

THORN NEWS



THORN personnel and their customers at the awards ceremony.

Winners all the way

THORN Lighting shone out again in the National Lighting Awards by winning two of the three top prizes and three highly commended awards.

The awards were recently presented at the Savoy Hotel, London, by the president of the Royal Institute of British Architects, Max Hutchins - in the public eye for his differences of opinion with Prince Charles about British architecture.

First place in the commercial section went to a stunning scheme at BP Oil's new HQ in Hertfordshire, designed by Russell Phipps of the London Specification team. The scheme uses more than 1000 Uplighters specially designed by Brian Townsend at Enfield.

An ingenious scheme at the London Air Traffic Control Centre in West London won the Civic Section for Iain Maclean, manager of Major Projects at Enfield. Once again Brian Townsend designed special fittings with photometrics by Lou Bedocs of Enfield.

Highly commended awards were made to lighting schemes at Tobacco Dock, London, by Russell Phipps and Brian Townsend; Joshua Tetley Brewery by Richard Green (former chief lighting engineer at Castleford) and Flexibles demountable squash court by Adrian Wills of Manchester, who also won the Miller Award earlier this year.

'Encouraging'

THORN EMI announced interim figures on November 16 which detailed the performance of the Lighting Division.

In the six months to September 30 THORN Lighting's profit before taxation was up 13.5 per cent at £11.8m from £10.4m in the same period last year on a turnover of £262.3m (£191.6m).

In his statement to shareholders, Colin Southgate, chairman and chief executive of THORN EMI, commented: "I am pleased to report record first half year results by your Company. Overall, THORN EMI continued to move ahead in the first half, despite some demanding

market conditions.

"The resilience of our major businesses and the excellent contributions from key acquisitions are encouraging.

"Lighting has made progress, although profit would have been higher in the first half were it not for the disruptions caused by the restructuring of its UK distribution as well as the integration of the Australian lighting businesses acquired last year."

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Below: BP Oil's new head office in Hertfordshire.



Lamplighter

Award gives important advantage

THORN Lighting has gained an important advantage in the market by being the only manufacturer of discharge lamps to be awarded registration under British Standard 5750 Part III.

"As the market place becomes more quality conscious and looks for quality assurance from manufacturers before buying, BS 5750 registration gives us a definite edge," says Harry Siggs, discharge product marketing analyst.

"Our customers can be sure that our quality systems are acceptable," he went on. "They should receive a first class product all the time."

"As the only supplier of discharge lamps to have registration, we will be doing our utmost to capitalise on our strong position."

The registration, which covers both production and service functions, is the climax to two years of intensive work within the Discharge Lamp Division. High pressure sodium, low pressure sodium and stellox manufacturing have received BSI approval.

"It is fair to say that this is as a result of a lot of hard effort and some excellent team work," said John Buxton, quality assurance manager.

advantage

"This is a fairly prestigious award in as much as we are the first of the lighting companies within THORN to get it," John continued. "Obviously, we are hoping this will give us some commercial advantage and as far as we are concerned in the Discharge Lamp Division we are now pursuing the registration for the remaining three manufacturing units — Arcstream, high pressure mercury and metal halide manufacturing.

"We are hoping to get these by April, 1990. In the factory and everywhere we have had to learn the disciplines required in order to satisfy British Standards in every department.

"It has been a tremendous effort. The Discharge Lamp Division has shown high commitment right from top management to everyone involved on the shopfloor. It is what enabled us to get the award."



Paul Evans of Arcstream, and Mahesh Mistry, of Specifications, raised more than £250 around the site when collecting for Children In Need during November.

Take it to heart

THE Leicester site is supporting the Amar Dil campaign to improve the health of the local Asian community. The Company employs a high proportion of Asians on the site.

People from the Asian sub-continent living in this country suffer particularly high rates of death from coronary heart disease.

In Leicester, records show that there have been more hospital admissions of Asian people suffering from heart disease than the rest of the population.

The aim of the campaign is to help individuals and encourage social change through the promotion of community action within the Asian community of Leicestershire.

For further information and advice, contact: THORN Health Centre; local Health Education Unit; Interheart, Mr Preston, Leicester 431194; Voluntary Action (Asian Link), Leicester 555600; Heart to Heart, Mr Bedford, Leicester 413935; Link Up, Mrs Sturgess, Leicester 884302.

Card dodge helps

A COMBINED effort between Studio Halogen and Quality Control at Leicester has resulted in a novel way of getting round the often painstaking custom of sending Christmas cards to each other. They are not sending any!

Instead, they donated £224 — the money they would have spent — to a charity which provides hospital beds for parents of children suffering from leukaemia.

MORE ON PAGE SEVEN

Lamp looks like a hit

THE new Arcstream lamp is expected to provide the Company with a generous slice of a rapidly-growing market.

A specially-designed room has been set up on the Leicester site giving dust-free conditions in a filtered atmosphere. Not only is the air filtered, but the gas and water, too.

All operators wear special coats and gloves to ensure the important clinical conditions required for this product.

Although only a small unit, it will eventually have the capability of turning out thousands of lamps each week.

"Production began in the main factory as a pilot plant operation about three years ago," said Gary Caunt, supervisor in Arcstream. "We moved into this special unit in April to start full production."

It is planned to run double day shifts in the department early in the New Year, and it is also intended to double the present capacity by taking on more labour and commissioning more equipment.

The lamp can be used in a wide variety of lighting installations: for uplighters and downlighting. It is already being used in schemes as varied as NEXT, Bolton market, Edinburgh museum, Tobacco Dock, London, and for floodlighting statues.

Although a relatively high-cost lamp, it has the advantage of being compact with a high light output and its colour rendering is good.

