

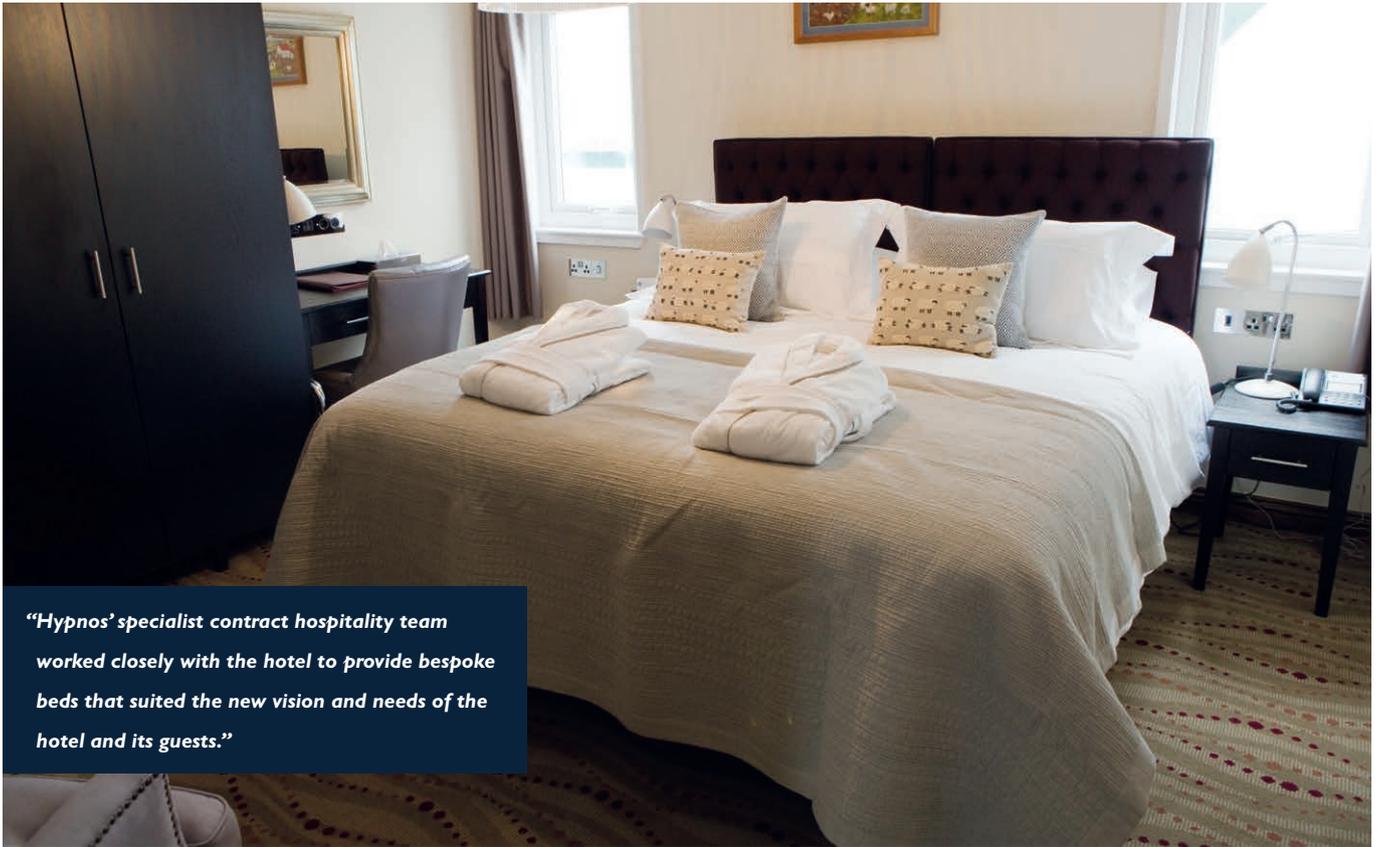
# Adding a touch of luxury to international boutique hoteliers

