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* Orders over £45 qualify for FREE NEXT DAY DELIVERY made before 4pm Monday to Thursday.

hotel owner ONES TO WATCH interior design 2016

In the second instalment of our **Ones To Watch** series, we turn to interior design, shining a light on some of the best offerings in the market for hoteliers wishing to raise their game in the design stakes

3M PURIFICATION

3M Purification has long been regarded as the industry leader in the design, manufacture and marketing of water filtration products that help provide solutions for today's ever-changing water quality concerns. Whether you are aiming to protect capital equipment, produce quality beverages, make clear ice or achieve spot-free dishware, a critical element is using clean, clear and consistent water.

For today's hotel operators, filtering water is about more than just preventing scale and managing equipment running costs. Removing unwanted tastes and odours is vital to ensure consistently high-quality drinks, and should be in place in every premises regardless of the local water hardness.

We are committed to providing innovative, cost-effective products that help protect people, equipment and our environment whilst delivering the best water quality for food service applications in hotels.



[solutions.3m.co.uk/wps/portal/3M/en_GB/3M_Purification/
FiltrationSolutions](https://solutions.3m.co.uk/wps/portal/3M/en_GB/3M_Purification/FiltrationSolutions)



making connections beautifully | **Hamilton**

Room Service. On a plate.

As a major supplier to the boutique hotel sector, Hamilton offer a comprehensive range of quality switch plates and sockets: including room card switches, bath/shower room shaver sockets, numerous data and media options, plus USB chargers and international sockets - all available in our extensive range of decorative plate finishes.



Wiring Accessories • Circuit Protection • Lighting Control & Multi-room Audio

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The secret of a memorable night's sleep

Hypnos creates beautiful long-lasting beds and sofa beds, with sublime comfort and versatile hidden features to maximise occupancy and revenues, guaranteeing your guests have a memorable night's sleep. Working in partnership with hoteliers to deliver tailored sleep solutions...

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InterContinental • Millennium • Premier Inn • Soho House • Hand Picked

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Ellenborough Park, *Cheltenham* • Calcot Manor, *Tetbury*
The Lanesborough, *London* • Grosvenor House, *London*
Great Northern Hotel, *London* • Stoke Park, *Stoke Poges*
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Hypnos is proud to be Carbon Neutral, complying with PAS 2060 Standard.

CALIBRATE ENERGY

Calibrate Energy Engineering is a leading provider of intelligent 'hands-off' heat-pump systems, designed to provide maximum energy and cost savings for hotels. Our expertise lies in installing ground and air source heat-pumps to provide hotel owners with reliable, low cost heating and access to government tariffs.

We do this through a bespoke integrated heat-pump system which can either be installed for free through our unique leasing solution, or purchased with a 20 year warranty for peace of mind and access to government tariffs. Hotel installations in 2015 provided Calibrate's clients with an average of 210% ROI, equivalent to £1,288,490 (figures forecast over 20 years using industry accredited software) over the 20-year government tariff.

Calibrate's technical director, Morgan Corkill, said: "We installed 10% of the UK's large ground source heat-pump systems in 2015, quality and communication are paramount with every job we undertake from the survey through to the installation and as part of the on-going care under our 20-year warranty package."

"From the initial design stage we felt we had made the right decision in selecting Calibrate Energy Engineering. The design efficiently integrated our existing systems with the heat-pump technology, the arrival of Calibrate's team caused minimal disruption to our guests, and a high level of communication meant



the installation proceeded smoothly. Calibrate have delivered on budget and on time. We now have the prospect of receiving an income from the 20-year government tariff, something that would advantage more hotels if they are prepared to make the initial long term investment in a Calibrate heat-pump system."

Nigel Galvin, operations director, Hall Garth Hotel and Country Club, Darlington.

www.calibrateenergy.co.uk

GALLANT AIR CONDITIONING



Gallant Air Conditioning was established in 2000, based in Mansfield, Nottingham. We are the Specialist Distributor for Samsung air conditioners and the creator of Verve ventilation product. Gallant's experience ranges from the simplest to the most complex HVAC systems and involves system design and application, project management, technical support plus all necessary spares and warranty backup.

By understanding the impact of what we design, sell or install, we aim to provide HVAC solutions that provide climate-friendly and energy efficient solutions to our clients.

Our brand portfolio offers a unique route to market which makes us highly competitive in the HVAC sector and allows us to propose a bespoke package tailored to the end user's specific needs. Gallant's global leading manufacturer Samsung, whose products have quality and reliability, is a standard hallmark. We are therefore able to offer the latest, innovative, energy efficient air conditioning equipment that meets European legislation via a wide selection of products. Alongside our air conditioning products we are dedicated to offering a 24/7 hour technical support line to hotels to ensure there are no disruptions to service.

