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NEWS & BUSINESS

APPOINTMENTS



Zeta Specialist Lighting, the Bicester-based innovative developer and manufacturer of LED and solar powered lighting solutions, has appointed Adrian Dennis as Managing Director.



Lumilow Lighting Limited of Halifax has announced the appointment of a new Managing Director, Andy Chell.



Mark Carlson appointed General Counsel and Vice President of Strategic Initiatives at Nanolumens.



John Hadley has been promoted to Head of Marine Sales at Chelsom.

Cambridge Nanotherm is proud to announce that Howard Ford has joined the board as chairman.



TheisCraft Lighting Controls are pleased to announce the appointment of Mark Willmott as UK Sales Manager.



New CEO for iGuzzini: the Board of Directors nominates Andrea Sasso.



Burt Smith appointed Executive Vice President for Business Development at Nanolumens.



Lighting controls specialist B.E.G. has appointed Tracy Whiteman as its new Sales Manager.



James Carswell joins the Piggotts team as the new Head of Street Lighting.



Nanolumens has appointed Cathy Steiner to the position of Chief Financial Officer.



Quicklight appoints Richard McCabe as new Managing Director.



GE Lighting has appointed Sandrine Perino as Smart City Development Director for Europe.



John Cullen have announced that Helen Cowan has joined them as Business Development Director.

Staying *in Control*

How is hotel lighting becoming smarter with the use of controls and sensors to ensure guests have an enjoyable stay and in turn save money and energy for the hotel?



CIRCLES TOP TO BOTTOM:
Hotel room with Hamilton Litestat control panel.

Fairfax Marriott at Fair Oaks. Designed by Studio3877 and P3 Design Collective77. Photo by Ronald Ngiam.

Hotel room with Key Card by Hamilton Litestat.

“Developed to enhance the hotel guest experience, Hamilton’s Mercury® lighting control and multi-room audio systems offer ideal automated room management and entry-level building management solutions.”

— Gavin Williams, Marketing Manager, Hamilton Litestat

When staying away from home whether on business or for pleasure guests want to experience a little bit of luxury and this can be in the form of interiors, fittings or even technology. Many guests will enjoy the experience of using state of the art technology and this can also create a talking

point about their stay. State of the art lighting and control systems will not only enhance a guest’s stay but will also in turn save the hotel money as properly controlled lights will ensure energy wastage is reduced, so it is a win-win situation.

Hamilton Litestat is finding that many small to medium boutique hotels are installing smart technology control solutions and this is apparent throughout the spectrum of star ratings.

Gavin Williams, Marketing Manager at Hamilton Litestat comments “Developed to enhance the hotel guest experience, Hamilton’s Mercury® lighting control and multi-room audio systems offer