"It can also be operated in any position, which leaves the fittings manufacturing great freedom of design," added Gary.



Tobacco Dock Shopping Village. One of many stunning Arcstream installations, it has recently been Highly Commended in the National Lighting Awards.



Chandra Pancholi on the Inner Pinch Seal Machine in the new Arcstream Department.



Jackie McGhee, a production operator in the Arcstream Department

Merry Christmas

HAVE a go at this Christmas quiz and win yourself a Cafetiere so that you can enjoy real fresh coffee at work or home.

Circle the answer you believe is correct, and send to the Editor by 30 January, please.

Good King Wenceslas looked out — Wenceslas was King in the 10th Century of a) Bavaria b) Bohemia c) Transylvania d) Outer Mongolia?

The Holly and the Ivy — Which of the following was not a hit record for Buddy Holly? a) Everyday b) Raining in my heart c) Peggy Sue d) Three steps to heaven

Hark the Herald Angels Sing — The Herald's College of Arms was formed in a) 1555 by Philip and Mary b) 1660 by Charles II c) 1484 by Richard III d) 1919 Sponsored by

the Daily Herald?

O Little Town of Bethlehem — Which of these places does not have a town called Bethlehem? a) Jordan b) Pennsylvania USA c) South Island, New Zealand d) Orange Free State, South Africa

Coventry Carol — Why did Lady Godiva ride naked on horseback through the streets of Coventry? a) On her father's orders as he wanted to find her a husband b) She was taking part in the 11th century Miss Mercia contest c) To publicise the decline of the town's wool and cloth industry d) Her husband promised to repeal a local tax if she did.

We Three Kings of Orient are — The sport of Orienteering was developed in a) East Germany b) Scandinavia c) The Far East d) In Leyton, East London, as a training programme of Orient Football Club players?

I saw Three Ships — The ships St. Gabriel, St. Raphael and The Berrio

were in the fleet of which explorer?

a) Magellan b) Vasco da Gama c) Amerigo Vespucci d) Sir Frances Chichester

While Shepherds Watched their Flocks — Traditionally, church ivy from Christmas was fed to ewes. Why? a) It was believed to eradicate sheep-worm b) To put a sheen on the wool c) To induce the conception of twin lambs d) To supplement the scarce food in winter grazing pasture

Rudolph the Red-Nosed Reindeer — In the film "Mayerling" made in 1936, the part of Crown Prince Rudolph was played by a) Charles Boyer b) Clark Gable c) Douglas Fairbanks Jnr. d) Charlie Chaplin

In the Bleak Midwinter — The first winter sports package holidays were organised by a) Thomas Cook in the 1860s b) Sir Henry Lunn in the early 1900s c) P & O in the 1880s d) The Swiss Tourist Board in the 1950s?



HOW many words of three or more letters can you find in the plums in our Christmas pudding?

Every word must include the central letter 'R', and no letter may be used more than once in each word. If you can manage 100, you're doing well; 150 is very good. But you'll need more than 200 to be champion!

Highest scoring entry will win an original Swiss Army Penknife. Answers to the Editor, please, by 30th January 1990.

Omega offers light fantastic

OMEGA Lighting has introduced in time for Christmas seven decorative light sets to the Mazda Style Light range.

For indoors, choose from either Stars, Icicles, Snowflakes or Lanterns in an array of festive colours. For a more stylish tree, clear Snowflakes will enhance a single colour decoration. Each set includes 20 lights linked by a discreet green cable.

The new Mazda Outdoor Light Set is ideal for dressing outdoor Christmas trees. The set comes complete with

22 three-watt bulbs in an assortment of bright colours.

As an alternative, the Mazda Lightstring can be draped through foliage or trailed along walls to add the finishing touch to Christmas celebrations. The set includes 12 metres of weatherproof cable fitted with ten 25 watt coloured bulbs.

In this competition we are offering the first ten winners an outdoor Light set and Christmas Lanterns to try out for themselves.

Our competition is easy to enter. From the choice of answers given for each question, simply tick the one you believe is correct and complete the rest of the coupon. Send your entry to Duncan Rumney, Omega Lighting Ltd, Albany House, Burlington Road, New Malden KT3 9NJ.

1. How many THORN 25 W GLS coloured bulbs were used to light up Harrod's facade in the recent "Colour-Full Harrods" celebration?

- 6,878
 81,595
 2 million
 10,000
 1 million
 375,000

2. How many lightbulbs are used in the Blackpool illuminations?

- Joan Collins
 Gordon Kaye
 Father Christmas

3. Who recently switched on the Oxford Street Christmas lights?

Name

Address

Daytime Tel No.....

Department.....

Win a bottle of what you fancy!

