

THORN NEWS

Guarding The Tower

London's most popular historical land mark The Tower of London — has been floodlit by THORN. The scheme has been designed by Brian Ayling of Enfield and uses an exclusive combination of metal halide lamps, all of which are manufactured at Leicester.

St Thomas' Tower, above Traitor's Gate and the entire outer moat wall above the bank of the River Thames has been lit with low wattage Arcstream lamps in both the warm 3000K colour temperature and, for the first time, the very latest, cooler, 4000K version. The central White Tower has been illuminated with standard 250W lamps. All floodlights used for the scheme were made at Hereford.

The scheme sensitively enhances the great building's fine and famous features from all angles — particularly the River Thames.



London's most famous landmark — The Tower of London — has been lit by THORN.

Lighting Division Sale Called Off

On 3 September it was announced that discussions between THORN EMI and GTE had broken down as a result of a failure to agree on the terms of the transaction in an increasingly uncertain economic climate.

However the underlying issues facing the lighting business still remain the same: the need to increase sales and reduce costs in order to counteract the ever increasing competition

So the way ahead is clear for THORN Lighting. It will continue to further develop its fittings business where it is an international industry leader whilst seeking to accelerate plans designed to address the situation on light sources. It will concentrate not only on reducing costs and increasing manufacturing efficiencies but on a tighter, more profitable business in lamps. This will necessitate withdrawing from the manufacture of some lamps, (not necessarily

their supply) increasing joint venture activities on others and building strong niche positions where appropriate.

With regard to costs since the beginning of the year THORN Lighting has reduced the number of employees in the UK by 900. At the same time investment has continued in new products, such as the 10W 2D and in further developing the overall market position.

In addition THORN EMI has committed substantial additional funds.

Last year the lighting business made trading profits of £32.9 million on a turnover of £573 million.

Jahn

Silver Anniversary for Jahn

Glühlampenfabrik Jahn, THORN's German-based lamp supplier to the OEM trade, celebrated its 25th anniversary during September, and to mark the occasion, the company organised a dinner party for the 100-plus employees, some of whom are pictured here.

A brief history of the company's rise to fame is given on page 6.



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Lamplighter

Happy days

Mark Mould, assistant supervisor in the Site Electrical Maintenance Department, married Dawn on August 11 at Grantham.

Supervisor Malcolm Barley presented Mark with various kitchen accessories on behalf of friends and colleagues in the Department.

Mark is pictured with Alan Sharman and Malcolm.



Bharti Pancholi, of Studio Halogen Department, left on September 7 to await the arrival of her baby. She was presented with Babygros, bibs, shoes and a cuddly toy by her colleagues.



Mike Epton transferred from Leicester recently, to become new Product Manager for Omega, based in New Malden, Surrey.

Mike, who joined the Company two years ago, was Material Control Manager in Leicester. All on site wish him every success in his new position.



Dressed for the part

Kaxa Soni shop clerk on Discharge, dressed up on her last day at work before her marriage, is pictured with Davinder Kaur, of Stellox. Kaxa became Mrs Joshi when she married Vijay.

A sterilising kit, baby clock and clothes were presented to Mrs Harshinda Harris on behalf of her friends in Wedge Base Department when she recently left the Company to take maternity leave.

Husband Julian also works for the Company in the SON Department.

The presentations were made by production supervisor Tony Tilley.

Not one nurse, but three! Our three Occupational Health Nurses (left to right) Gail Bradshaw, Sue Jackson and Julia Dirito made a threesome for our photographer to mark Sue's farewell on July 29.

Julia has now succeeded Sue. We would like to wish Sue good luck in her life of leisure and Julia every success as our new Nurse. Sue was presented with £50 by the site.



A barrel of laughs

A BARREL of Alan Sharman's favourite tippie — Ruddles County — was presented to him when he retired from the Company on August 10 after working in the Site Electrical Maintenance Department for 17 years.

From a collection amongst Alan's many friends and colleagues on site, not only was the barrel presented to him, but also an engraved tankard — with which to drink it! — a crossword book and £150 in cash.



The gifts were presented by Malcolm Barley, Electrical Maintenance supervisor.



Elaine Toon with colleagues from the Wedge Base Department before her departure from the Company on maternity leave. She was presented with many gifts in anticipation of the impending patter of tiny feet.



Maternity leave

Eileen Aherne, of Studio Halogen, with colleagues at her farewell presentation before taking maternity leave. She was presented with clothes, pictures, a quilt, pillowcases and lampshades among other things.



