



If You Want to Build a House in Thailand...Check This Out !

True Life Account of How One Lady's Dreams Came True !

Belinda Ali Khan was an Irish lady working in Dubai. She had worked for several large international companies such as Le Meridien, Hilton and Inter-Continental Hotels, Boeing Airplane Company and the DaimlerChrysler Corporation. As an inherent hotelier she had long cherished an ambition to manage her own boutique hotel in Thailand but was unable to find a suitable property. With this in mind she set out to build one. This is her story and how one company helped her achieve her dream.

The Dream

Belinda's ideal resort was a one storey building. It had to have 5 bedrooms, 4 en-suite bathrooms, living room with a decorative log fire, kitchen, swimming pool, lotus pond and a beautiful landscaped garden. It had to be easy to manage, big enough for four people, with the ability to give guests a peaceful hotel experience. She was looking for a company that could help her take care of everything. From her experience, she knew it would be far easier to get a company do it all rather than try to project manage it herself. Everything had to be included: such as air conditioning, kitchen, tiles, floor coverings, bathroom fittings and landscaping.

Belinda did not want any worries. She wanted whoever built it, to understand what she wanted and provide a full turnkey service; where all she had to do was make decisions on design, fittings, and features. She knew building a house could be full of tribulations and she had heard of the troubles other people had gone through. She did not want the same bad experience and was looking for someone she could trust.

Recommended to an Honest Builder

Unfortunately she found the builders she spoke to were unable to provide the quality she wanted at the price she could afford. Having worked in Dubai she had come accustomed to very high

levels of quality in houses and hotels. Just as she was giving up hope, a local real estate agent recommended she speak to Kensington.

For those who don't know, Kensington are 'the' custom house builders of Thailand and are regarded as being the top in their industry. They are well known for their high standards, amazing prices and great degree of customer care. They don't take on every project offered to them but if they do, you're in luck. They are simply one of the best at what they do and are often referred to as the Mercedes S Class of builders. If they build your property you know the re-sale value is likely to be higher due to the high standards of quality with which they adhere to. They build to last and do it right the first time. Any problems and they are straight back to sort them out.

Low Prices, Genuine Integrity and Customer Care

Contrary to the belief quality always costs more; the fact is they charge no more than the average builder. Also because they do things right the first time, you avoid extra repair and problem costs later on. But their service is second to none and can not be beaten. They are extremely fussy; use only high grade materials and strongly believe in customer care. All stages of construction are overseen and checked. One of their team even worked on Royal Homes in England. They are a great bunch of people who still believe in honesty and doing the very best by the customer. I have to confess I am a bit of a fan as I met them before. I tracked their Managing Director down Chris Clayton and asked him about Belinda's property.

"We received an e-mail from the customer and knew it would not be easy from the budget

available. But as always, our construction Directors good heartedness got the better of us and we decided we had to help Belinda. She was very nice and it was a challenge to build to the high quality we are known for, at a price she was happy with. It was exciting. We always prefer to use Grade 'A' Materials and whatever the price, or project, do each and every build to the highest standards possible. We will not reduce quality even if the budget is low, as it only has negative impact on the customer and the overall construction.

A big worry for her was being able to trust a company 100% to build this, when she was not in the country. However we assured her this was not a problem. Many of our clients work abroad and we are very happy to build their homes. Trust is something we respect very much and it is our job to make sure we take care of the customer.

Anyway to cut a long story short; we worked on her preliminary designs with our architect Mac, taking into account her budget. Everyone likes Mac as he speaks brilliant English and is so willing to help. Once she was happy Mac created her full set of architectural plans which are also checked by an independent structural engineer. We then got the permission for her to build and within 10 months she was moved in. The job was finished on time, to budget and we had that marvelous feeling of having helped one more person; one of my favourite jobs and one we are all really proud of. It is very rewarding to help someone build their ideal home and then knowing they are so happy with the results. I am sure her resort will be a great success as she is so nice"

Chris Clayton of Kensington Company Limited



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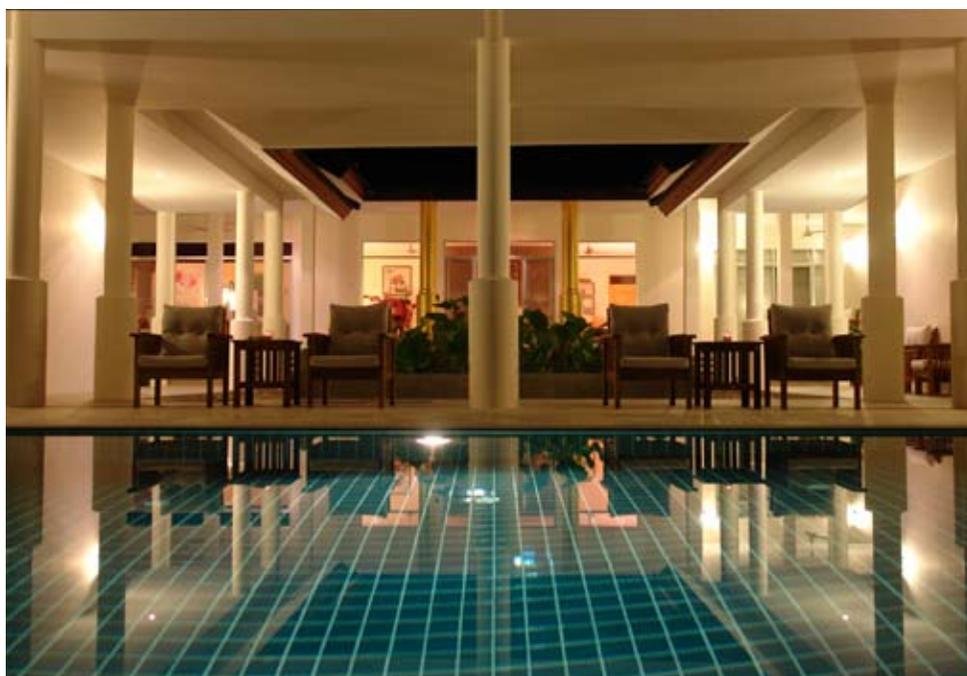
Belinda's resort is called The Villa Water Orchid and you can check it out on www.waterorchid.com It was recently visited by one of the Conde Nast representatives and received the Hot 100 New Hotels Asia Star. The article comes out in the Conde Nast Traveler US edition in May.

Turning Dreams to Reality; Belinda has Her Say.

"Kensington made my dreams come true. I have rarely met such kind, helpful and honest people. Totally professional, knew exactly what they were doing and helped me through the whole process from start to finish. They go the extra mile for their customer. I can not thank them enough. The property is superb, great attention to detail and they kept their word on price. They told me not to worry and they were right. This company is fantastic and I would recommend them to anyone. Thanks Kensington...you're the best!"

Belinda Ali Khan of the Villa Water Orchid

So dreams can come true and there is one company helping keep that truth alive. It is always a pleasure to meet good people and companies that still believe in the traditional ideals of honesty, care, quality and trust. Like the Rolex watches, Mercedes cars and the many other brand names we have come accustomed to trusting for their product excellence and constant high levels of achievement, Kensington is one more to add to that list. Well done guys.



:: Kensington Company Limited
69/14 Sukhumvit Soi 4, Bangkok, Thailand
Tel: 02 656 7725/7074 **Email:** sales@ken.co.th
Website: www.thailandbuilders.com