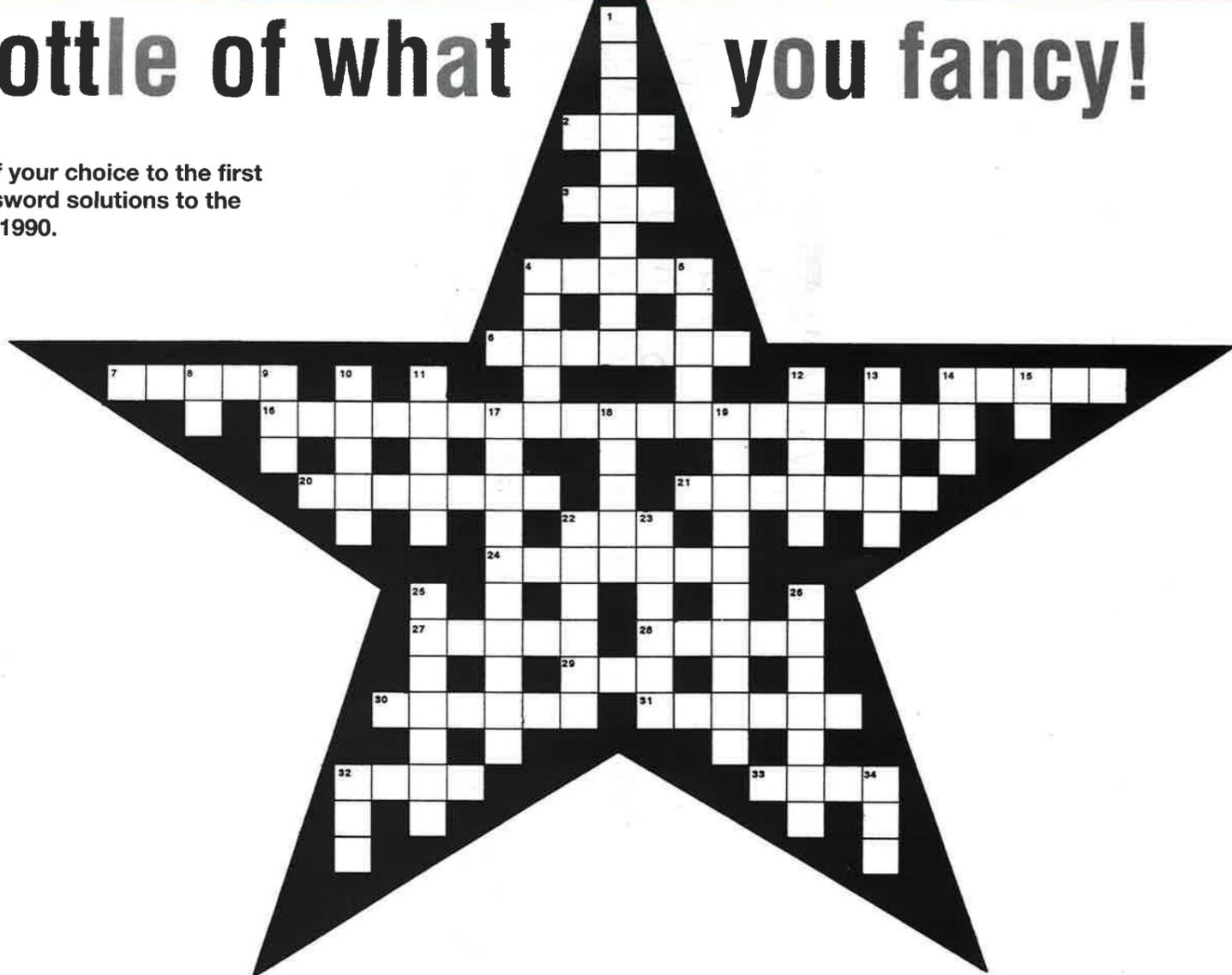
THERE is a bottle of spirits of your choice to the first correct entry drawn. All crossword solutions to the Editor, please, by 30 January 1990.

ACROSS:

- 2 Strange (3)
 3 Skill (3)
 4 Neck-warmer (5)
 6 Lights (7)
 7,8 Quietens (5,2)
 14,15,1 Carrol's story (5,2,10)
 16,32 Scrooge's first spirit (3,5,2,9,4)
 20 Food shop (7)
 21 Surprises (7)
 22 Roll (3)
 24 Gift (7)
 27 Lubricated (5)
 28 Ancient god (5)
 29 Meadow (3)
 30 Next year (6)
 31 Ancient isle (6)
 32 Bygones (4)
 33 Pastries (4)

DOWN:

- 4 Lean (5)
 5 Invigorating (50)
 9 Pig Pen (2)
 10 Christmas Mood (5)
 11 Sweet assortment (abbr.) (5)
 12 Savoury jelly (5)
 13 Picture (5)
 14 Burnt remains (3)
 17 Conscientious (10)
 18 Central point (5)
 19 Fame (10)
 22 Oliver Twist's Parish Officer (6)
 23 Bee food (6)
 25 Cheeky (7)
 26 Heavenly (7)
 32 Equal value (3)
 34 Male child (3)



NAME..... SPIRIT

SITE/DEPARTMENT

THE INTERNATIONAL



UNITED KINGDOM

Name of Company: THORN Lighting Ltd
Main Address: Elstree Way, Borehamwood, Hertfordshire, WD6 1HZ
Sales Offices in: Romford, Castleford, Larkhall, Manchester, Birmingham, Cardiff, Mitcham, New Malden, Belfast, 7425
No. of Employees: 7425
Chief Executive/Managing Director/Operations Division/Managing Director/Commercial Division/Factories: Richard Holdron
Products Manufactured: Andrew Osmond, Spennymoor, Hereford, Enfield, Leicester, Merthyr Tydfil, Preston. Complete range of Lightsources and fittings.

NB: Market Leader in the UK. The Central Services Directorate are based at Borehamwood.



FRANCE

Name of Company: THORN Europhane SA
Main Address: 156, Bd Haussmann, 75008 Paris France
Sales Offices in: Bordeaux, Lille, Lyon, Marseille, Nantes, Orleans, Paris, Rouen, Toulouse and overseas
No. of Employees: 930
Chief Executive/General Manager: Thierry Vayssette
Marketing Manager: Jacques Behar
Director International Affairs: Jean-Pierre Achale
Sales Manager/Commercial Manager: Les Andelys, (Normandy)
Factories: Belleville-sur-Saone, (Lyon)
Products Manufactured: A comprehensive range of exterior, interior and airfield luminaires and control gear.

NB: Thierry Vayssette is based in Paris and is Director of Operations for Southern Europe. Number two in the French market.