A giant card signed by friends and workmates was presented to Jackie Watson (formerly McGee), of the Arc Stream Department, by Production Supervisor Gary Caunt.

Jackie, who moved to Leicester two years ago with boyfriend James, returned to Scotland for her wedding before flying to Gran Canaria for her honeymoon.

She was also presented with a pressure cooker, towels, nest of tables and an engraved cake cutter by friends.



Marriage lines

Dressed, not quite as she was on her big day, was bride-to-be Elizabeth Zissis, who married Bradley Harris earlier this year.

Elizabeth, who works on Coiling, is pictured with Roy White. She was presented with electronic kitchen scales and a set of knives by colleagues.



Following a recent decision by the Bangladesh Government to convert all existing streetlighting in the country to low pressure sodium (SOX) versions, THORN has won a major order to supply the lighting for all the main streets in the capital city, Dacca. The order consists of 10,000 lanterns manufactured at Hereford complete with lamps from Leicester and control gear from Spennymoor. The order was won despite fierce competition on quality, price and excellent delivery dates — factors which are only possible due to the excellent co-operation of all those in the factories and with those at the International Sales operation at Romford.

The order is so important that Ian Allan, International Marketing Manager, based at Enfield is offering some super prizes to those who can spot the differences between these two pictures:

Win a Stereo Radio TV/Cassette Player!



1st Prize — Stereo Radio/TV/Cassette worth £150 (4½" screen, black and white TV with built in MW/LW/FM stereo radio plus stereo cassette recorder with twin speakers)

Two runners up will each receive a Torch/Clock

Please send your entry to the Editor at Borehamwood by 31st January 1991.

Name

Section

(Only one entry per person please)

Faces of the future

A four day course aimed at developing leadership skills was recently attended by graduates and sponsored students from all over the company. The course, held at Middle Aston House in Oxfordshire was part of the Graduate Development course run by Anne Hall of group training based at Leicester.

Back row from left: Brian Box, tutor; Elaine Shackleton, Enfield; Mark Appleton, Leicester; Adam Fickling, Enfield; Mike Lancaster, Preston; Graham Forsdyke, Leicester; John Stocks, Leicester;

Martin Carpenter, Enfield; Anne Hall, Leicester (tutor).

Front row, from left: Jim Henderson, Enfield; Ray Keane, Enfield; Tina Fegent, Westmount; Mel Mathews; Elaine Holt, Leicester.

We have since heard that Adam Fickling has taken up a placement at the Europhane factory at Belleville-sur-Saone near Lyon. This is understood to be the first "cross-channel" placement to be undertaken. We wish him luck and look forward to more placements like this in the future.



'Down-Under' lands on top

Two sales people from THORN ALI in Australia recently won a study trip to Europe in recognition of their excellent achievements over the past year.

ACT — Riverina Branch Manager Garry Holt (who has worked for the company 12 years) was named "Branch Manager of the year" and Ted Atkinson (an employee for five years) was awarded "Salesperson of the year" for his achievements in the Perth

region. Both were presented with awards for excellence.

The European study tour included visits to all the main THORN sites and factories in Europe and a trip to Singapore. The tour was hard work but very interesting and gave the men an insight into the activities and differences in the European operations and markets. It is also hoped that they feel even more a part of a broad, international company. We in Europe look forward to more transfer visits from our colleagues around the world in the future.



ACT-Riverina Branch Manager Garry Holt winner of THORN ALI's top "Branch Manager of the Year".