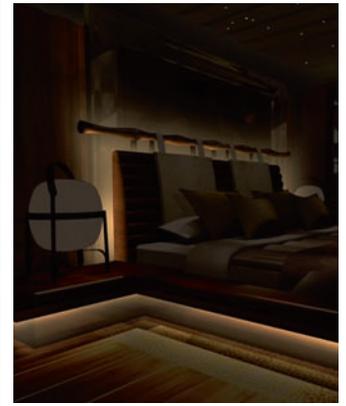
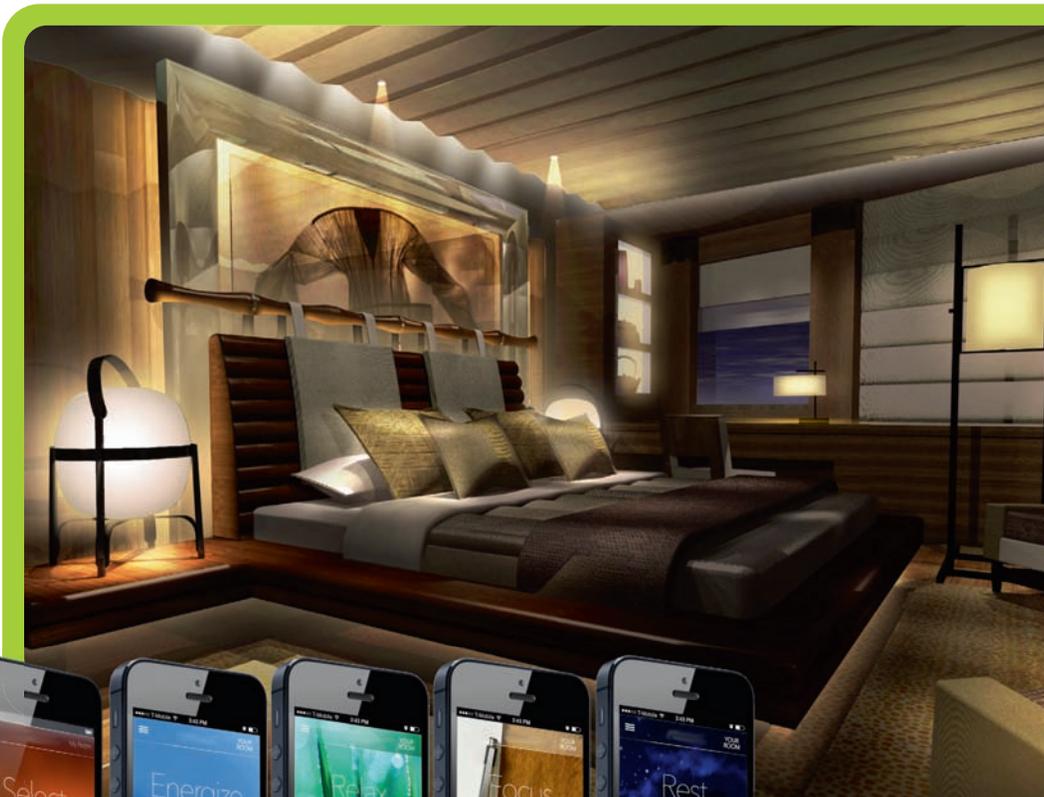
ABOVE:
LED Dock range of bedside reading lights from Chelsom.

LEFT:
Hamilton Touch Plate.

ideal automated room management and entry-level building management solutions. For example; industry standard fit outs for small to medium 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. Even the most basic system that uses a pre-set timer will use less power. More sophisticated controls encompassing latest smart technology yield even more power and cost savings.”

This same system can also activate other room services such as the air conditioning and in room





entertainment centres. Guests can even connect their iPods and phones to the audio system via USB connections incorporated into the room switch plates, all provided by Hamilton Litestat.

Aside from convenience and energy savings putting the guest in control of the light settings can also enhance their stay. Many people are unaware that they are sensitive to colour temperature but changing the temperature can make guests feel more relaxed within their surroundings. Many hotels are now looking to install lighting systems that have many pre-determined scenes so that guests can choose which setting they feel comfortable with.

Daniel Scovill Co-founding Principal, Arcsine comments "As designers and architects, we are aware that everyone responds to colour temperature of lighting differently. Allowing the hotel guest to customise lighting to their taste is a brilliant idea. We are seeing hotel

pack relay panels (card key-enabled switches) from LC&D being discussed for hotel properties in the U.S. Our sales rep Shannon Burry from sixteen5hundred also recently shared some intriguing products that are in research and development right now. Most notable are the products that will be based around user preference and will allow guests, in advance of their stay, to set up colour-changing lights based on the time of day to address circadian rhythm."

The biggest hurdle hoteliers need to overcome when installing technology is ensuring it is user-friendly and won't frustrate guests leading to negative feelings about their stay.

David Shove-Brown AIA, NCARB Co-Founder, Studio3877 believes that there is a fine

ABOVE:
LumiFi Mood settings used within a hotel room.

