

Jeremy Quantrill, managing director of Dernier & Hamlyn explains how beautiful, bespoke lighting can be more affordable than one would think ...

Beautiful, bespoke lighting without the price tag

You may call it bespoke, custom-made, or made-to-order, but whatever your chosen words, having products specially commissioned to make the interiors you design unique is usually highly desirable, but often considered impractical within budgetary constraints. Whether you are talking furniture, carpets, artwork or lighting, bringing your personal touch makes it exclusive in every sense of the world.

For a hotel or restaurant, it will form part of the overall design narrative and will often help to convey its brand, as well as create the right atmosphere and environment. All of these are clearly extremely desirable outcomes. What isn't so desirable is the assumed high price tag that comes with individually specified items. However, with lighting, bespoke doesn't have to blow the budget; we spend a lot of our time working with designers to produce lighting that meets their aesthetic and practical requirements cost-effectively, whether it's a one-off fitting or hundreds of table lamps or wall lights.

We know that even the most luxurious of hotels and high end restaurants have expenditure limits to stick to that designers ignore at their peril. We have worked on hundreds of projects around the world where the interior designers' initial ideas do not sync with the money they have to spend. So we talk about their designs and what's important and, based on our experience built up over many years in lighting manufacture, we come up with solutions that meet their requirements but are less expensive. We can accomplish this in all sorts of ways.

Often it's by adapting the manufacturing methods and techniques that are employed, so that products can be created more quickly, resulting in reduced costs. Maybe modifications can be made to the design which do not change the overall look and feel, but, for example, reduce the amount of materials needed or reduce the number of processes involved, resulting in significant price reductions, especially where this is replicated for an order of hundreds of products.

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Jeremy Quantrill, managing director of Dernier & Hamlyn

Or, by looking at the lamps used, we can often cut how many fittings are needed to provide the required light levels and quality. Frequently we can replace an especially costly material with something that looks similar but is much less expensive by using finishing techniques that give it the effect of, say, solid brass or copper, when in fact it is much cheaper, and easier to install lightweight aluminium.

Time after time the highly skilled team in our London factory look at ways in which a light fitting can fulfil several purposes. So a chandelier may look as if it's just hanging in a hotel lobby as a thing of beauty, but could also conceal emergency lighting so that there is no need to produce two separate fittings which can help to cut costs too.

While our work is produced from our UK factory, the fittings we produce from small table lamps and subtle wall lighting to chandeliers

several metres high or weighing hundreds of kilograms, have been installed in hotels around the globe.

Each one is unique and whether it is a highly modern design or is based on classic, heritage influences, we pride ourselves on the skill and attention to detail that goes into each piece that leaves our London base. Indeed, we positively encourage people to come along to see our factory in action and talk to our designers and craftsmen, so that they can see for themselves how we work and who will be involved in their personal project.

So next time you are thinking about lighting, whether it's for the next must-go-to restaurant in London, a five star hotel in Dubai, a boutique set up in the Midlands or anywhere else for that matter, don't discount the idea of commissioning bespoke lighting as out of hand.

Consider carefully what you're aiming to accomplish and whether there are ways to get there that are outside of usual thinking. And if you need help give us a call, we like a challenge and will be delighted to talk through your aspirations and how we might be able to help you achieve them.

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