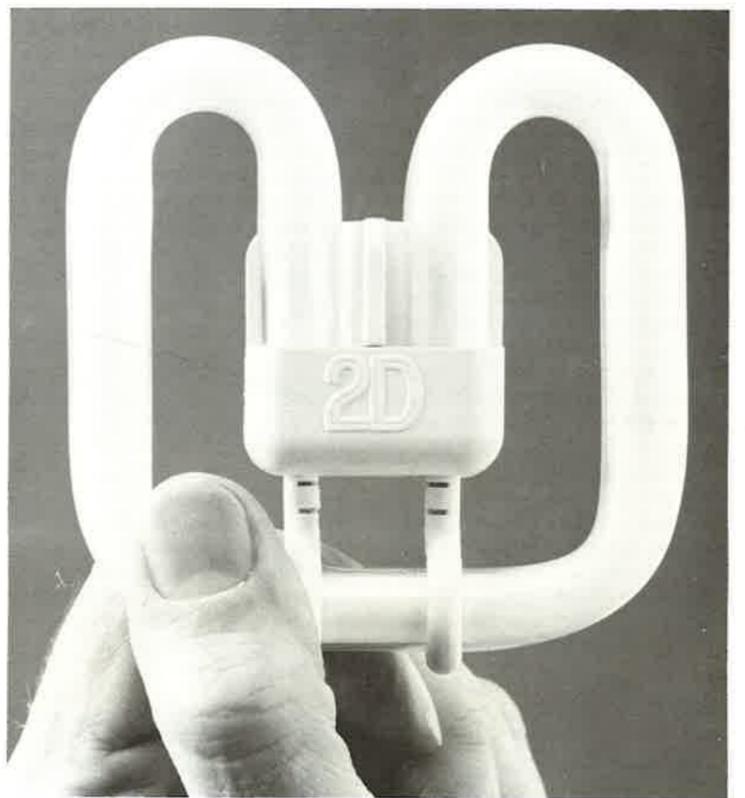


Ted Atkinson, THORN ALI's "Salesperson of the year"

Save! Save! Save!

Sales of the energy-saving 10W 2D lamp are already a great success — in fact early reports suggest that the new product is a massive sell-out!

In the run-up to Christmas, look out for the new lamp and adaptor package in the staff sales shop — on offer at a bargain £7.95 which represents a saving of £2.04 on normal retail prices. And that's not to mention what it could do for your electricity bill! If stocks are not available immediately please be patient there is an enormous demand from everyone at the moment.



International News

Australia

THORN ALI has recently appointed TE Papua New Guinea as sole distributor of THORN ALI products in Papua New Guinea. This will improve customer service to the local market.

Major order won

Well done to the export team at Romford and the Leicester factory people who, between them, have won a major order to supply Arcstream lamps to an OEM supplier in Japan.

Negotiations to win the order took two years and included reaching agreements on quality standards and inspection methods.

EMI

EMI Music has opened its first major compact disc factory with monoline technology in Uden, Holland.

Holophane S A, France

Holophane S A, the pressed glass products operation based in Les Andelys, Normandy has been sold to Fidenza Vetraria SpA of Italy for FFr 215 million (£21.7 million).

Europhane S A the successful French light fittings operation which was a THORN subsidiary of Holophane will remain as a vital part of THORN Lighting.

Fidenza Vetraria SpA, based in Milan, is a substantial European glass products group with operations in Italy, France, Brazil, the United States and Canada.

THORN Security

THORN Home Security has been launched as a pilot high street retail concept concentrating on the domestic security systems market. The concept will cover security lighting.

New factory extension

THORN Licht in Germany has commissioned a 2075m² extension to its fittings factory in Neheim to help meet increased demand. The new factory will house new paint and pre-treatment processes and an assembly area. Machinery will now be laid out in a flow line configuration for improved efficiencies.

Competition Results

Jennifer Myers of Merthyr wins £10 for her successful entry into the Trivia Word Puzzle. Although numerous entries were received from New Zealand they all had to be rejected in view of the incorrect nomination of Kabul as the highest capital city in the world. The correct answer is Lapaz, capital of Bolivia which is found at an altitude of 3,675m in the South American Andes.

Distribution System back on the right

Dear Sir

On behalf of our client, British Telecom, I am writing to thank you for your efforts in tracking down and arranging a special delivery of the missing lighting fittings for the OCHC area at Dover Telephone Exchange.

They arrived in Canterbury on the Monday morning, were transferred to site the same day, and were fixed and operational before our handover meeting on the Thursday.

We are grateful for the efficient service which you provided and which saved the day.

Yours sincerely
B Cadd — Holford Associates

This letter from a customer, perhaps more than anything exemplifies the transformation within THORN's UK distribution system that has taken place over the last 18 months, to put the UK operation back on the right track. For it was in late 1988 that the Romford depot was expanded by 37,500 sq ft to take in the old Charlton office, and Castleford was established on a green field site taking over from Leeds. Realistically, with such a task and with new people and systems to be organised problems were bound to arise, but these have now been overcome.

Not that the fundamental strategy was wrong — far from it. The old system of 12 warehouses dotted around the country could never have improved. Neither would it have been able to cope with today's turnover, which has almost doubled in just three years. Additionally, it was just no good having stock all over the UK which was continually moving between the 12 depots and factories.



Romford followed by two or three weeks of solid graft and then returned home to their families for a day and a half!

It has taken a long time and sheer hardwork to overcome the backlog of orders that had stacked up but all involved have the grit and determination to succeed further. A programme of structured measures including detailed stocktaking, a new organisational framework, better training and more effective use of systems has resulted in the most tangible measure of success — delivery hit rates now into the high 80's (from the 50 per cent of 1988) and often reaching well into the 90's. The enthusiasm of the whole distribution workforce, despite the pressures, is undoubtedly helping to convince those customers who are still unsure, that Romford and Castleford are now making it happen.