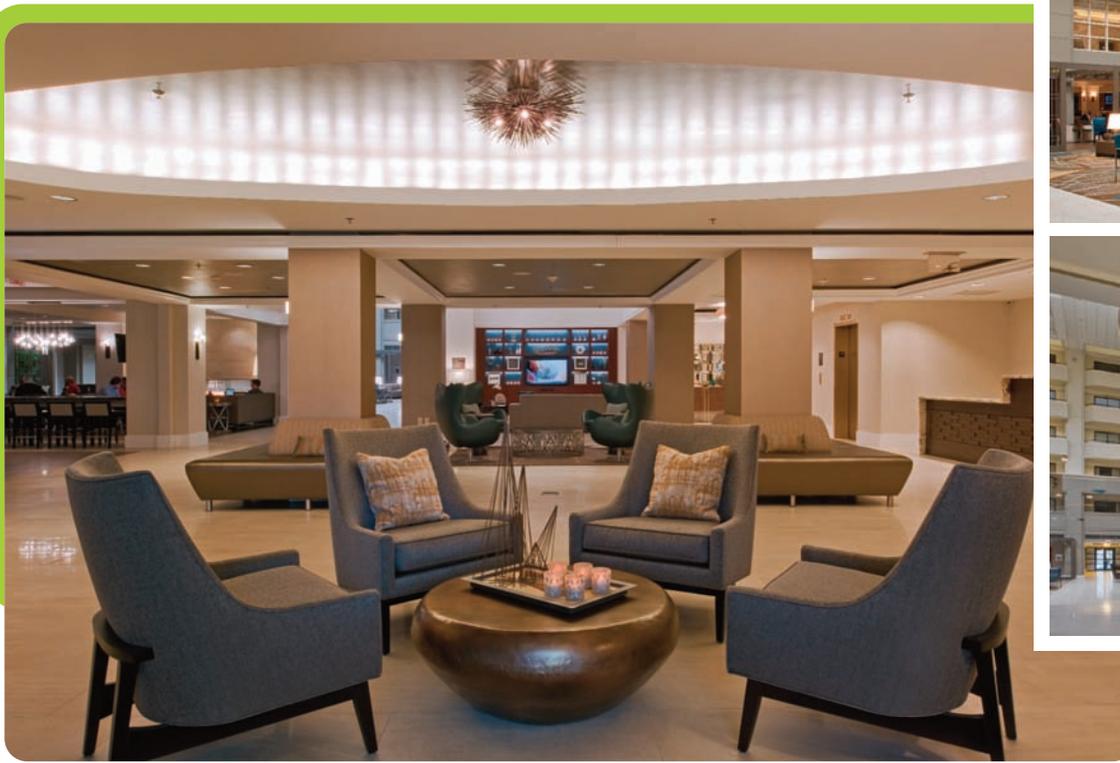
LEFT:
LumiFi interface.

line where advanced technology can quickly create an unfriendly user experience. Room systems are combining in such a way that lighting, airflow, and ambiance are easy to use and, can enhance a well-designed room. He recommends control systems like Lutron myRoom, as these systems combine mechanical, shading and lighting systems into a user friendly package that also senses room occupancy so lighting and AC units are off when the room is empty, saving both energy and money.

Chelsom have worked on many hotel lighting products and understand the need to balance design and functionality. Robert Chelsom, Managing Director of Chelsom explains "Guests want hotels to feel like a luxurious home away from home and they want their hotel lighting in particular to reflect

"Guests want hotels to feel like a luxurious home away from home and they want their hotel lighting in particular to reflect this, to be stylish yet functional."

Robert Chelsom, Managing Director, Chelsom



this, to be stylish yet functional. For example, most guests have dimming functionality at home and expect it in hotels, but they want it to be clearly visible on the product and most of all usable. I have lost count of the number of times I have heard stories of the concierge being called up to the room to explain how to dim the lights. Our latest colour coordinated push and toggle switches provide the guest with clear switching options. The latest Dock range of bedside reading lights give the option of a push switch or a neat 'docking switch' when the LED directional head is recessed away."

Cost of installing these systems is always a concern to the hoteliers who have strict budgets to meet, however with the cost savings controls can bring in energy reduction and the fact that many

is more energy efficient and cost sensitive than any other lighting sources. The typical lifetime of a wireless LED is 25,000 hours, which greatly outlasts fluorescent lighting systems that can end up being six times more expensive over the same time period. By replacing old light bulbs and systems with modern and more efficient LED technology, hotels can save significant amounts on their energy bill and may become eligible for tax and energy rebates.

Coloured and dimmable lighting is now available and accessible at a cost never before imaginable; these lighting properties improve the quality of lighting in a room and advance the atmosphere, mood and feeling. Guests are more likely to feel at home and return. It also creates a more memorable identity."



"Coloured and dimmable lighting is now available and accessible at a cost never before imaginable."
 Beatrice Witzgall, Founder and CEO, LumiFi

systems now use LED these savings are increased.

