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Business

Hotel supply deal seals firm's future

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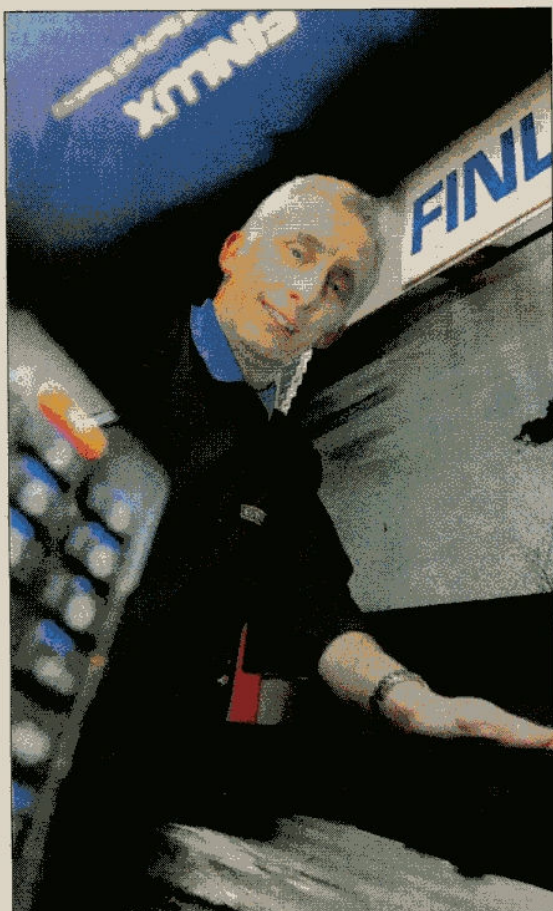**SIGNIFICANT DEAL: Barry Speak of Kendal-based firm Robinsons Electric.** *(D9B154MH)*

AN INDEPENDENT electrical store in Kendal has won a contract worth around £130,000 to put televisions in the rooms of one of the region's biggest hotel companies.

Robinsons Electric, of Kirkland, has won a five-year contract to rent televisions to the English Lakes Hotels chain.

The deal involves Robinsons putting 120 sets in the Low Wood Hotel, near Ambleside, 55 televisions in Lancaster House Hotel, near Lancaster, and 28 sets in the Wild Boar at Crook.

Barry Speak, owner of Robinsons Electric, said the hotels would receive specially designed flat-screen LCD Philips hotel sets varying from 20 inch screens to 42 inch.

"It is a product that philips are brand leaders

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>
> **Barry Speak**

in and Robinsons prefers, but it requires technical knowledge above the normal level of domestic sets," he said. "It works well within our organisation as we can look after the sets while the hotelier does what he does best – looking after guests."

Mr Speak said the deal was hugely significant to his company and it would help ensure the business' future for the next five years.

"It is one of the largest contracts that we have, though perhaps not the largest," he said. "They are probably the largest group of hotels that we deal with so it is very significant.

"All the rental contracts clubbed together are the backbone of the business and they allow us to have a bit more flexibility on the shop side. Rental contracts are a sound foundation for the business.

"This deal ensures the future for the next five years."

The firm, which has been in Kendal since 1990 and also has a store in Lancaster, employs four people. Mr Speak said there was no intention to expand on that number.