"We started by designing and installing Samsung 10noVRF ducted systems to the 108 bedrooms. This project then led to all public areas, reception, bar, gym and meeting and function rooms. All the bedroom ventilation was completed using Samsung ERV Units. The rest of the ground floor was installed using Samsung Split Systems throughout, all controlled via a touchscreen controller and DMS2 Control System that allows users to use a PC within the hotel to adjust. This also allows HP Air to connect remotely via the internet to assist and advise the hotel."

Mandy Goldsmith Double Tree by Hilton Hotel Nottingham – Gateway

www.gallantgroup.co.uk

HAMILTON LITESTAT

Making 'suite' choices: As a major supplier to the boutique hotel sector, Hamilton Litestat has created an enviable portfolio of decorative switch plate and socket designs to please the hotel interiors fashion industry, as well as lighting control and multi-room audio systems designed to enhance the hotel guest experience. Our ability to tailor products to the individual requirements of customised projects makes Hamilton an attractive option.

Everything. On a plate: 18 unique plate collections, available in metal, plastic, wood and even glass finishes; numerous data and media options including USB chargers; bespoke plate finishes/colours/non-standard functions can be produced to order.

'Smarter' guest-room experience: Hamilton's Mercury lighting control and audio system enable hotel owners to benefit from 'smart technology' solutions, delivering improved performance and significant cost and energy savings. Industry standard fit-outs for small to medium hotels include 'Key Card Switch' systems: activating room services, and lighting can be preset to different levels depending upon the time of



day. Guests' own tablets and smartphones can be connected to the audio system through USB connections incorporated into the room switch plates. The ability to integrate control technologies sympathetically and seamlessly within boutique and heritage projects makes Hamilton a natural choice.

"I was initially drawn to Hamilton's Mercury Lighting Control system and range of stunning switch plates and sockets which perfectly suited the needs of this bespoke project. Everyone I came in contact with at Hamilton gave huge attention to detail. The price was cost-effective too and worked within our budget." Interior designer Sarah Clark of Interiors at Nine to Eleven, for Hever Castle, Astor Wing

www.hamilton-litestat.com

HOTEL CONTRACT BEDS



With over 30 years of experience, we are one of the UK's leading bedroom suppliers and manufacturers in the hospitality industry, with clients ranging from small B&Bs to nationwide hotel chains, as well as the 2012 Olympic Games. Products available on our online store include beds (divan, zip and link

etc.), mattresses, headboards and sofa beds.

Our manufacturing ability allows us to offer a large range of products to suit all budgets. We are also able to offer a range of bespoke services to accommodate the needs of our clients, which includes working closely with interior designers and boutique hoteliers.

What really sets us apart from our competitors is our ability to appeal to all budgets, without compromising on quality. Our manufacturing power allows us to cut out the middle man, resulting in more competitive prices. All our products comply with Crib 5 fire regulations as standard. We have a huge range of fabrics which we can use to upholster our beds, headboards and sofa beds, providing more choice for our clients.

We also offer free, fast delivery on all mainland UK orders, with no minimum order value, making HotelContractBeds an easy choice for many.

"It has been an absolute pleasure in dealing with the HotelContractBeds team. Having dealt with a raft of suppliers over quite a few years, I can honestly say I've never had such a positive and, most importantly, easy relationship with a supplier before."

Elliot Ramler, FF&E Procurement Manager, Glasgow 2014 Commonwealth Games

www.hotelcontractbeds.co.uk



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The luxurious Buckingham Complete bedroom set is Ex-Hotel furniture from a high end five star hotel in Mayfair London. The set comprises of two bedside cabinets, a headboard, dressing table and dressing table chair, coffee table and tub chair, a chest of drawers / TV stand, 2 bedside lamps, 1 tall standing lamp, a framed mirror, 2 framed pictures, an upholstered luggage rack and la pair of luxury long drop curtains.

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Mayfair Furniture Clearance Ltd. 11 Royce Road, Fengate, Peterborough, Cambridgeshire, PE1 5YB.

HYPNOS

Award winning bed manufacturer, Hypnos, has been making bespoke, made-to-measure beds for over 100 years, using the finest natural and sustainable materials. Hypnos' specialist hotel division is renowned as the leading supplier of hospitality sleep solutions, producing supremely comfortable, hygienic, safe and durable beds, sofa beds and mattresses designed for the rigours of the hospitality industry.

Hypnos is a British manufacturer and the proud holders of a Royal Warrant from Her Majesty Queen Elizabeth II, which they have retained since 1929. This warrant acts as a mark of excellence, proudly distinguishing Hypnos as a business with a reputation for outstanding service and for providing the best in British quality and ethical production on a global scale.

