

6.1.2011

# Dynamic New Facility for Robe in Thailand

## Products Involved

ClubSpot 150 CT™   ClubSpot 160 CT™   ColorSpot 250 AT™   ColorSpot 575 AT™

ColorSpot 700E AT™   ColorWash 575 AT Zoom™   ClubScan 150 CT™   Scan 1200 XT™

Robe's Thailand distributor, Bangkok based Dynamic Source Co Ltd., has set up a new showroom and demo facility in Phuket with its client - and end user - Hafele Phuket to showcase the latest products and services available from the company.

Says Dynamic Source's Wisit Gateratanakul, "Phuket is a key city and important business hub, and it made sense to co-operate with setting up a Design Centre there, so we can show leading customers in the area the latest Robe products close up and in a relaxed, realistic environment".

The Hafele Phuket building on Chalermpraklet Ror-9 Road has been expanded with the addition of a new second storey to create the Studio, in which is installed 6 Robe ColorSpot 575 AT fixtures along with other professional lighting equipment.

The ColorSpot 575 is one of the most universally popular Robe fixtures in Thailand explains Gateratanakul, and other Robe units will be added to the Design Studio soon.

He adds that the most impressive things about the Robe brand for the Thailand market are quality, reliability and cost-effectiveness, which is coupled with an after sales service on which Dynamic Source really pride themselves.

Currently the most important sectors for Robe in Thailand are rental and staging markets, entertainment, edutainment and architectural lighting.

Recent sales include ColorSpot 700E ATs for the Thailand Pavilion at the World Expo in Shanghai, and ColorSpot 575 ATs, ColorWash 575 AT Zooms, Scan 1200 XTs, Club Scan 150 CTs, Club Spot 160 CTs, Club Spot 150 CTs and ColorSpot 250E ATs to a large installation at the Banana Club at the Patong Beach Hotel on Phuket Island.

Dynamic Source has also supplied Robe moving lights to leading Thai rental companies including MediaVision, RP Media, KS Light & Sound and Work dot com International.

Says Gateratanakul: "With the new ROBIN 300 and 600 Series now on stream, I think this will open up even more possibilities and interest for Robe in all areas of our business".







