

Ambiance Design

by Angie Lewis

Specializing in Hunter Douglas shades, shutters and blinds, Ambiance Design can help you with a single window treatment or your entire house. Led by the husband-and-wife team of Dan and Laura Hawley, the company operates a Hunter Douglas Gallery in Blue Bell, Pa., and also offers mobile showrooms with their consultants. “We’re here to help you find the best product for your situation,” Laura says. “With Ambiance Design, you’re speaking with professionals who have the knowledge and training on our products, from design background to installing the completed project. We pride ourselves on keeping our clients up to date on where their project is, and making sure they are 100 percent satisfied with the end product.”

Once a customer service manager and installation service field manager at Hunter Douglas, Laura is an expert on Hunter Douglas products, ensuring that from shutters to hard-wired, motorized shades (PowerView), Ambiance Design can help you complete your vision of the perfect living space. *House & Home* talked to Laura and asked her to tell us more about this new era of motorized window shades.

How do motorized shades work?

Hunter Douglas PowerView is a “smart,” battery-operated motorized solution that can be controlled in many ways—an app, a Pebble remote or a scene controller. The remote does more than a regular remote by allowing you to preset and operate up to six different groupings of window treatments, either individually or together. The scene controller allows you to set up some cool scenes, like “good



Laura Hawley, co-owner of Ambiance Design

morning sunshine” or “time for bed.” Finally, the app, through a hub, will let you control your shades/blinds remotely. The app tells you the position of your shade.

How long does it take to install?

Installation typically takes about 20 minutes per window. Programming of the shades will vary based on the size of the project. We have our clients complete a pre-installation lifestyle questionnaire so we can help set up the scenes for them.

Why is this motorized window treatment better than traditional window treatments?

Convenience: One touch does it all. Some of our clients have recaptured precious time by pressing one button. Instead of having to go to each window every day, now you can open and close your shades with one touch—or even automate them for certain times. PowerView shades can easily be integrated with other home automation platforms.

Security and privacy: An effective way to protect your home from intrusion is to make it appear as if it’s occupied, even if you’re hundreds of miles away. A control system can evoke a lived-in look by randomly turning lights on/off and raising/lowering shades, and can be operated by a button on a keypad, remote control or smartphone.

Energy savings: While it may be nice to let the sun shine in, in the summer this nat-

ural light can put a huge strain on your air conditioning system, not to mention your wallet. This is easily solved by fitting windows with motorized drapes or shades.

UV protection: Have you had a piece of furniture that you searched months for only to have your bare window fade its beautiful finish or fabric? Lift up a corner of a rug and see if the hardwood flooring underneath is still the same shade as the flooring that’s exposed to sunlight. Sixty percent of UV rays occur between 11 a.m. and 3 p.m. each day. If you motorize and automate your shades, you’ll never have to remember to close them manually, and you can save your fabrics and flooring from fading.

What else should customers know?

Start the conversation early. More and more, we’re being brought in when construction is underway. This allows us to have the conversation about turning battery shades into direct wire. We’re able to talk to the homeowner, remodeler and/or electrician about what’s needed. Seek out a certified motorized specialist to help you make the process seamless.

What other services does Ambiance Design provide?

We specialize in custom window blinds, shades, interior shutters, wallpaper, bedding, light upholstery and paint consultation, as well as drapery installation and design services. **H&H**

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