Facelift

The regional offices have been undergoing a facelift too. The company needed a better profile in the regions. New offices and showrooms in several high tech business parks are quickly being established. Birmingham has relocated to Sutton Coldfield and Manchester has also moved to a spectacular development at Didsbury. (see page 7).



Romford

Romford has changed its character over the last two years. Originally it was the International Shipping Division as well as the bulk storage depot for certain factories. Today it is a regional distribution centre which has an entirely different profile: rather than just store goods which gather dust on the shelves, it provides a fast, active flow of product for the customer. The various departments — distribution, Home Trade and International Exports link together and gain from a co-operative approach. So, for instance, processing a UK home trade customer's order would involve the interaction of various departments, rather like a relay race. Thus, the sales office provides the orders, the distribution office is the communication link between sales and the warehouse and Contracts Planning would deal with any major project stock related work.

Castleford

Anyone visiting a Yorkshire distribution centre in "California Drive" could be forgiven for being sceptical. Especially when one finds out that "California Drive" is in Castleford which is more famous for its Rugby League team than golden beaches and surfing.

Yet California Drive is one of Wakefield Council's great commercial success stories. It services a trading estate which has more square feet given over to warehousing and distribution for big brand names than anywhere else in Northern England. The key to this success lies in its proximity to the M62 which is literally yards away and these communications will continue to improve if the intention to build a channel tunnel rail link depot, nearby, goes ahead.

This is the trading estate which was singled out as the site for THORN Lighting's 150,000 ft², Northern Distribution Centre led by Peter Duggan, and the North Eastern Regional Sales Office led by Malcolm Leek which began operating in September 1988. The two services interact at order processing and progressing level but



Home Trade Sales Office — Romford

Hard work

Central to this improvement in customer service has been the hard work put in by the distribution team headed up by Les Tickton. Les, who until coming to Romford had been co-ordinating distribution for Lonhro in Malawi in Central Africa, is quick to praise those responsible. "Both Romford's management and staff, would like to thank all the THORN depots, factories and sales people that have assisted in improving customer service and in particular the Spennymoor operation. We should never forget the Spennymoor people drove for six hours to work at

These are just two more examples of the commitment to service which THORN is determined to prove.

So how does Les Tickton now review the situation and the year ahead?

"Recent moves at the two Centres have had positive effects. We have recovered lost ground and we are now in a position to convince customers that in 1990 we are delivering the goods. By the end of 1990 I would like to see THORN with the best service in the lighting industry. Already three top wholesale customers have voted us as such and its everyone's responsibility to ensure we build on this".

A day in the life of an order at Castleford NDC

The nerve centre of Castleford is LEX — a computer which is linked to the Leicester mainframe system but which stands alone and is programmed specifically for the distribution centre.

Operating 365 days a year, LEX stores all NDC information:

- * Stock quantities
- * Locations of goods (one product

may have several random locations which can change from week to week. 1300 different positions exist at Castleford).

- * Scheduled delivery routes . . .
- and more

All the forklift trucks which put goods away and pick customer requirements from the locations are linked to this system. LEX is also unique because it controls incoming goods as well as those going out.

Customer orders are taken by telephone or post or fax in the sales office. These orders are then input to the Stock Recording and Order

Processing (SROP) system at Leicester. If the delivery is required within five days and there is stock at NDC, SROP interfaces with LEX and passes the order into the NDC system, the order remains on the SROP system as a forward or back order, waiting to be called off. Orders received on LEX are prioritised according to "Routes". All regions served by NDC have an agreed scheduled delivery date which has enabled routes to be plotted.

LEX generates the "picking" operation. All the orders are broken down into product lines and the

narrow aisle trucks move up and down the racks to each location, guided by LEX. Goods are not picked by customer order but according to the quickest and most logical way of reaching each location. All products are placed in a basket and when each of these is filled, they are transferred to a marshalling area at the front of the warehouse. The goods are now sorted into customer orders and loaded onto the lorries, again in route order. When shipping is complete, LEX "informs" the Leicester system and invoice/receipt data is processed.