SAUDI ARABIA

Numerous operations in this area associated with the recent acquisitions. This includes a network of agents and manufacturing facilities.



IRELAND

Name of Company: THORN Lighting (Ireland) Ltd
Main Address: 320 Harolds Cross Road, Dublin 6, Ireland
Sales Office in: Dublin
No. of Employees: 20
Chief Executive/General Manager: Sean Hayes

NB: THORN Lighting have more than a 20% share of this market. While THORN Lighting's UK factories supply a large proportion of the product requirement in Ireland, there is an increasing need to source products from our European manufacturing operations like Italy and Germany. THORN Lighting, Ireland, is particularly successful in selling Streetlighting, Lightstream and Floodlighting.



CANADA

Name of Company: THORN Lighting (Canada) Ltd
Main Address: 1400 Meyerside Road, Mississauga, Ontario, Canada L5T 1H2
Sales Offices in: Toronto, Calgary, Montreal, Vancouver, Edmonton, London.
No. of Employees: 33
President: Bob O'Shaughnessy
Marketing Manager: Shirley Coyle

NB: The main strength in this area is in high performance floodlighting, area lighting and industrial lighting with fittings such as Metaline, Wallmites and Sonpack. The lighting of the stadia at the Calgary Winter Olympics in 1988 was a particularly prestigious lighting solution.



SOUTH AFRICA

Name of Company: THORN Lighting (SA) Pty Ltd
Main Address: 26 Blumberg Street, Industria 2042, Transvaal, Johannesburg
Sales Offices in: Johannesburg, Pretoria, Blomfontein, Cape Town, Middleburgh, Durban, East London, Pietersburg, Port Elizabeth, Welkom, Vaal Triangle 818
No. of Employees: 651
Chief Executive/General Manager: Rudi Van Eck
Commercial Director: Mike Richards
Marketing Manager: Tony Richards
Factories: Two factories in Industria, Transvaal
Products Manufactured: GLS lamps, fluorescent tubes and a wide range of commercial, industrial and exterior lighting fittings. Successful subsidiary despite obvious political difficulties in the country.



ITALY

Name of Company: Sivi Illuminazione Spa
Main Address: Casella Postale 604, 36100 Vicenza Italy
Sales Offices in: Vicenza, Milan, Turin, Padua
No. of Employees: 651
Managing Director: Pier Carli
Marketing Manager: Luciano Castellani
Home Sales Manager: Marcello Antico
Planning and Export Manager: Francesco Rossini
Incandescent Lamps Production Manager: Giuliano Merlo
Fluorescent Fittings Production Manager: Luciano Brunelli
Financial Controller: Beppe Gonzato
Factory: Vicenza
Products Manufactured: GLS lamps and a comprehensive range of commercial fittings, particularly a stylish range for the 2D lamp.

NB: Sivi is 51% owned by THORN Lighting and 49% by Sylvania - it is one of the most successful subsidiaries - frequently beating budgeted turnover and profit targets.



AUSTRIA

Name of Company: THORN Licht GmbH
Main Address: Erzhertzog Karl Strasse 57, A-1220 Vienna
Sales Offices in: Linz, Graz, Innsbruck-Neurum, Salzburg, Klagenfurt-Viktring 82
Employees: Florian Brigg
Managing Director: Hans Schreibermaier
Technical Director: Assembly facilities
Factory: Range of commercial fluorescent luminaires such as Arrowslim and other batten fittings.

NB: THORN Licht in Austria is one of the few companies outside the UK which has been successful in marketing emergency lighting. It also successfully markets products to third parties to complete their product range.



SWEDEN

Name of Company: THORN Jarnkonst AB
Main Address: PO Box 305, S-261 23 Landskrona, Sweden
Sales Offices in: Goteborg, Sundsvall, Landskrona, Malmo, Solna 883
No. of Employees: Torsten Korsell
General Manager: Rolf Hoppeler
Marketing Director: Ebbe Olsen
National Sales Manager: A. L. Nilsson
Sales Manager: Landskrona, Horn and Malilla (Roshamn Industri AB)
Factories: Wide range of commercial, industrial and exterior lighting products.

NB: The original THORN Belysning office at Solna exists as the headquarters of the North Europe Region. Lars G. Redin is based at Solna and is Director of Operations for Northern Europe. Market leaders in Sweden.



NETHERLANDS

Name of Company: THORN Lighting BV
Main Address: PO Box 97, 3640 AB Mijdrecht, Netherlands
Sales Offices in: Mijdrecht
No. of Employees: 5
General Manager: Bill Loscombe
Financial Controller: Henk Wijnen

Since Jules Thorn built in 1928, THORN Lighting has become an international force. One of the largest light fittings manufacturers in the world. The core business of THORN Lighting has a total international turnover of £3.2 billion.

Worldwide, the company's 10,000 employees provide total support through exceptional skill, experience, manufacture and market control gear.

The company now has operations in 20 countries and has a vast network of agents in 140 countries and more than 100 sales offices.

The well known phrase 'on Light' has become a claim.



GLOBAL DIMENSION



NORWAY

Name of Company: THORN Scanlux A/S
Main Address: Industriveien 11
 PO Box 63
 1481 Hagen
 Norway
Sales Offices in: Tromsø, Trondheim, Hamar, Stavanger, Skien, Bergen
No. of Employees: 51
Managing Director: Oivind Danielsen
Marketing Manager: Knut Alfstad

NB: Merger of THORN and Scanlux is now complete. Scanlux brings a strong range of exterior and street lighting fittings, of particular interest to architects and local authorities, which dovetail excellently with the THORN commercial products and the existing links with the Norwegian wholesalers.



