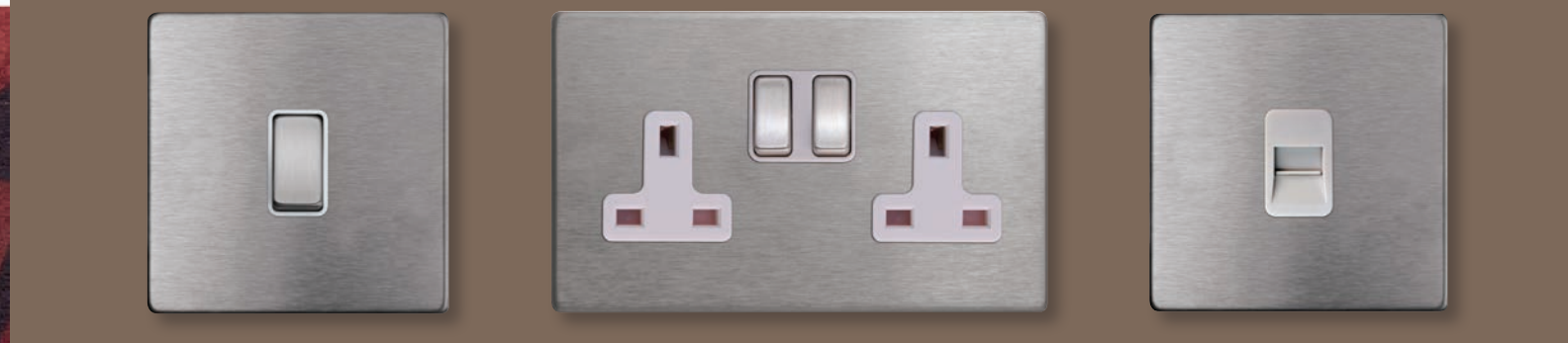




Alexander House – a total solution provided for both lighting control and bespoke complementary switch plates and sockets.



Alexander House – control plates and lighting system working together to create a stylish and efficient solution.



about
Hamilton
Visit www.hamilton-litestat.com

Engineering skills, an eye for design and concern for quality, combined with the values of a long-established family company, place Hamilton among the leaders in British manufacturing SMEs. With a wide range of capabilities to meet the needs and exacting demands of the professionals we work with, we deliver wiring accessories and controls for lighting and audio in homes of the discerning, hotels of distinction, heritage properties and the latest signature developments.

Beginning with the assembly of dimmers (then a new technology when we started out in the 1960s), the company has progressed through building a portfolio of designs to please the interiors fashion industry, to harnessing today's technology to serve the current insatiable appetite for electronic control of all aspects of living.

INDUSTRY PARTNER

making light work | **Hamilton**

Lighting Control & Multi-room Audio • Bespoke • Switch Plates & Sockets

boutique hotels

A tailor-made co-ordinated look.



A co-ordinated look for the guest rooms within a new wing of Hever Castle's Luxury Bed and Breakfast accommodation.



Gavin Williams talks a bit about why Hamilton Litestat is the 'Suite' of choice of boutique hotels.

Gavin Williams, Hamilton Litestat, Marketing Manager.

Boutique Hotels, also referred to as lifestyle or design hotels, are unique in interior design, architecture and theme, and are often historic. Essentially a stay in a Boutique Hotel is a lifestyle experience. According to many of our Interior Designer clients the concept of 'Boutique' is both inspired and inspirational. 'Inspired', because this type of accommodation gives consumers a highly desirable and often cost-effective alternative to mainstream hotels, and 'inspirational' because designers are given the opportunity to push creative boundaries. As a specialist supplier to the hotel interiors market no one knows this more than us.

Stand out from the crowd

From Hamilton's point of view, we are seeing a rise in demand from small to medium 'Boutique' hotels for our electrical wiring accessories and Mercury® lighting control and multi-room audio systems. There are a number of factors at play; in the first instance positive economic growth in the UK is giving smaller scale venues the confidence to reinvest in their infrastructure. When it comes to seeking products and services, the ability to tailor products to the individual requirements of customised projects makes Hamilton an attractive option. Not least because of our desire to partner with Interior Designers who want to turn a design concept into a reality/room interior. Yes, we have a huge amount of flexibility to supply unique and bespoke products but by partnering with designers we can help them realise their vision and make their work stand out from the crowd, cost effectively.

Merging the new in-keeping-with the old

Boutique Hotel guests are discerning. For them it is all about the experience: the aesthetics of the environment and high levels of personal service. One thing is for sure, they expect 'luxurious home comforts' and that includes access to all of the home technology and entertainment services as standard. This is a major consideration and a challenge for Interior Designers when planning hotel guest rooms, especially as many of their projects tend to be refurbishments of older style and heritage properties. The ability to integrate smart technologies sympathetically and seamlessly within these projects is key. Merging the NEW in a way that's in keeping with the OLD.

Anne Boleyn would approve!

Hamilton's expertise in this area recently proved invaluable during the refurbishment of Anne Boleyn's guest rooms within a new wing of Hever Castle's Luxury Bed and Breakfast accommodation - an Edwardian annexe created by William Waldorf Astor; designed in Tudor style.

This 'period property' boasts a fine collection of 19 stunning 'five-star gold' graded suites - overlooking a private garden area. Each suite needed to encompass historical elements, modern comforts and contemporary style. Lighting control and a relaxing and cosy ambiance within each suite was a priority, plus elements of continuity and finishing touches were the point of difference - so selecting a suitable lighting control system and the perfect mix of switch plates and sockets was a must.