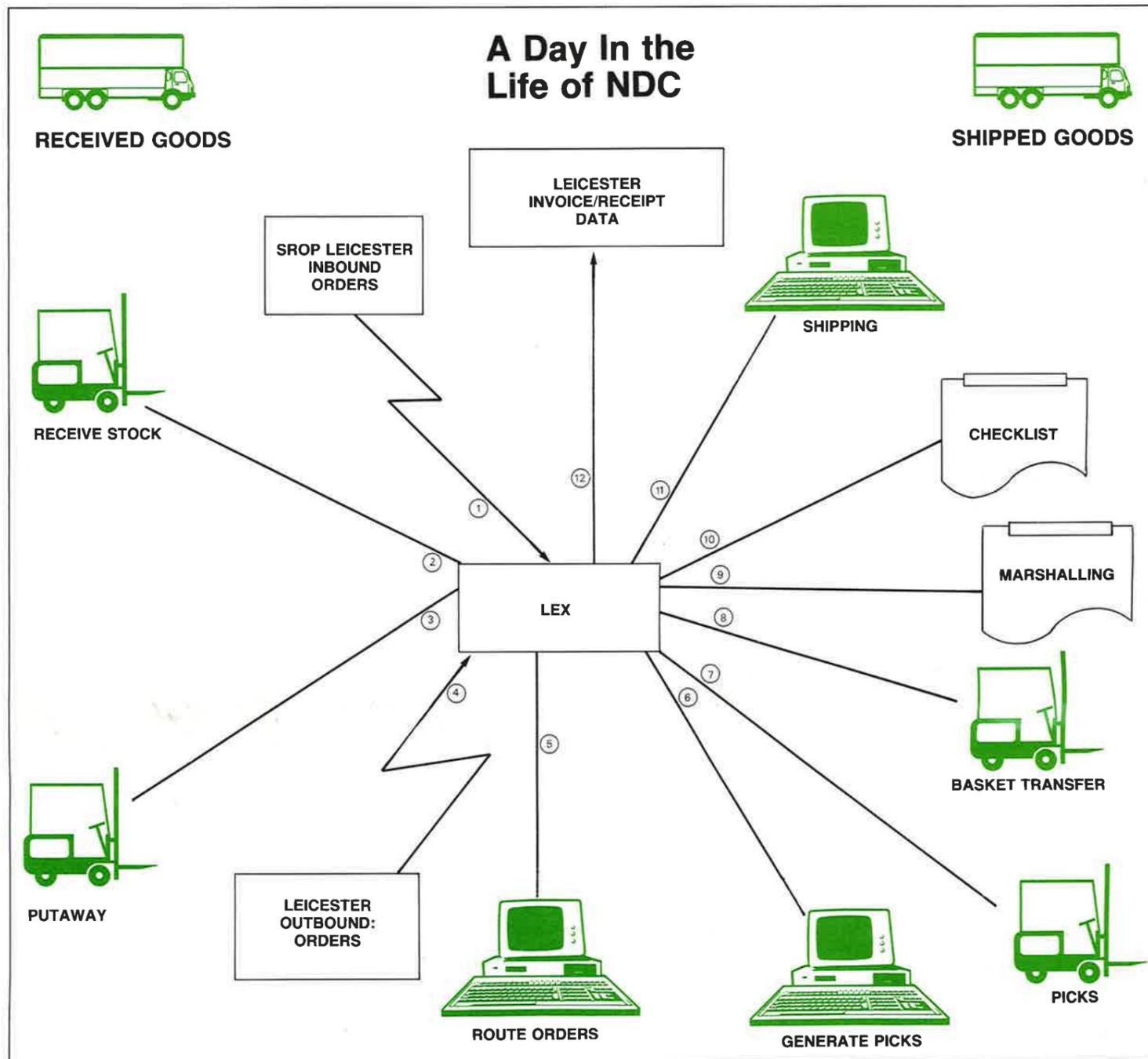
Castleford Office soon after it opened

Early days in the warehouse at Castleford

are nonetheless separate in many other ways as their very different functions demand.

Castleford is environmentally, a "nice" place to work inside and out — (if one ignores the Sewage farm which can bring a different dimension to the term "green field site" if the wind is in the wrong direction); and it is packed full of new technology and new ideas.

But how does Castleford NDC work? Our way of finding out is to follow on order through the system . . . ■



Castleford from outside



Leek Speaks!

North East Regional Manager, Malcolm Leek, went through a rough time when the distribution changeover was made to NDC. Malcolm, never one to mince his words explains:

"Things were by no means perfect for about two months.

"Communications between the sales office and the distribution centre hit rock bottom, and there were major systems problems in the interface between SROP and LEX.

"Now, though, that is all behind us and things are much better. The whole operation and liaison system has settled down and, while there is room for improvements, there always is! I honestly believe, though, that the real benefits of moving to this new distribution system are now being achieved."