GERMANY

Name of Company: THORN Licht GmbH
Main Address: Mohrstrasse 55
 5760 Arnberg 1/Neheim
 West Germany
Sales Offices in: Arnberg, Munich, Stuttgart
No. of Employees: 438
Managing Director: Peter K. Mast
Technical Director: Heribert Rocholl
Sales Manager: Volker Kannicht
Marketing Manager: Arnberg
Factory: Commercial fluorescent recessed and surface fittings and display lighting.
Products Manufactured: Jahn
 Carl Zeiss Strasse 15
 Postfach 1509
 D-4460 Nordhorn
 West Germany
 67
 Dirk Weniger
 Bernhard Reiners
 Knut Tierling
 Nordhorn
 Light sources

NB: The Modulight range of high performance fluorescent luminaires from THORN Licht is sold to THORN companies throughout the world and as such is the first truly Pan-European fitting produced within the THORN Lighting group. Jahn manufactures and assembles light sources which are chiefly supplied to the OEM market.



FINLAND

Name of Company: THORN Orno Oy
Main Address: Santaniinkatu 11
 P11
 04201 Kerava
 Kerava
Sales Office in: 263
No. of Employees: Kari Riskala
Managing Director: Gunnar Westerling
Marketing Director: Erkki Toivonen
Technical Director: Christian Degerman
Manufacturing Director: Kerava, Saukkola
Factories: Wide range of fluorescent and decorative fittings.
Products Manufactured:



DENMARK

Name of Company: THORN Belysning
Main Address: Brogrenen 6
 DK 2635 Ishøj
 Denmark
Sales Offices in: Ishøj, Aabyhøj
No. of Employees: 27
General Manager: Arne Tholle
Marketing Manager: Torben Lobner
Financial Director: Kjeld Christensen

NB: The Danish operation has had great success in selling products like Modulight and Swedish 2D ranges to architects and specifiers. This activity is greatly assisted by an excellent technical lighting team.



TAIWAN

Name of Company: THORN Lighting Taiwan
Main Address: 8/F World Trade Building
 50 Hsin Sheng S Road
 Sec 1 PO Box 81
 Taipei
 Taiwan
Sales Offices in: Taipei
No. of Employees: 2
Sales Manager: David Liu (Reports to Steve Grao in Hong Kong)

NB: This new office further underlines THORN Lighting's intention to boost its Asia Pacific business.



MALAYSIA

Name of Company: THORN Lighting Manufacturing Industries Sdn Bhd
Main Address: Lot 12 Persian Kemajuan
 Off Jalan Halba 16/16
 40000 Shah Alam
 Selangor Darul Ehsan
 Malaysia
Sales Offices: Shah Alam, Kuala Lumpur
No. of Employees: 18
General Manager: Chris Barr
Company Secretary: Leonard Kwek
Marketing Manager: Tan Eng Ghee
Sales Engineer: Tiong Chak Lim
Factory: Shah Alam, Kuala Lumpur
Products Manufactured: Will manufacture a range of exterior products in GRP.

NB: This is a joint venture company with Sri-Dina (24.5%) and Advanced Industries. (24.5%).



SINGAPORE

Name of Company: THORN Lighting Singapore
Main Address: 29 Tannery Road
 Singapore 1334
 Singapore
Sales Office in: 13
Chief Executive/General Manager: Graham Dennis

NB: The opening of this new sales office headed by Graham Dennis is seen as a vital, strategic step into the Asia-Pacific market. Markets serviced: Singapore, Brunei, Thailand and Indonesia.



AUSTRALIA

Name of Company: THORN ALI Lighting
Main Address: 13 Cooper Street
 PO Box 188 Smithfield
 NSW 2164 Australia
Sales Offices in: Silverwater, Newcastle, Tullamarine, Geelong, Townsville, Southport, Garbutt, Kidman Park, Osborne Park Moonah, Queenbeyan, Darwin, Winnellie, 815
No. of Employees: Eric Whall
Managing Director: Peter Jeans
Marketing Manager: Lynden Kirkness
General Manager/Marketing & Sales: Peter Cook
Financial Controller: Smithfield
Factory: Wide range of commercial and industrial light fittings and specific light sources.

NB: Rick Dockerty is General Manager for Rymer Lighting. THORN's additional lighting operation in Australia. Rymer manufactures fittings near Melbourne and has sales offices in Reservoir, Prospect, Geelong, Ridleyton, Maylands and Fyshwick. THORN ALI is market leader in Australia. Ron Sullivan is based in Smithfield and is Regional Manager for Australasia.



NEW ZEALAND

Name of Company: THORN Lighting (NZ) Ltd
Main Address: 399 Rosebank Road
 Avondale
 PO Box 71134
 Rosebank, Auckland
 New Zealand
Sales Offices in: Hamilton, Wellington, Christchurch, Dunedin
No. of Employees: 135
Managing Director: Ian Farquhar
Marketing Manager: Coral Ingley
National Sales Manager: Lance Woodward
Factory: Auckland
Products Manufactured: Complete range of interior and exterior commercial and industrial lighting fittings. Market leaders in New Zealand.



HONG KONG

Name of Company: THORN Lighting (HK) Ltd
Main Address: Jardine Engineering House
 260 Kings Road
 PO Box 517 GPO
 Hong Kong
Sales Office: As above
No. of Employees: 25
General Manager: Steve Grao

NB: This is a joint venture with the Jardine Engineering Corporation. This operation distributes THORN products to the local market, the Philippines, Macao and will develop project business with China.

Since its formation this office has secured orders for major projects such as the largest hospital in Asia, commercial office complexes in Hong Kong and for the Standard Chartered Bank.

