

THE LIGHT FANTASTIC

Masterfully illuminating valuable art collections and fine interiors, Sandra Liotus Lighting Design, LLC is a trailblazer

www.sandraliotuslightingdesign.com

American lighting designer Sandra Liotus and British engineer Sir David Crampton-Barden are the power duo behind Sandra Liotus Lighting Design, LLC: a company that's now among the world's foremost specialist lighting design practices.

Having each earned their reputation in the field and amassed more than 60 years' experience between them, they partnered together 25 years ago after collaborating on successful projects in England and the USA. Today, their combined expertise in art, design, technology, and engineering allows them to create bespoke lighting solutions worldwide.

"Over the past 25 years we've developed our own unique technology which really makes us stand out," says Sandra. Sir David agrees. "Since combining forces, we've taken things to a different level," he says. "All our fittings are hand-turned brass, bronze, stainless steel, or powder-coat finished. We really pride ourselves on the quality of our work and the relationships we build with our clients."

Based at their main office, showroom, and workshop in Newport, Rhode Island, Sandra and Sir David design and build custom lighting solutions for an international client base. Their projects range from very high-end interior design and architecture to illuminating the private homes and art collections of David Rockefeller, Sr. and other major art collectors.

"We work all over the world—the USA, the UK, the Middle East—wherever the client is," says Sir David. "If they're serious about finding and investing in the right lighting solution, we'll be there. We manage the whole process from start to finish, and Sandra and I personally oversee the final stage to make sure that the client is happy with the end result. The service we offer is comprehensive and we always keep in touch for refocusing needs and maintenance."

This exceptional attention to detail and consultative approach is intrinsic to the company's success. In an industry riddled with lighting problems—or lightmares, as they've been termed—Sandra Liotus Lighting Design, LLC provides illuminating solutions.

"We do a lot of retrofit work," says Sir David, "which involves correcting the mistakes of poorly designed lighting systems which were already installed by others. It might be that the previous lighting is in the wrong location to the client's artwork, the wrong color temperature, or damaging the art with exposure to heat or UV, or that it cannot be dimmed. People are understandably very sensitive about their lighting—especially when they've already spent huge sums of money getting it installed. But, for us, we love the challenge. It's very satisfying solving problems and integrating new lighting solutions to achieve the perfect result."

"Building trust is very important," says Sandra, "particularly for those clients who have been disappointed by badly designed lighting in the past. Many of our clients are recommended by word-of-mouth and we love developing long-term, meaningful relationships with them. Our clients who collect art, for example, will often continue to grow their collections throughout their lifetime, and will come back to us every time they have a new lighting need."

"Lighting is often overlooked for art collections, but it's as important as humidity control," she adds. "Poorly designed lighting can cause damage, so we keep all heat and UV away from the art to protect and preserve it. The major insurance companies recognize our expertise and love what we do—that's why we're part of Chubb's Masterpiece Protection Network in the United States. We were also invited to become part of the Association of Professional Art Advisors a few years ago, which was a great honor in recognition of the work we do."