Malcolm Leek, North East Regional Manager, based at Castleford

Waving the Quality Standard flag

Douglas Stevenson, Managing Director, UK, and Robert D'Sa, General Manager, halogen and discharge, unfurl the BS5750 flag at the Melton Road site in Leicester where the company manufactures discharge and halogen lamps. The quality standard has recently been

awarded to Leicester for its complete 150W Arcsteam lamp production (including the latest 4000K version) but has also achieved BS5750 Part II for all sodium discharge lamp production, Stellox production, and many others.



Overseas contract awarded



Recently improved diplomatic links with Iran enabled THORN to participate in the annual International Trade Fair in Tehran this year. The exhibition has become an important event, being

the only one to be supported consistently each year by many foreign companies.

During the exhibition, the final go ahead was given for THORN to supply products for a major power

station — with an order value of over £700,000. Malcolm Sargent (left), Export Sales Manager and Tim Clark, Senior sales Engineer both from Romford attended the Exhibition.

Canada

THORN Lighting's North American company has been closed. The decision arises from continuing losses over recent years due to the difficulty of supplying a broad enough fittings product range compatible with the North American technical standards.

It is anticipated that current negotiations with a Canadian fixture manufacturer will lead to their appointment as THORN Lighting Agents for Canada.

25 Years on: A Booming Business

Gluhlampenfabrik Jahn based in Nordhorn, Germany has increased its turnover during the past few years by about eight per cent per annum. As the company celebrates its 25th anniversary, it has set its sights on expanding into a new 7,500 m² building, acquired earlier in 1989 for DM 1m.

Jahn, founded in 1965 by Ludwig Jahn, made a name for itself with the manufacture of car lamps. Car lamps today represent two thirds of the company's total production, the rest is taken up with indicator and miniature lamps, studio, theatre and disco lamps, and supply of other light sources for the luminaire industry.

Today Jahn is the third largest supplier of car lamps in Germany next to Osram and Philips and Jahn

including USA and Japan, with 90 per cent of turnover coming from the EC.

According to Dirk Weniger, managing director, a very high quality standard is necessary in order to do business with Jahn's customers particularly those in the car industries. Consequently, quality is of the highest priority at Jahn and a comprehensive checking system serves to ensure that the customers' highest expectations are always met.

Customer service is also paramount and the move to new premises, to enable a more effective and efficient operation and to increase the number of production lines is seen to be a crucial step — for now, and the next 25 years.

THORN's Expert Chairman of CIBSE Lighting Division

Lou Bedocs, FCIBSE, C.Eng Lighting Division, Chairman of the CIBSE (Chartered Institution of Building Services Engineers) chose 'Lighting in the Electronic Age' as the title of his talk on October 16 to open the 1990/91 CIBSE programme. Lou Bedocs who joined THORN in 1957 now has technical responsibility for the lighting development laboratory at Enfield and publishes around the world. In his speech he stressed the growing importance of electronics in the control of lamps. Lou's next stop is Italy to give a paper on the benefits of uplights.



A Summary of what the THORN EMI Pension Fund provides:

- Protection for your dependants should you die while contributing to the Fund
- Protection for you should you become too sick or disabled to earn your living
- A pension in retirement with built-in increases and protection for your wife or husband
- Full transferability

All these benefits cost just 5% of Contribution Pay — which because you pay lower National Insurance contributions and receive tax relief — on average the net cost as a percentage of Pay is less than 2%.

Contact: Network 7-2750 for further information.

Names in the News

Head Office: Cost Reduction measures in Head Office led to the departure of BEV HESLOP, Director of Planning & Business Development, *Dr Andrew Kilner*, Business Planner, *Collette Braham* and *Ros Cahill*, planning, the Pan-Europe manufacturing team including *Nick Morgan*, *Alve Hill*, *Dr Paul Martin* of the Technology Directorate, *Ray Turner* from Personnel, and *Eric Greatbanks*, Chief Internal Auditor. Twenty-five staff, about a third of Head Office numbers will have left by the end of the month. *Paul Keene* is now Central Services Financial Executive following *Mike Bonshor's* transfer to Discharge/Halogen Division as Chief Accountant.

Australasia:

Ian Farquhar left at the end of October for an external opportunity.

UK Fittings:

Clive Wheeler has left his position as Manufacturing Director for an outside appointment, *John Metcalfe*, for Spennymoor, and *Stephen Willetts*, for Hereford, report to Andrew Osmond pending an appointment. *Mike Wright*, Materials Manager, and *Jeff Packer*, Quality Manager (from 1st November), have been appointed in Fittings Manufacturing, based at Spennymoor. *Eddie Minshull* leaves his position as Director of Marketing at the end of October for an outside position. *Jan Kaczmarek*, Business Administration Manager has left as a result of the need for cost reduction.