Karl Schrader, Regional Manager - Asia is based in Hong Kong at the THORN EMI corporate office.

a small lampworks in has become a major of the world's manufacturers it is a THORN EMI plc which has moved in excess of

any's 12,800 al lighting solutions skills in the design, fitting of lamps, fittings

s established ries, in 11 of which it ilities. Together with a es THORN is active in e than 60% of its outside the UK.

the 'A World Authority a wholly justifiable

Sales team looks ahead

THE THORN ALI sales team recently held a national conference to review the progress of the newly formed THORN ALI business and to plan for future developments.

New promotional initiatives and new products were on the agenda and improvements were made to the Company's commitment to excellence in the areas of customer service and technical support.

John Robinson, national sales manager, said, "We are aiming to continue the growth achieved in the new branches already opened around the country such as the new warehouse and offices opened in Darwin in August 1989."

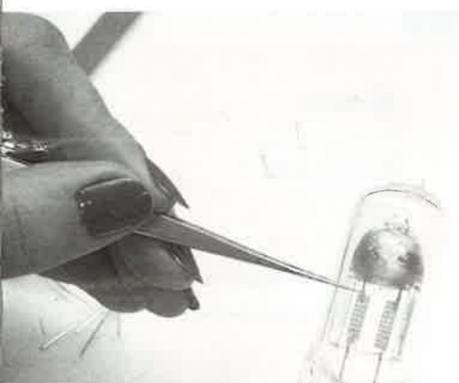
A sales office has also been established in Townsville with plans for a complete warehouse within the next 12 months. It is intended to continue to expand the existing nationwide network of offices already established.



The THORN ALI sales team represents over 180 years of experience in Australia



Eric Coxon and Lisa Payne working at the electrode assembly station



Lisa indicates the critical weld in the discharge tube

Taguchi approach improves welds

Dr Steve Howe reports on recent teamwork headed by Dr Eric Coxon, of Discharge New Products Division, aimed at improving the quality of welds in high technology discharge lamps.

THE welded joint between the tungsten electrode and the molybdenum foil in a discharge lamp must be strong and have a low resistance to the flow of electric current.

If it is not just right on both counts, the lamp may be scrapped because the electrodes have moved out of position, or worse, the lamp's life may be shortened, giving rise to customer complaints.

Eric called together operators, supervisors and other engineers for a brainstorming session. Their task was to come up with a list of process "factors" which control the weld strength and the electrical resistance of the joint.

Everyone's ideas were considered carefully and then a final list of only eight "factors" was drawn up. Their list included how long the welding current lasted, how long it took to rise and fall, and the welding power, welding head pressure and type of welding peg.

After some initial work, the range over which each "factor" would be varied in the trials was agreed.

The team decided to judge the quality of the welds in three ways: by a "pull" test to destruction; by how much the joint stuck to the welding peg; and by what the joint looked like.

If every possible combination of the process values had been tried, nearly twelve thousand different trials would have been needed! Taguchi's tables showed him which eighteen trials of those possible twelve thousand to do to get the best results from the least amount of work.

To help judge the weld quality spread, the operator was asked to make three welds in each trial. In all, 216 welds were made by the operator under close supervision by the team.

Once all the results were in, a computer programme was used to analyse all the information.

Unfortunately, the computer output showed that sticking was worst at settings giving greatest pull strength!

A compromise was needed. With more work, the team found process settings giving a 50 per cent improvement in average weld strength with a worthwhile reduction in the spread from 25 per cent to 16 per cent.

Encouraged by these excellent results, Eric and his team are now planning Taguchi trials on other welds in this key product.

■ Watch out for further articles describing how the Taguchi approach has helped solve quality problems around our sites.

Competitor's corner

GENERAL Electric of the US have bought a majority stake in Tungsram of Hungary for \$150m (£95m). The deal includes an option to purchase an additional 20 per cent in the future.

Tungsram is claimed to be one of the most successful manufacturing companies in Eastern Europe and

manufactures tungsten halogen lamps and fluorescent tubes. It has 11 factories in Hungary, one in Vienna, and employs 18,000 people.

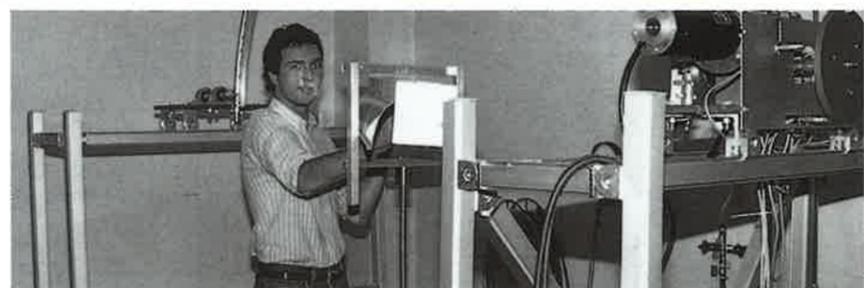
Tungsram currently claims an eight per cent share of the European lamp market while GE holds about three per cent.

The companies plan to combine their European distribution organisation into one unit to distribute both GE and Tungsram

products.

The deal is one of the first of many joint ventures in Eastern Europe to concentrate on manufacturing. It represents a major move by the US giant GE to have its lighting division in place for the single European market, which takes effect in 1992.

GE also announced earlier in 1989 a lighting joint venture with Toshiba of Japan.



First in Sweden

THORN Jarnkonst has become Sweden's first lighting manufacturer to have an accredited test house. Thanks to a new law, the company can now make its own tests to relevant national and international standards instead of sending products to Semko for safety approval.

THORN Jarnkonst has made a major investment in both test equipment and staff training. The benefits will be in quicker and more cost effective testing with, it is hoped, a speeding up of product development.

