

# Press kit 2020



MELJAC ■

French Manufacturer

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# A UNIQUE BLEND OF FUNCTIONALITY AND ELEGANCE

Market leader MELJAC designs and produces luxury electrical hardware (switch and outlet plates, bells, table lamps, spotlights, reading lamps, casings for thermostats and home automation systems, etc.).

The brand is also well known for its expertise in delivering bespoke solutions.

It offers an extensive range of products in a variety of formats and finishes, crafted from quality materials such as brass, glass and porcelain.

Expertly combining style and quality, MELJAC is the brand of choice for architects and decorators, electricians and home owners.

MELJAC's models, made in France in keeping with the finest traditions, are the result of skilled craftsmanship allied with advanced technology.



Superlative quality, elegant design and a meticulous finish –  
the hallmarks of MELJAC's unique creations.

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## PERFORMANCE IN FIGURES

2 showrooms      2 factories      80 employees

9,3 M€ in 2019      60 authorized resellers in the world

2012 : label OFG      2015 : EPV label

38% of turnover made abroad      35% of products are personalized

5% of turnover to innovation      0 limits!

# HOW IT ALL BEGAN: A MAN WITH A VISION



André BOUSQUET,  
Founder

Born in a tiny village in Aveyron (France), André BOUSQUET left his home region and headed to Paris to set up an electrical company. He soon realized that the products available were lacking the quality finish he was looking for. By that time Paris had captured his heart, and in 1995 he chose France's capital as the home of his new company producing luxury brass switches and outlet plates. But in a nod to his origins he chose to name the firm MELJAC, after his beloved home village.

André BOUSQUET's innovative, attractive products soon caught the eye of architects, decorators and home owners. His aim was to combine functionality and style, drawing on traditional know-how.

A trailblazer in the field, André BOUSQUET took his company all the way to the top, positioning it as a market leader and offering a constant stream of new products.

He embarked on a strategy of international expansion in 1997.

In 2015, as MELJAC celebrated its 20th anniversary, André BOUSQUET decided to lay the groundwork for the company's future by hiring a CEO, Jean-Michel Lagarde. The new position was created to develop a more formal management structure for the ever-expanding company. MELJAC's products are now sold in 60 countries.

Over a four-year period, André BOUSQUET worked closely with Jean-Michel LAGARDE, sharing his passion for the company and entrusting him with the task of securing lasting growth and enhancing the brand's visibility at international level.

André BOUSQUET died prematurely in 2019, but his dynamic approach, respect for French craftsmanship and generous nature will leave a lasting legacy. Today Jean-Michel LAGARDE sees his role as an honor, and he is more determined than ever to lead MELJAC forward. He can rely on the professionalism and expertise of the company's 80 employees, all of whom adhere to MELJAC's passion and human values and are committed to the company's future.

“A switch shouldn't just be functional.  
It should be attractive, even sensual.”

André BOUSQUET



Jean-Michel LAGARDE,  
CEO



As a symbol of love to his home region, André BOUSQUET planted vines from the Aveyron on the grounds of the MELJAC factory outside of Paris. This vineyard pays homage to the great wines of the Aveyron such as the famous “Côtes de Millau”. The first harvest took place in 2013.

◀ 265 vine plants planted behind the MELJAC factory

# FRENCH MANUFACTURING OF THE HIGHEST QUALITY

Discover the secrets to MELIAC's  
expertise in the video:



# TWO FACTORIES

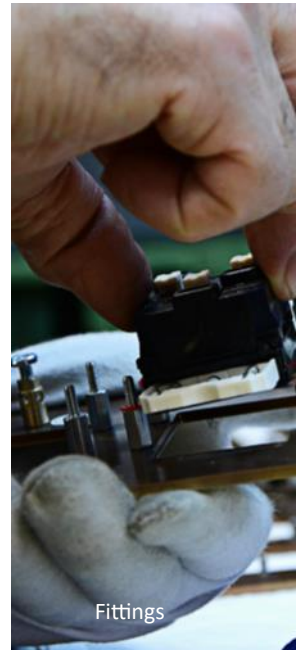
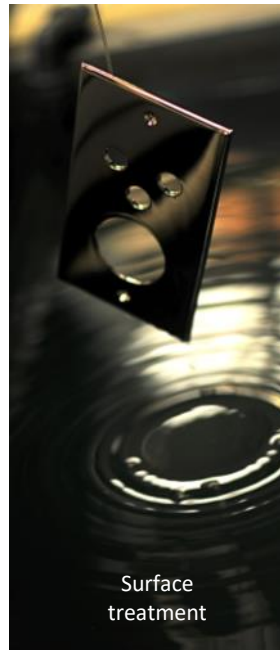
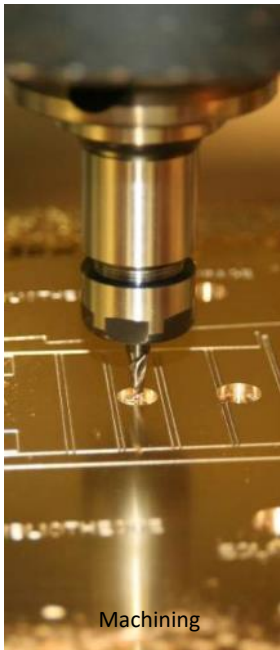
## (Paris)

Handcrafted in our workshops close to Paris, MELJAC products are the result of expertise applied to every step of the manufacturing process: design/engineering, stamping, engraving, finishing and mounting, before being packaged for global export.

The [know-how](#) of MELJAC team is involved in achieving each of these steps.

The result is a highly popular standard range and high demand for the tailor-made products that MELJAC is known for.

The manufacture process combines cutting-edge technology and tools with irreplaceable French savoir-faire and craftsmanship.







# PROVEN EXPERTISE

In 1995, André BOUSQUET dared to market  
a range of brass switches and sockets.

Inspired by the lifestyle of the 1930s, symbolised by the drop-shaped toggle switch, André BOUSQUET designed a product with impeccable aesthetic qualities. Today, this innovation remains the company's strength.

After a number of crucial steps such as conformity to standards, the technical development of the models and their adaptation to the market, the range was expanded.

Besides sockets and lighting controls, MELJAC increasingly responds to requests for adaptations and cover plates for third-party mechanisms and systems (bells, alarms, keypads, temperature controls, motion-sensors detectors, etc.).

Present on the international scene, the brand is spread all over the world and Meljac can also count on about 60 authorized dealers to help serve best certain areas.

Born of high-precision technology and skilled craftsmanship, the unique sensual and seductive beauty of MELJAC electrical equipment enhances distinctive interiors and blends easily with any decor.



- 1998 : 1<sup>st</sup> manufacturing workshop
- 2001 : Workshop expansion
- 2005 :
  - ▶ New factory
  - ▶ Many recruitments
  - ▶ High performance machinery investment
- 2009 :
  - ▶ Redemption of the surface treatment workshop
- 2010 :
  - ▶ Custom-built factory (2.300 m<sup>2</sup>)
- 2012 :
  - ▶ Label OFG (Origine France Garantie)
- 2015 :
  - ▶ Recruitment of a CEO
  - ▶ EPV label (Entreprise du Patrimoine Vivant)
- 2017 : Extension of the OFG label to all products
- 2018 : 1<sup>st</sup> subsidiary MELJAC (USA)

MELJAC controls the whole production chain.





In 2012, the brand obtained the "Guaranteed French Origin" label for all of its lines in brass and its reading lamps, then in 2017 for the whole range (porcelain and glass). The award of this label, guaranteeing at least 50% French manufacturing, falls within the values held dear to the company. In fact, almost the entire range is well beyond this figure.



In August 2015, MELJAC is proud to be the first company in its sector to being awarded by the EPV label (Entreprise du Patrimoine Vivant).



