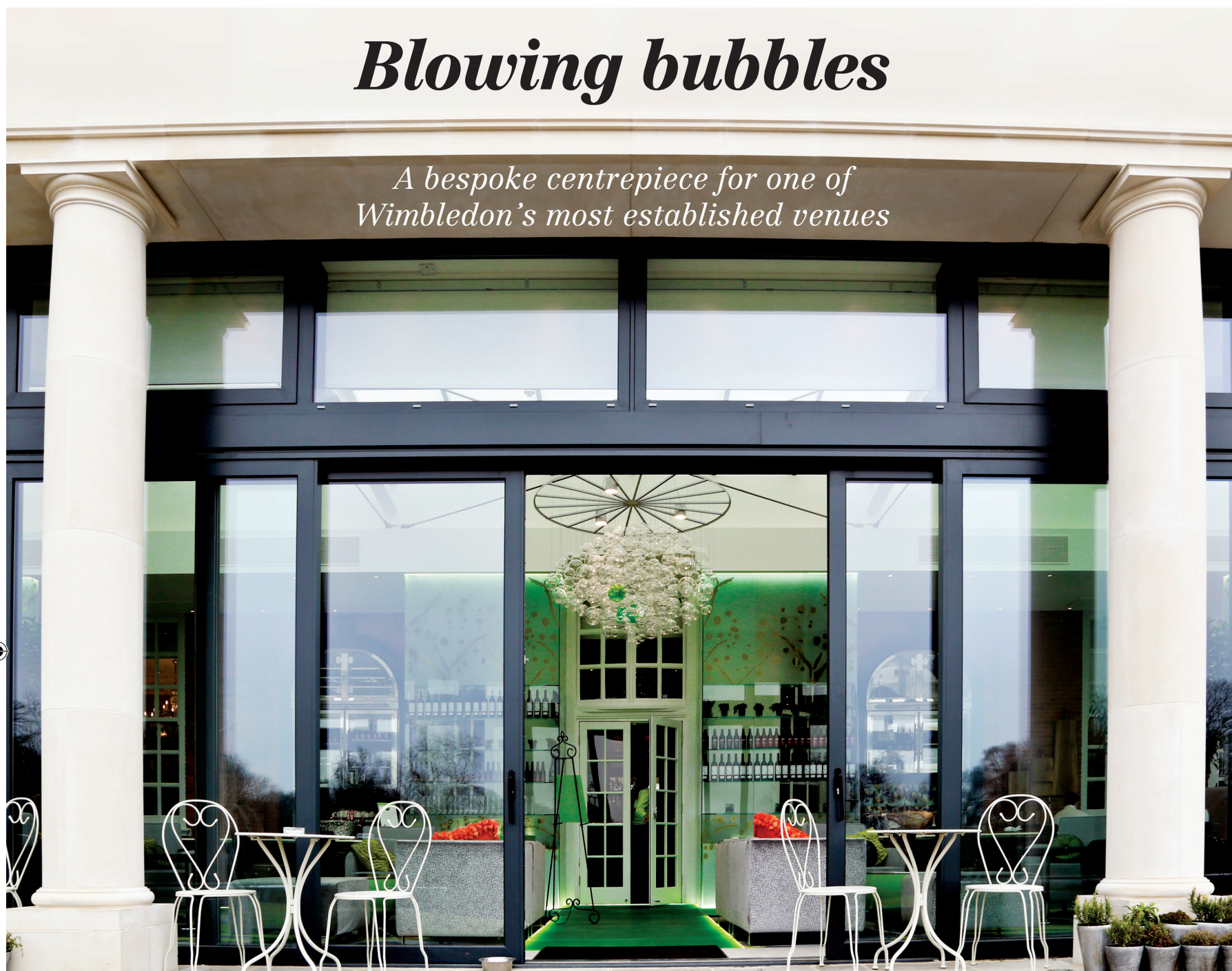




# Blowing bubbles

*A bespoke centrepiece for one of Wimbledon's most established venues*



**C**annizaro House is one of the oldest hotels in Wimbledon. Having played host to Lord Tennyson, Henry James, Oscar Wilde - and even the Maharajah of the Punjab - the hotel hosted some of history's most colourful characters before it became a boutique hotel back in the 1980's.