Names in the news

UK Commercial: Con Thompson, manager of the Electronics Laboratory at Enfield is leaving the Company after 37 years' service. With him go our very best wishes for the future.

He will be succeeded by Keith Amey, who joined THORN Lighting on October 30 from British Aerospace. Keith brings with him extensive experience in the electronics industry.

Terry Morton has joined Eddie Minshull's Marketing Department, at Enfield, as new product manager for Industrial Fittings. She takes over from Neil Donovan, who has transferred to work for David Hazell in computer applications.

Dave Allan is leaving his position

at customer service and logistics controller. Dave recently sustained a broken pelvis in a fall. We wish him a speedy recovery.

UK Operations: Fred Richards, who until recently headed up manufacturing in New Zealand, has returned to the UK to manage the lighting columns factory at Wednesbury, nr. Birmingham. He reports to Stephen Willets, general manager at Hereford.

Business Planning: Nick Thorne is on secondment from the UK Department of Trade and Industry.

Finance: Colin Thom is now chief accountant for THORN Lighting following Len Scott's retirement.

We offer Les our best wishes for a happy and healthy retirement.

INTERNATIONAL Bob Steele, international director, has left the Company. He will be available to advise the Company in a consultancy capacity, particularly on those business development and potential joint venture activities which he has initiated, for the rest of this financial year.

Ron Sullivan, regional manager, Australasia, and Karl Schrader, regional manager, Asia, now report directly to Hamish Bryce.

On an interim basis, Mark Levett, personnel director, takes responsibility for Canada and South

Africa. Bob O'Shaughnessy and Rudi van Eck report to him.

Malcolm Sargent, regional manager, Middle East and Central reports to Mike Murphy, managing director of TELC.

In addition Peter Jones, administration manager and Neville Critoph, financial controller, report to Mick Stringer, Financial director.

HONG KONG Tiana Chik has joined THORN Lighting Hong Kong as export/sourcing manager reporting to Steve Grao.

SOUTHERN EUROPE The SIVI operation has been fully integrated into the Southern

European Region and Pier Carli now reports to Thierry Vayssette.

As director of Operations for Southern Europe Thierry Vayssette is now responsible for SIVI and Europhane Italia in Italy, THORN Europhane and Burgeot in France and developing interests in Spain, Portugal, Belgium, Switzerland and the rest of Southern Europe.

NETHERLANDS

Ton Van Hees, general manager, Netherlands has left the company and Bill Loscombe has taken up residence as general manager until a permanent general manager is appointed.



The swimmers are, left to right, back row: Keith Harrop, Adrian Rybicki, Richard Lee, Mary Jordan, Debbie Morgan; front row: Sam Saini, Karen Cank, Shirley Franklin, Charlotte Hind, Carol Sheppard.

Splash hit for charity!

FIVE weeks of a sponsored swim by THORN Lighting employees at Wreake Valley Pool, Leicester, has raised £386 for the Leicester Special Olympics. The swim was organised by Keith Harrop and Sam Saini.

Richard Lee, of the Studio Halogen Department, swam the highest number of lengths of the pool — 64. The highest amount collected was £70 by Adrian Rybicki, of the Wedge Base Department.

Special thanks to Chris Chettle for taking the swimmers' photo and to Shirley Franklin, personnel officer, for taking part even though terrified of water. Sincere thanks to employees and friends for their kind and generous donations



Shirley Franklin smiles bravely.

"A golden opportunity"

THE new SON XL lamp — launched at the Institute of Lighting Engineers' conference in Bournemouth in September — created a great deal of interest.

The lamp, is aimed mainly at the street lighting market, but it also has applications for industrial

interiors and for floodlighting.

"The lumen maintenance on this lamp is a great improvement on previous versions," said Harry Siggs, discharge product marketing analyst for SON XL.

"At 12,000 hours, which is the time most street lamps are changed, it can give out 30 per cent more light," he went on.

Required illumination levels can

be achieved using less fittings and thus reducing installation costs. But the lamp consumes no more power to provide this extra light.

Initial tests run in the laboratories at the Lincoln Road site showed that using a Beta 79 fitting, the space between fittings could be increased by 15 per cent with no loss in performance.

The introduction of the SON XL lamp coincides with the

introduction of a new British Standard — BS5750 Pt III — for street lighting which specifies minimum and average illuminance levels.

Harry said, "It was a complete coincidence that the new standard was introduced at the time of the SON XL launch. But it has provided us with a golden opportunity to improve our position in the street lighting market."



The SON XL lamp team, back row, from left: Sunil Shah, Andy Bartram, Jacqui Crisp, Mick Truslove, Steve Hubbard; front row: Danny Ibanez, Graham Preston, Harry Siggs and Keith Robinson.



Moments to remember — windsurfing and getting ready to launch the raft.



Zero defects come closer

A SUPPLIES and development policy recently introduced is beginning to be effective.

"It means we are trying to work with our suppliers with the eventual aim of receiving components with zero defects," said Robin Jones, who is the materials manager for the Discharge Lamp Division and also co-ordinator for the supplies and development policy within the Light Sources Division.

"It is a Light Sources policy and, therefore, covers all the operating business within Light Sources Division. My function is to attempt to co-ordinate the policy across the business.

"We have a supplier guide which basically spells out what we expect from our suppliers and what we offer our suppliers. The policy means that we will assess and rate all our major suppliers."

Over the last 12 months the Company's supply and development



Cricket Teams from the Leicester site raised £759.16 for the Special Olympics in a charity cricket match arranged by Sam Saini at the Abbey Oval. Andrew Talbott, of Stellox Manufacturing, won the best bowling award and the best batsman award went to Richard Lee, of Studio Halogen. Sincere thanks to the players as well as to employees and THORN Sports and Social Club for their kind and generous donations. Special thanks to Shirley Franklin, personnel officer, for presenting the medals.

engineers have evaluated the quality systems of most of THORN Lighting's major suppliers.