Beatrice Witzgall, Founder and CEO at LumiFi comments "From a hardware perspective, LED lighting

It is clear that hotels need to change not only their décor to follow fashions but also keep on top of technological advances to meet guests ever growing demands. 

ALL ABOVE:
 Fairfax Marriott
 at Fair Oaks.
 Design by
 Studio3877
 and P3 Design
 Collective.
 Photos by
 Ronald Ngiam.

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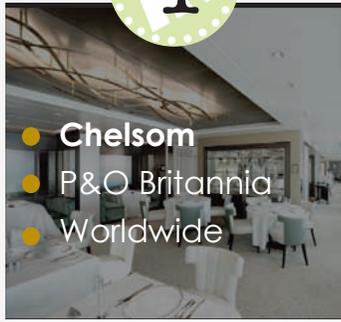
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4



- Chelsom
- P&O Britannia
- Worldwide

Chelsom were commissioned to create a series of bespoke lighting products onboard Britain's biggest ever cruise ship, the £473 million P&O Britannia, which was officially named by Her Majesty The Queen at a glittering ceremony in Southampton in March.

The 3,647 passenger luxury cruise liner is the largest vessel designed for the British holiday market and stretches longer than the Eiffel Tower is tall. It boasts 15 passenger decks, 26 bars and eateries and four swimming pools. It also features a three-tier atrium, a 936-seater theatre and a multi-million pound art collection.

Having most recently collaborated with award winning designers Richmond International on London's 5-star boutique hotel, The Beaumont, Chelsom once again partnered with their design team to produce an array of unique lighting products for the public areas designed to enhance the sophisticated luxury of the wider interior scheme. Chelsom's vast experience in devising lighting schemes for marine projects ensured that all products supplied blended superior design and functionality with the exacting requirements of marine specification.

One of the standout pieces created by Chelsom was a dramatic gold centrepiece specified for the Epicurean Restaurant. Over nine meters of interwoven gilded metal ribbons form a sculptural ceiling feature running the length of the restaurant to create visual impact. Each of the ribbons was fitted with an LED strip on the upper side to give a warm reflective glow from the ceiling plate above.

Chelsom produced another

P&O Britannia

Chelsom creates bespoke lighting for luxury cruise liner.



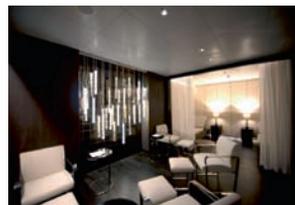
illuminated ceiling structure for the Live Lounge bar area featuring a series of sculptural 3D diamonds in gloss black and metallic gold, fixed to the ceiling in pairs of smaller and larger sizes to give a more organic look to the piece whilst emitting a soft ambient glow reflected in the gilded ceiling above. The Oasis spa area also features statement linear and circular light installations using clear acrylic solid rods of varying lengths along the main wall and the central treatment area of the spa. Each rod has an individual integral LED module housed at the top and has been designed with bubbles inside to give a waterfall effect picking up and refracting the light to generate a warm ambient glow suited to the relaxing spa environment.



In addition to these statement custom-made pieces, Chelsom supplied a series of 12-armed bespoke chandeliers for the ship's Supper and Limelight Clubs, finished in copper with complementary copper shades to provide a touch of decadence to the surroundings.

In addition to these statement custom-made pieces, Chelsom supplied a series of 12-armed bespoke chandeliers for the ship's Supper and Limelight Clubs, finished in copper with complementary copper shades to provide a touch of decadence to the surroundings. A quartet of bespoke, rectangular LED fittings in matt black were also produced for the Cookery Club designed to provide functional light to optimise space and generate efficient light for working conditions.

Director Will Chelsom said, "We have worked with P&O Cruises on a number of projects over recent years and it was a true privilege to have been part of such a



prestigious project as Britannia. To be able to add Britannia to our marine portfolio is undoubtedly a real honour and is testimony to the expertise we have accumulated within the marine sector. With a number of high profile marine projects on the horizon for 2015 and beyond this will hopefully further cement our reputation as one of the leading designers and suppliers of decorative lighting to the international marine sector." 

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