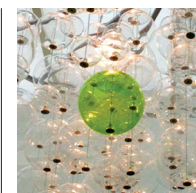
Cannizaro House has recently undergone a multi-million pound refurbishment to restore it to its former grandeur as one of the most glamorous hotels in South West London. The final stage in the three million pound renovation project is the refurbishment of The Orangerie restaurant, which overlooks the stunning Cannizaro Park. And

Chelsom was commissioned to create a unique lighting feature for the project.

A team from STS Design created a beautiful, contemporary interior scheme, which complemented the original hotel building perfectly. Chelsom worked closely with STS to ensure that the lighting enhanced the overall design aesthetic. And the spectacular centrepiece chandelier is undoubtedly the focal point of The Orangerie. The design incorporates a cascading sculpture of around 200 clear glass balls, offset with a single sphere of lime green mouth-blown glass, which is designed to co-ordinate with the wider interior scheme. Randomly suspended on fine steel strainer wires around a two-metre

diameter 'cartwheel' frame, the hand-made, varying sized glass ellipses have been designed to create the illusion of bubbles, floating skywards.

The fitting creates a striking point of impact as visitors enter The Orangerie, yet importantly for a busy hospitality venue, it offers ease of maintenance. A chrome ceiling plate allows easy access to the transformers. Illuminated by 35-Watt Britespot lamps built in to the metal framework, the fitting serves to complement the natural light of The Orangerie; it has been designed to be as energy efficient as possible, and to provide a long life solution in order to reduce maintenance. ■



## Contact

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# highlight

## EASTERLY EXPANSION

European moving light manufacturer, Robe is expanding its Middle East operation with the formation of Robe Middle East Trading LLC, a new company complete with a new regional HQ in Dubai.

This is the first part of Robe's current planned medium term expansion strategy, the initial stages of which will be rolled out over the next three months.

Robe Middle East will be headed by regional sales manager, Elie Battah, who is already well known and respected in the industry.

Josef Valchar, CEO of Robe commented, 'Elie has been a key figure in the development of Robe's international distribution network and we're delighted he is heading up Robe Middle East. He's extremely popular with all our clients and has a fantastic knowledge of the technology and understanding of the right way to do business.'

Sales director, Harry von den Stemmen added: 'This move gives us an even stronger basis and better communication channels throughout the whole of the Middle East and enables us to plan the future with real confidence. We are expecting rapid growth and we are already moving fast with several new projects.'



## Expansion boosts exports

Blackpool-based Chelsom, which designs and manufactures decorative lighting and furniture for hotels and cruise ships, has announced a 15 per cent increase in export sales, thanks to its latest international expansion.

The family-owned business has opened a new office in the Far East to allow its export customers to benefit from better lead times and reduced freight costs.

Chelsom's export sales now account for 35 per cent of its £7m turnover, up from under 20 per cent two years ago. The company recently opened a Middle East office and expanded further into North American market with a new 16-strong sales force based in the US.

MD, Robert Chelsom said: 'We recognised quite early in the recession that we needed to significantly increase exports if we were to continue growing. With the recent changes we've made, we're now exporting to more than 70 countries worldwide.'

## REALIGNED EFFICIENCY

James Thomas Engineering (JTE) has realigned its distribution network to maximise efficiency for its customers across Europe. To this end, AC Entertainment Technologies (AC-ET) has been appointed as exclusive European master distributor for the TE lighting product range in Europe with immediate effect.

'We, and our customers, will benefit from the extensive reach of AC-ET's international business,' explained Paul Young, JTE's operations director. 'The new appointment will ensure JTE lighting products will be more easily available to a wider customer base who will also gain the advantage of immediate support from local companies.'

Jonathan Walters, AC-ET UK sales director added: 'James Thomas lighting products represent an enduring brand of generic lighting that have become an industry standard since their introduction so many years ago. The name has become synonymous with reliability and nothing in the way of new introductions has replaced them.'

## GOOD NEWS MONTH

July 2013 was a record month for Astro Lighting, with net sales exceeding £1.5m for the first time. This represents growth of 25 per cent over last year. Previously, year-on-year growth has been sustained at 20 per cent; itself remarkable in the midst of the challenging economic environment.

Having also received the Queen's Award for Enterprise in International Trade, it is onward and upward for this British lighting designer and manufacturer.

Managing director, John Fearon said: 'The continual growth of Astro is testament to the innovative design and high quality manufacture of our products, which allow us to compete on a global scale.'