"We offer to help them in any way we can with training, with understanding, with reference specifications which reflect not only our requirements but their

capability to supply," Robin continued.

"Although the process has only just started and there is a long way to go to achieve our aims, there has been an encouraging response from virtually all of our major suppliers and a reasonable degree of

progress."

The Company's aims were explained to its major suppliers at a supplier conference held a year ago and it is intended to follow that up with another conference for major suppliers in the early part of next year.

Hard slog but fun

"HAVE a good holiday," said colleagues on site when 39 first year YTS and apprentices, senior apprentices and recently-established ex-apprentices boarded a coach to the south of France.

In fact, they were not going on holiday, but to an Outdoor Pursuits Centre for just over a week of hard slog.

Their activities included shooting down rapids in rubber rafts, building rafts of planks and barrels and racing them around a lake, climbing, abseiling, windsurfing and sailing.

They also trudged for two days up and down rough mountains and were awoken at midnight to search for a "missing and injured" member of the centre staff!

Those taking part said that they thoroughly enjoyed themselves. It was an excellent opportunity for building up team skills, and learning to communicate with each other in order to complete a given task.

They looked forward to putting their newly-acquired skills into practice at work.



The winning Enfield golfers with the Maori war canoe trophy are, from left: Tony Ferrett, John Edwards, Bert Ingram and Brian Ayling.

Enfield wins golf contest

ENFIELD Golf Society has won the second THORN Lighting golf competition.

The annual trophy — in the form of a Maori war canoe, presented by New Zealand — is on display in the FLW reception area.

John Foster, of Australia, was the top individual golfer. He returned 43

points, representing a net score of six.

The contest was held during a recent weekend when all the teams played in their respective countries, forwarding their results to the UK scrutineers.

The Enfield team — Brian Ayling, Government Department, Johnnie Edwards and Tony Ferrett,

Electricians in FLW, and Bert Ingram, ex-FLW stores — played their rounds at Panshanger Golf Club near Welwyn Garden City. They will receive replica trophies from New Zealand.

Individual Stableford scores were: John, 32 points; Brian, 34; Tony 35; and Bert, 41; making a total of 142 points — the same as Leicester's

winning 1988 total.

Other results: New Zealand A, 136; Australia C, 131; Leicester, 127; Spennymoor, 126; New Zealand B, 122; Australia A and B 121; and South Africa, 113.

It is hoped that more UK and European teams will take part next year to make it a truly international event.

New system kicks off

THORN Lighting has launched a new floodlighting system and its first installation has

kicked off at Tottenham Hotspur Football Club's ground in White Hart Lane, North London.

The system features a new, immensely powerful 2kW double ended metal halide lamp developed at Leicester by Brian Page.

Purpose designed fittings with five different reflector options make

fullest possible use of the lightsource. The fittings are manufactured at Hereford and are extremely compact and lightweight.

One hundred-and-thirty-six of the new floods have been installed at

Tottenham's ground in a scheme designed by Keith Molineaux of Romford.

The club, which have used the lamps for the first time this season, is delighted with the result.



Extra help

A NEW member has joined the THORN News editorial team to help with the news-gathering for each issue. He is John Winters, who edited *Headline* and all its editions from its launch in October, 1979 until it ceased publication in April, 1987.

John now operates as a freelance journalist based in Leighton Buzzard, Beds, and will be visiting Enfield, Leicester, Merthyr and Preston to gather editorial items as well as obtaining these from the commercial sties.

Asia Pacific activity widens

THORN Lighting announces a new sales operation in Taiwan.

Named THORN Lighting Taiwan, the new sales activity will

have access to the full range of THORN fittings and light sources in serving its local maker.

Following the acquisition of fittings manufacturer ALI in Australia last year, together with the

establishment of sales offices in Hong Kong and Singapore and a factory in Malaysia, this move further underlines THORN Lighting's intention to boost its Asia Pacific business.

David Liu is the sales manager.

In addition, THORN Lighting Hong Kong has secured an order to supply the Standard Chartered Bank with 1,200 custom made discharge uplights.

Responsible duo

FOLLOWING the decision to appoint Andrew Osmond and Richard Holdron jointly responsible for THORN Lighting's UK operation, responsibilities have been formalised. Richard Holdron, managing director, Operations Division, is responsible for all UK based manufacturing activities. Clive Wheeler, manufacturing director, Systems, reports to Richard Holdron.

Andrew, managing director, Commercial Division, is responsible for all sales, marketing and distribution activities in the UK, with the exception of the established product marketing within the Light Sources manufacturing operations. Mike Murphy, managing director of Light Sources Commercial Division, will report to Andrew Osmond.

THORN NEWS

THORN News is the staff newspaper for all lighting employees. It is produced by the Public Affairs Department, Enfield, but the contents do not necessarily reflect official Company views.

Editor: Helen McCorry (Enfield x 2040); Deputy Editor: Hugh King (Enfield x 2731). Correspondents: Enfield, Barry Hooper, Peter Everett, Claude Molesely, Jean Grant, Sue Du Becker; Spennymoor, Peter Almond; Hereford, Jeff Scourfield; TELC, Jenny Bywater; Merthyr, Steve Hayes; Omega, Maureen Hall; Preston, Joan Barnes; International, Ian Allan; Leicester, Marilyn Gallagher; Cardiff, Tony Galea; Birmingham, Graham Wortley; Larkhall, Marjery Brown; Castleford, Jeanette Meek; Romford, Deena Smith; Manchester, Chris Whitelegg.