It is this quality and craftsmanship which has seen them win a number of accolades including the Considerate Hotelier Supplier of the Year Award and the NBF Bed Manufacturer of the Year Award which they have scooped twice. These accolades, along with Hypnos' outstanding full service project management solution which provides hoteliers with speedy in-room installation, as well as a bed disposal and recycling service that offers a zero carbon footprint and zero landfill solution for old beds, are all defining factors which set Hypnos



apart from other bed makers.

"Hypnos works closely with clients and their wider supply partners at every stage and every phase of each project to plan and schedule the timely production, delivery and installation of bed sets in meticulous detail. Hypnos' dedicated installation team meets the highest on-site health and safety standards, ensuring minimum disruption, maximum efficiency and minimum waste against an agreed phased schedule, programme of works and set of costs."

London Marriott Hotels

www.hypnoscontractbeds.com

MATTRESSMAN

At Mattressman Trade, we offer high-quality mattresses at affordable prices, catering to hotels, B&Bs, leisure parks and more across the country. Most of our mattresses contain pocket springs, highly recommended for their support and comfort, and we also offer open coil mattresses for those on a tighter budget.

We offer sizes from small single up to super king-size, with custom sizes and zip-and-links available. The friendly and knowledgeable Mattressman Trade team works hard to build strong relationships with clients, visiting businesses around the country to better explain and demonstrate our products.

Mattressman Trade is a great choice if you need a mattress in a hurry! We have a huge range of mattresses in stock and ready to send out to you. Even better, whether you want one mattress or 100 mattresses, we can deliver for free the next working day. Our trade mattresses are all Source 5 or higher, meeting UK safety requirements.

"Our chain of hotels has used the services of Mattressman



Trade Sales for many years. We simply call our requirements through to the Trade Team, the orders are delivered super fast and the quality is first class. There is not a supplier around that matches their prices, quality nor service!"

Elly Montgomery, Director, The Oaklands Hotel.

www.mattressman.co.uk



MAYFAIR FURNITURE



Mayfair Furniture is a stockist of hotel, pub, guesthouse, B&B, restaurant and café furniture. We can produce hundreds of types of chairs and tables with a vast amount of options available. Secondhand and new, bespoke, and made-to-measure bedrooms sets are also available.

As well as our huge variety of new contract furniture, Mayfair Furniture is also a leading full service clearance

company to the hospitality industry. We buy used furniture from hotels and restaurants, which our professional refurbishment team and upholsterers will restore giving the opportunity to buy high quality often bespoke items at a heavily marked down prices.

Mayfair Furniture have over 50 years of experience in the contract furniture industry and have supplied furniture to all over the world. We aim to provide customers with as many options as possible whilst keeping our prices as low as possible. We pride ourselves in offering such a range of products and ranges that there will be an item for all types of customers.

"I needed 25 chairs that would match my interior. Mayfair gave me a choice of chair styles, fabric materials, colours and wood finishes. Mayfair supplied me with the furniture quickly as opposed to waiting six weeks like most furniture companies. Very pleased with the results and will be purchasing from Mayfair again."

Robert Wyllie, Best Western Hotel Hunstanton

www.mayfairfurnitureclearance.co.uk

Strata Panels

contract furniture manufacturers

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www.stratafurniture.co.uk

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CRIB5
COMPLIANT

PREFECT CONTROLS

Prefect Controls have great experience of energy management controls specifically for hotels. Their 'local' controls, Ecostat, are ideal for establishments with fewer than 50 rooms ensuring guests comfort with pre-determined temperatures that can be boosted or reduced from within the room. PIR sensors and standby features ensure that rooms are not heated while unoccupied. The 'centrally controlled' Prefectrus system is the only cost-effective, energy management system available for 'wet' or electrical heating systems. It maintains guest comfort, while providing complete energy control to the bill payer from a single screen that is accessed from any device with internet connection.

Prefectrus controls heating, lighting, ventilation and other key functions. Among many features, it lowers temperatures in unoccupied rooms, detects open windows and acts accordingly, it even pre-heats rooms from check-in desks. Mains Borne Signaling makes Prefectrus unique - installation is easy with minimal disruption to infrastructure as existing electrical wiring within buildings is utilised. Operation is simple, thanks to the intuitive interface. But the cleverness doesn't end there, choosing when to heat



water and buying energy at the most cost effective times minimises DUoS, TUoS and Maximum Demand charges meaning real savings on energy costs can be realised. *"I was surprised by how easy and non-invasive it was to fit Prefectrus into our 70-room hotel. Prefects' service and training was superb and we are now fully in control of the savings we can make and anticipate ROI to take around three years."*

Jitesh Patel, Best Western Buckingham Hotel

www.prefectcontrols.com

MUMFORD & WOOD

Mumford & Wood designs and manufactures high performance, made-to-order timber windows and doors specialising in period styles suitable for traditional new builds, refurbishment and heritage projects. The renowned Conservation range offers a variety of glazing options to meet the requirements of every building design and architectural period.