Brass



Porcelain



Glass

## Made in France category

In 2018, Yves JEGO, CEO of PRO France, awarded the *PME-Bougeons-nous Trophy* to MELJAC for its use of French know-how and craftsmanship.



# A GLOBAL PRESENCE

2 years after its foundation, MELJAC created an Export department to begin selling its products abroad. The first international sales were in Switzerland, followed by requests from Italy, Russia and Lebanon. As a result, products were designed specifically for foreign markets, many of which were created for the hotel sector. The process of obtaining local standards approvals often required several years of work.

The well-known quality of products carrying the "Made in France" label, the brand's famous design skills and its corporate values were genuinely attractive overseas.

Since 2014, MELJAC has been putting a solid network of retailers of its products in place abroad. Little by little MELJAC is expanding to new and promising markets in an ever-widening geographic area. The company designs products adapted to their market place and guarantees it will offer high quality service and support for orders and projects.

Today the brand is spread all over the world and Meljac can also count on about 60 authorized dealers to help serve best certain areas. MELJAC has one subsidiary in the United States of America.

## Controlled and durable international expansion

MELJAC rewarded for its Export strategy, winner of the Export category in the Trophées de l'international CCI Paris IDF 2017, confirmed.



## MELJAC opens its first international subsidiary in 2018 and chooses the United States

In 2018, MELJAC enhanced its position in the American market with the opening of its first international subsidiary, MELJAC North America.

Previously available only through an independent distributor, this direct presence now allows the company to provide better customer service through deeper involvement and insights into this sprawling market.

With operations based in California and inclusion in the [Par Excellence](#) showroom in New York, MELJAC North America will be able to maximize our support growth amongst clients on both coasts.

[www.meljac-na.com](http://www.meljac-na.com)

To find the retailer closest to you:

[www.meljac.com](http://www.meljac.com) / [contacts](#)

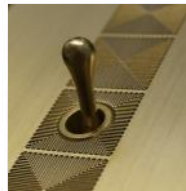
# PRODUCT RANGE

MELJAC offers thousands of products, a wide range of standard equipment, numerous tailor-made creations as well as stylish collections with other materials (glass, aluminium, stainless steel, bronze inlaid with precious stones, minerals, wood and leather).

Technical innovation and quality-assured working methods drive company growth internationally.

Most products can be adapted for installation in foreign back boxes.

 [See the catalogue](#)



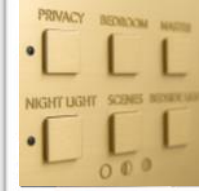
## CLASSIQUE

*brass, beveled edges*



## ELLIPSE

*brass, toggle switch, straight edges*



## DAMIER

*brass, square buttons, straight edges*



## CANNELÉE

*Brass with waves*



## ELLIOT

*Contactless detection*



## SOL

*Brass, IP44*



## VOLUMES

*Doorbells*



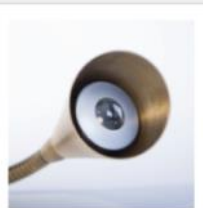
## PIERROT

*Tempered glass*



## LIMOGES

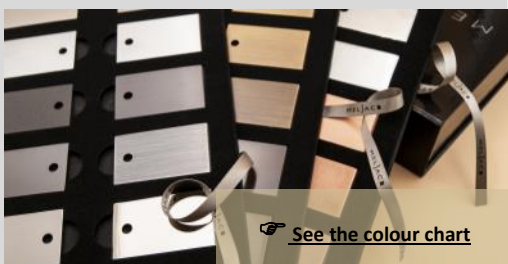
*Limoges porcelain, Classique or Ellipse toggle*




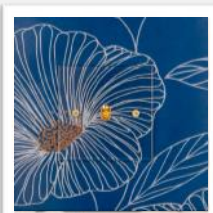
## READING LAMPS

*Classique or Ellipse toggle*

Meljac offers a wide range of finishes for its [collections](#) and other lines of products



 [See the colour chart](#)



## PLEXIGLASS

*Switches and sockets*



## SPOTS

*Brass*



## LAMPES

*Table lamps, Classique toggle*

# BESPOKE SOLUTIONS

Besides designing new collections, the E&D teams also study also take on requests for custom-made products.