UK Light Sources:

Keith Bailey has been appointed General Manager, Fluorescent Operations, following the departure of JAMES MOORE. *Ken Wolfe* has

left his Manufacturing Systems role in Discharge/Halogen Division for an external opportunity.

Northrn Europe:

The appointment of *Jan Lauritzon* as Managing Director, Sweden, has been announced. He takes up his appointment in November, based at Landskrona. *Gunther Bannholzer* has been appointed Sales Manager, Austria. *Ulrich M Hehlke* is now Financial Controller, THORN Licht in Germany, replacing Horst Stille, who has left.

Southern Europe:

Pier Carli has announced his intention to retire with effect from 31st December 1990. *Mark Gosling* has taken up the position of Quality Manager in Belleville. Mark has been in charge of Filament production at the Merthyr Tydfil factory in Wales.

Manchester on the move

THORN's North West regional sales office has moved from its rundown premises in Claytonbrook Road to a purpose built, computer linked sales office and showroom in Didsbury, south of Manchester on the border of rural Cheshire.

The new office will operate from a 10,000 sq ft green-glass pavilion-style building, situated on an 18 acre, high quality landscaped development called "Towers 2000". Centrepiece of this new development is "The Towers", a mansion built in 1865, where the historic decision to build the Manchester Ship Canal was taken.

This latest investment following the recent relocation of the Midlands Office, demonstrates THORN's commitment to better customer service. Whilst many competitors are fast closing and centralising their offices, THORN continues to provide a full regional service. The large showroom at Didsbury features a comprehensive selection of products and has a facility to construct a demonstration ceiling for clients.

The move comes at a time when demand for specialised lighting schemes in the north west is running high.

The address, telephone and telex for the new premises are: *THORN Lighting, THORN House, The Towers, Wilmslow Road, Didsbury, Manchester M20 8SE. Telephone: 061 445 9988 Fax: 061 445 8191.*



Match of the day

Rachel Godwin married Martin McCreith at the beginning of October, in a ceremony held at the parish Church in Eckington, Worcestershire. Over 100 guests attended a reception and evening

party at Tewkesbury Hall, nearby. The couple honeymooned in the Far East, including Singapore and Pangkov Island, Malaysia.

Rachel, based at Enfield is well known throughout the company

and by customers in her role as Conferences and Sales Promotion Manager, and as Editor of "Contractor News" — a magazine for Electrical Contractors.



THORN throw even more light on the subject

The opportunity to speak to American customers involved in specifying European projects such as Canary Wharf in London, arose

when THORN exhibited at the "Lighting World" Exhibition in Chicago seen here, where THORN demonstrated its international

product portfolio and ability to provide the Total Lighting Solution.

Now here's a fishy tale!

Jeff Saunders of Northstar, THORN's agent in the United States, is so proud to be associated with the lamp which has floodlit Shea Stadium and Miami Dolphins, that his car is registered after it. "Mr CSI 1" was pictured in Chicago by Iain Maclean, Major Project Manager during the Lighting World Exhibition.



Obituary

Colleagues at TELC, Mitcham and at other locations were saddened to hear of the death of Pat Savage, following a three year struggle against cancer.

Pat, a founder member of Headline, continued to work until a month before her death and will be remembered by all who knew her for her sparkling personality despite her illness, her kind heartedness and conscientiousness.

Pat left two sons in their early twenties.



FUN RUN HELPS RAFA

THORN RECENTLY SPONSORED A LOCAL FUN RUN IN Enfield organised on behalf of the Royal Air Force Association. Entry fees raised over £300 and more is anticipated from sponsorships.

The run took place on a sunny day at the end of September and was well supported by nearly 250 joggers, walkers and stagers!

Two hundred and three people finished the 5km race, each of whom were presented with a T-shirt bearing the THORN logo.

The overall winner was a local man who completed the course in 16 minutes. But THORN's own Dave Powter, design engineer in the special fittings department came 3rd, in a splendid time of 18 minutes 51 seconds. Andy Vince, line manager, fluorescent, came 14th in 19 minutes 30, and several other fit THORN people also took part: Sid Cooke, Enfield's head of security, who completed the course in 28 minutes and was placed 115th; Jenny Bywater who was placed 96th and finally Maria Trezzi, Graham Pearce and Kevin Stubbs of Major Projects who also raised over £100 for cancer research.