Our USP is about quality, product performance and customer focus. The quality of the natural timber we use, FSC certificated Siberian Larch, is slow-growing and dense. This is engineered to produce a robust and stable material perfectly suited to fine joinery and puts warp, twist and stick in the Dark Ages. We also produce in volume, at our state-of-the art facility in Essex, to short deadlines and have achieved all the professional accreditations for security, thermal and acoustic performance which set an industry benchmark.

"Our Pimlico hotel required extensive conversion and is within a conservation area. Our architects introduced us to Mumford & Wood who overcame any planning restrictions so



for us working with them was easy and risk-free. Taking their advice and guidance gave us confidence, saved valuable time and expense and the project is a complete success. The sash windows, oversize entrance doors and external cladding look fabulous and our guests are warm, comfortable and secure."

Charlotte Salisbury, Artist Residence, London

www.mumfordwood.com

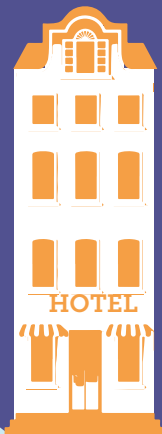
Are you responsible for the heating of a hotel?

this is probably a **sledge hammer** to **crack a nut!** But - check out the **Prefect ecostat** - ideal for smaller hotels

ecostat

www.prefectcontrols.com/our-products/heating-controls

Does your hotel have **more than 50 rooms?**



Yes

No

Please continue to enjoy reading the magazine - we won't bother you further!

No

Do you **not** want to help the **polar bears?**



Would you like to **save energy? & reduce bills**

No

Would it be useful... if the heating **automatically turns off** or **turns down** when a room is **unoccupied?**

Yes

...if the guest's room could be **preheated** automatically from the **check-in desk?**

...if it switches off **automatically** when a **window is opened?**

...and if there was **no disruption** and **no mess** during installation, because **existing wiring** is used?

No

Yes

VACANCIES



Prefectirus does all of this and a lot more.

It is the only cost-effective, centrally controlled, multi-occupancy energy management system available.



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to find out more about our centrally-controlled multi-occupancy **energy management system**

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STRATA PANELS



Strata Panels are designers, manufacturers and installers of contract bedroom furniture throughout the UK. We work with schools, colleges, universities, hotel owners and landlords providing quality furniture and exceptional service at a price to suit your budget. From initial contact Strata Panels can arrange a site survey, discuss finishes and options and provide quotations and drawings. We specialise in all aspects of bedroom furniture

including wardrobes, desks, beds including zip link options, bedside cabinets, luggage racks, tables and chests of drawers. Our bespoke service allows us to produce furniture packages to fit the image you are looking for.

Strata Panels are a bespoke manufacturer to the contract furniture market. Following a site survey, Strata use the latest software to produce quality 3D images of designs to the customer's exact specification. All furniture is manufactured in our Cambridgeshire factory and delivered and installed by our own team of skilled fitters.

Strata use furniture grade MDF or MFC in hundreds of colour options with:

- Colour matched 2mm PVC edging as standard
- Soft close runners and hinges available
- Solid 18mm cabinet backs and drawer boxes as standard
- Five years manufacturer's warranty as standard

"The response from clients has been extremely pleasing and we would have no hesitation in recommending Strata Panels to other hotel owners looking for bespoke, quality furniture at a competitive price".

Ciro Ciampi, general manager, Sharnbrook Hotel

www.stratapanel.co.uk




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In 2015 our Air and Groundsource Heatpump installations in hotels earned and saved our clients an average of 210% ROI - that is £1,288,490 over the 20 year Government tariff.

Calibrate Energy did this through a bespoke integrated Heatpump system which can either be installed for free through our unique leasing solution or purchased with a 20 year warranty for peace of mind.

If you have high hotel heating expenses and poor energy management systems Calibrate Energy can help.

Start reaping the rewards with a Money Saving, Money Making Heatpump system.

For an informal chat on what your future income could be call:

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A detailed pipe work schematic

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addition of a Heatpump to the grid

To enter simply visit:
www.calibrateenergy.co.uk/competition

*These figures are forecast over 20 years using industry accredited software.
**Survey must be completed by Dec 2016. Survey value cannot be redeemed for cash. Competition close date: 30th of June 2016.



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