**The Waterfront Hotel | Falkland Islands**



# HYPNOS®

THE MOST COMFORTABLE BEDS IN THE WORLD



*“Hypnos’ specialist contract hospitality team worked closely with the hotel to provide bespoke beds that suited the new vision and needs of the hotel and its guests.”*

**Hypnos’ award winning reputation continues to grow internationally, along with its global reach as one of the leading bed suppliers in the boutique hospitality world. Its latest project with The Waterfront Hotel, a luxury boutique hotel in the Falkland Islands, is testament to this.**

Located in the capital, Stanley, The Waterfront Hotel originally opened in 2008 offering eight bedrooms and sleeping twelve. Last summer the hotel underwent a full refurbishment to transform it into a ‘luxury boutique’ establishment by installing Hypnos beds throughout. The process involved upgrading its bedroom offering to two contemporary designed junior suites and four luxury rooms, reducing the number of rooms available to six.

Hypnos’ specialist contract hospitality team worked closely with the hotel to provide bespoke beds that suited the new vision and needs of the hotel and its guests. With two less bedrooms,

due to the introduction of the two suites, it was crucial the new rooms included versatile sleeping solutions that provided optimum comfort and luxury for guests, ensuring no reduction in customer capacity or income.

Hypnos’ dedicated project management team carried out a full consultation, taking into account all design details required, preferred comfort level, size and expected guest usage for each of the rooms. Advice and guidance was offered on every aspect of bed specification to ensure the perfect solution was created to the hotel’s budget.

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*“The beds looked and felt exactly as I had imagined and Hypnos’ slogan really fitted the bill for what I wanted when it came to marketing the hotel bedrooms.”*

Alex Olmedo | Owner | The Waterfront Hotel

“The service provided by Hypnos was excellent from the start and throughout the whole enquiry, purchase and delivery process, which gave me confidence in my decision to specify the products.

“Comfort was paramount as we sell the hotel based on luxury and comfort. As a boutique hotel, our bedrooms aren’t massive so we needed to make sure the sleeping experience was going to be fabulous.

“All three recommended options fit the bill and I chose the middle range, which is perfect for our hotel in both style, practicality and budget. The zip and link option was key for us as we used to have eight bedrooms and sleep twelve people. As we now have six bedrooms, we needed an option that would ensure the rooms were multi-functional, allowing us to rearrange and still sleep twelve people in them. With this bed style, this has proven easy to do, so we haven’t had to miss out on any business since the refurbishment due to smaller room numbers. In fact, if anything our bookings have increased and the beds have proven an essential asset for our business.”

British luxury bed manufacturer Hypnos continues to uphold its reputation for delivering supremely comfortable beds to some of the best homes, hotels, spas and serviced apartments in the world. Holding a Royal Warrant, granted by HRH Queen Elizabeth II, proves further testament to the high quality British craftsmanship on which the company has prided itself for more than 100 years.

**For more information, please contact [info@hypnoscontractbeds.com](mailto:info@hypnoscontractbeds.com)**

Eleven Firenze kingsize zip and link ‘boxtop’ mattresses were specified, which would allow the rooms to be quickly adjusted to cater for single, double or twin occupancy.

Combining a comfortable pocket sprung core with a twin-zip and removable mattress topper, the Firenze mattress provides excellent body support for guests, so they can enjoy an incredibly comfortable night’s sleep. It also offers a practical solution for housekeeping, as the zip feature allows both the topper and mattress to be rotated and turned with ease.

Providing durable, firm support to the mattress, six SlimBase™ divans were also specified, along with eleven Eleanor headboards for added style, and five king mattress toppers for optional support when the beds are adjoined as a double.

Owner of The Waterfront Hotel, Alex Olmedo, comments: “When I was doing the interior design for the hotel I knew I needed to have luxurious, comfortable beds. I’d read that Firmdale hotels and Premier Inn both use Hypnos beds so when I heard Hypnos would be exhibiting at the Sleep Event I took the opportunity to go and find out about them.

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