Several mechanisms, equipment combinations, casings, customization...

MELJAC is committed to supporting its customers in their approach by offering them a consultancy service run by knowledgeable professionals.

Some examples of [tailor-made](#) products :



Daikin air-conditioning control



Casing for an alarm keyboard



Casing for a Lutron system



Thermostat (Devireg)



thermostat (Feller)  
Swiss pattern



1 electronic buzzer



Smart card reader  
(Vimar - Eikon)



Engravings available in all languages, all symbols, numbers, pictograms, decorations...

## Exceptional products

To be able to answer to the crasiest requests : this is why MELJAC is known.



▲ Bronze with labradorite

With very specific knowledge of the [hospitality sector](#), MELJAC can meet the most specific needs with products tailored to each special requirement.

Conventional switches and home automation systems, reading lamps, bells, thermostats, HVAC controls, card readers, but also door plates with engravings of room numbers and other indoor signages.

MELJAC also produces casings for multimedia systems with a range of connectors: USB A or C, HDMI, Bluetooth, remote activation, etc.





Le Grand Powers, Paris



Le Meurice à Paris



Le Roch Hôtel & Spa à Paris



L'hôtel Lutetia Paris



# INNOVATIONS

MELJAC products are not just beautiful.  
Technical research and development have produced in patents and exclusive technologies.

## The brass power strips

This innovative product line is currently composed of 4 models (Calypso, the "Z", the Pyramid and the Totem).

The power strips are customizable, thanks to engravings and combinations of mechanisms (sockets, USB, RJ45, switches, control screen ...).



*New on the market*

## SOL collection: IP44



*Patented model*

Made in 10 mm-thick solid brass, (14mm for other countries), the SOL Collection is robust, elegant and water-resistant (IP44).

The range is available in single, double or quadruple configuration which can accommodate various mechanisms such as power sockets, USB sockets, RJ sockets, even a switch.

## IDM mechanisms

This new generation of mechanisms is available on numerous products.

They have lots of advantages: secure terminals, a more reliable connection and above all a connecting without constraints, quick and easy.

Meljac diversifies the aesthetics of its mechanisms with new designs of levers and push buttons.



*Exclusive to MELJAC*



## Cannelée collection

Last innovation: a new made from solid brass with a distinctive, striated surface. Designed with the architect Jean-Michel Wilmotte.



# PROJECTS

## Non-exhaustive list

### PALACES & HÔTELS

Lutetia, Paris  
Four Seasons (Paris / Bahreïn / Miami)  
Royal Monceau, Paris  
Le Meurice, Paris  
Grand hôtel Palais Royal, Paris  
La Réserve, Paris  
Le Cheval Blanc, Courchevel  
Villa Maïa, Lyon  
Mandarin Oriental, Marrakech  
Royal Mansour, Marrakech  
Intercontinental, Genève  
Hotel Danieli, Venise  
Aman Canal Grande, Venise  
Diaoyutai Hotel, Chine  
Aman Sveti Stefan, Montenegro  
...

### LUXURY BRANDS

Boucheron  
Cartier  
Chanel  
Dolce & Gabbana  
Fendi  
Hermès  
Hugo Boss  
Louis Vuitton  
Moncler  
Prada  
Qela  
Rolex  
Van Cleef & Arpels  
...

### PRESTIGIOUS INSTITUTIONS

Château de Versailles  
Musée du Louvre  
Fondation Maeght, Saint Paul de Vence - France  
Fondation Wilmotte, Italie  
Musée Horta, Belgique  
Palais de justice historique de Lyon - France  
Château Cos d'Estournel en Gironde - France  
Château de Balazuc en Ardèche - France  
...

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