Hever Castle Project interior designer Sarah Clark of Interiors at Nine to Eleven says: "I was initially drawn to Hamilton for its Mercury® Lighting Control system and range of stunning switch plates & sockets which perfectly suited the needs of this project. However I soon came to appreciate and value the fabulous personal service and consultative approach provided by the Hamilton Team."

Enhancing the guest-room experience

Hamilton's Mercury® lighting control and multi-room audio systems offer ideal automated room management/entry-level building management solutions. Typical industry standard fit outs for small to medium boutique hotels include 'Key Card Switch' systems: inserting the key card into the switch activates one of a series of pre-set lighting scenes subject to the time of day. The same system can also be used to activate other room services such as the air-conditioning and room entertainment centres (TV/Radio).

Boot-up in 'guest' mode

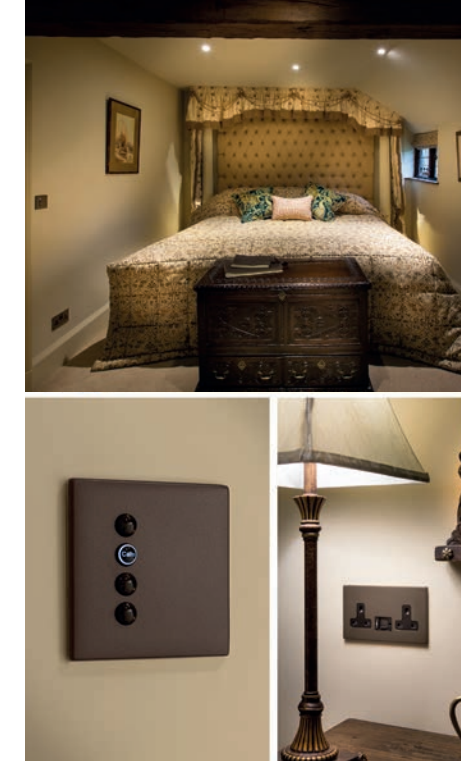
Expecting guests to compromise on access to technology because they are spending a night in a hotel is no longer an option. It's expected that iPods/iPhones can be connected to the room's audio system through USB connections incorporated into the room switch plates. Also the guest room is often used as a remote office so again it's important they have everything they need from communications technology and functionality within the hotel room such as the USB charger and international sockets.

Our expertise lies in incorporating all this technology into a hotel room so that it does not impact negatively on the design but enhances the space, and ultimately the experience. Our unique range of decorative electrical wiring accessories can be tailored to the exact needs of the project and used to incorporate all the technology beautifully and discreetly.

Tailor-made as standard

Sourcing the unusual, quirky or period furnishings and accessories is time consuming. But when it comes to electrical accessories we can help save both time and money. Unique items such as special plate finishes/colours or non-standard plate functions can be supplied using Hamilton's 'Bespoke' design service, Savile Row, and larger plate sizes incorporating specified multiple functions can be designed and produced to order.

With our bespoke design and production service and 18 unique plate collections, available in metal, plastic, wood and even glass finishes - many compatible with the company's Mercury® lighting control and multi-room audio system - we can deliver a totally co-ordinated look and meet all the needs of virtually any client brief.



Sarah Clark, Interior Designer, Interiors at Nine to Eleven.

A Mercury work-out!

Cue the recently completed fit-out at Alexander House, a luxury 5 star Boutique Hotel and Utopia Spa in Sussex. In this case the 'new-build' construction presented the owners with a golden opportunity to incorporate state-of-the-art modern amenities and technology within the layout and individual design of each suite and public spaces within the structure.

Working with the Contractor and the owner's interior design team, Hamilton developed a total solution for both lighting control and bespoke complementary switch plates and sockets. Control plates and lighting system working together to create a stylish and efficient solution that complemented the room concepts, and designed to withstand wear and tear and look good for longer - a prerequisite even in a boutique hotel.

Having identified its strengths in this sector Hamilton is continuing to develop and grow its product range and breadth of design support services to meet the needs of hotel interior designers and specifiers. While the company's attitude to customer service and ability to be flexible still comes as standard.

I soon came to appreciate and value the fabulous personal service and consultative approach provided by the Hamilton Team.

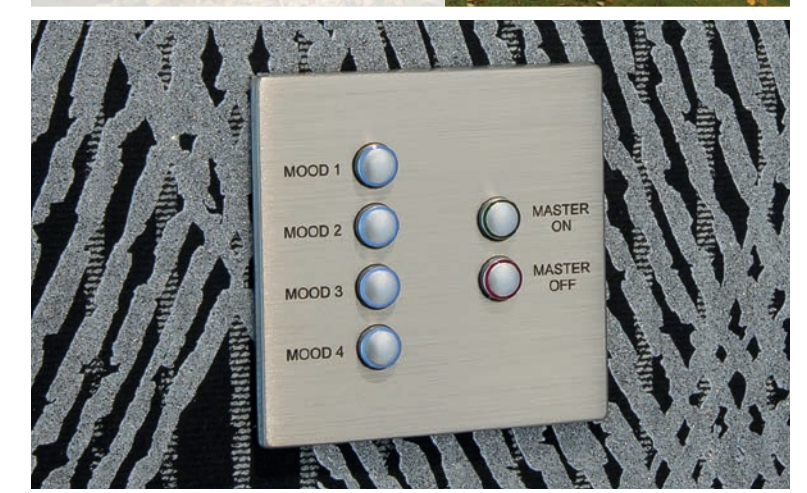
Sarah Clark, Interior Designer, Interiors at Nine to Eleven.



Hever Castle - childhood home of Anne Boleyn.



The 'new build' Boutique Hotel at Alexander House.



Show your clients highly finished prototypes.

Functionality • Style • Finish.