St-Laurent in a new light

The Towers of Saint-Laurent are one of the most familiar landmarks of Saint-Céré in France. By day the historic fortress is an impressive landmark, but at night the battlements and towers were completely lost. But a dynamic new lighting solution proposed by THORN Europhane, has changed all that now. Fifty six 500W PAR 56 projectors now illuminate the building and, to create contrast, a selection of high pressure sodium floodlights are used on the fortified ramparts and rocky outcrops.



Dumping policies halted

The European Commission has slapped anti-dumping duties of up to 85.4% on Japanese lamps that threatened to kill off European production for the booming outdoor floodlighting market.

The action was taken in response to official complaints from major European lamp makers — including THORN Lighting.

Annual sales of cheap Japanese linear tungsten halogen lamps increased from 1.8 million units in 1985 to 13.5 million at the start of the investigation a year ago. Their market share in the EC rose from 33% to more than 60% as community demand for the lamps quadrupled over the year.

"The huge volumes exported at dumped prices allowed the Japanese exporters to obtain, in a short time, a leading position in the halogen lamp market" said the Commission. "This position could be used to penetrate other segments of the lighting industry."

Underpriced Japanese lamps have naturally caused our business, at THORN, to suffer. The decision by the Commission to apply provisional duties, the highest ever applied, is therefore very welcome and gives us an excellent opportunity to regain our unfairly lost market share. However, we must now start the hard work of reminding our customers of the merits of THORN's excellent linear tungsten halogen lamps with their fine backbone construction and that buying European saves European jobs.

THORN tee off around the world

The third annual World Team Golf Competition was played for in the respective countries during the first two weekends of September.

For the first time the trophy will be leaving England as this year's winning team comes from THORN Jarnkonst in Sweden. The winning score was an exceptional 146 points.

The runner-up team was from Leicester site with 132 points and 3rd place has gone to the trophy holders at Enfield following their 131 point score.

The Swedish team consisted of three single figure handicaps a 6, 7 and 9, plus a 12 handicap. Each of the players managed to play to their handicap or better which is very difficult in a team of four. Our congratulations go to the winners and our commiserations to the other teams who took part, especially Manchester whose team all had to play off a maximum handicap of 24.



The full results are as follows:

1	THORN Jarnkonst AB Sweden	146 Points
2	TLL Leicester	132 Points
3	FLW Enfield	131 Points
4	New Zealand North Island	131 Points
5	ALI Lighting HO Australia	126 Points
6	TLL Manchester	106 Points

The New Zealand South Island team had to abandon their match owing to a violent thunderstorm.

Three of the four members of the Swedish golfing team who have won this year's annual International Golf Competition. From left, Magnus Rogemark, Jonas Fristedt, Lennart Wentzel. The fourth player Jörgen Weiss was not available for this photograph.

Walking for pounds

THE HOME FARM TRUST WAY



Eight walkers from THORN Lighting battled with the elements to take part in this year's annual sponsored walk organised by THORN EMI for the Home Farm Development Trust.

The walk was across the normally picturesque Ridgeway in Oxfordshire but appalling weather conditions on the day managed to obscure much of the scenery. Between them the eight hope to have raised more than £250 after walking a gruelling ten miles.

The Home Farm Trust provides residential homes — for life — for mentally handicapped people. It's

aim is to provide the special care and support needed to enable its residents to lead full and active lives. The charity currently has 13 homes with 400 residents but with a waiting list of over 2000 it needs as much help as it can get.

THORN EMI supported this year's walk by providing publicity, literature and clothing. Colin Southgate also donated £1 for each walker who took part.

This year, over 530 people took part in the event and the charity hopes to have raised more than £20,000.

If you would like to make a donation to this very worthwhile charity please send a cheque or postal order to The Home Farm Trust, 74 Masbro Road, London W14 0LT.



Mike Black, Nigel Finessey and Hugh King, all from Borehamwood, who took part in the Home Farm Trust walk. Other walkers from the Lighting division were Kevin Stubbs of Enfield and Tim Sugar, Romford. Nigel's parents and family friend also battled with the weather to complete the course as did Kevin Stubbs fiancé.

THORN NEWS

THORN News is the staff newspaper for all lighting employees. It is produced by the Public Affairs Department, Borehamwood, but the contents do not necessarily reflect official Company views. Editor: Helen McCorry (Borehamwood x 2040); Deputy Editor: Hugh King (Borehamwood x 2731). Correspondents: Enfield, Barry Hooper, Peter Everett, Claude Molesely, Jean Grant, Jackie

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