

THORN NEWS



Lamp alliance forged

THORN EMI and the General Electric Company of the United States (GE) announced on the 14 November the signing of an agreement under which the two companies will form a new UK lamp company. GE will also buy THORN Lighting's principal European light source interests. The total consideration is estimated to be £69m payable over a three-year period.

GE will have a 51% interest and take management control of the new company, GE-THORN Lamps Ltd. The two organisations will collaborate on lamp marketing and distribution and, after three years, THORN EMI's minority interest will transfer to GE.

Under the agreement, which is subject to certain conditions, including approval by regulatory authorities, GE will acquire the THORN Lighting lamp manufacturing facilities at Enfield (North London) and Leicester, the THORN EMI Lamps and Components operation at Mitcham (Surrey), and Omega Lighting at New Malden (Surrey). These will form the new company which will 'go to market' via THORN's distribution system. GE will also acquire THORN's 100% interest in Glühlampenfabrik Jahn in Germany as well as THORN's 51% investment in SIVI Illuminazione in Italy.

THORN's incandescent lamp facilities at Merthyr (Mid-Glamorgan), Preston (Lancs) and Rodney (near Wimbledon), which THORN Lighting had been restructuring, will be retained by THORN. THORN Lighting will continue to own the facilities and have responsibility for employees at these plants. GE-THORN Lamps will provide management assistance at these facilities and source lamps from THORN Lighting for up to four years.

GE-THORN Lamps will be responsible for marketing the products from all these UK facilities. It will be licensed to use the THORN brand on lamps and will own the rights to other THORN EMI-owned trademarks - such as the successful Mazda brand - relating to lamps. Marketing in Europe will be carried out through GE's existing organisation.

THORN Lighting will retain its international business in light fittings, which will be further strengthened by its association with GE's global light source operation.

Commenting on the announcement, Colin Southgate, Chairman and Chief Executive of THORN EMI said: "I'm delighted with the new partnership between THORN Lighting and GE Lighting. GE is a world leader in light sources, while our strengths are in fittings. The key benefit is that these lamp operations will become part of one of the world's largest light source organisations, leaving THORN Lighting free to focus on the international opportunities for its profitable fittings activities. We look forward to the product development and marketing opportunities this new relationship will create and the benefits it will bring to our fittings business."

GE Senior Vice President and Group Executive John D Opie said: "We're extremely pleased with GE's new association with THORN Lighting, a well respected business with excellent quality and brand image in Europe. We view this as a teaming of two businesses that are highly regarded in their fields. Customers will benefit from the combined strengths and complementary products that these companies will together produce and market competitively."

Contract details, are expected to be finalised between THORN Lighting and GE by 31 December 1990. Organisational structures and administrative details will thus be determined and communicated within the coming weeks. Employees who require additional clarification should contact their manager or personnel department.

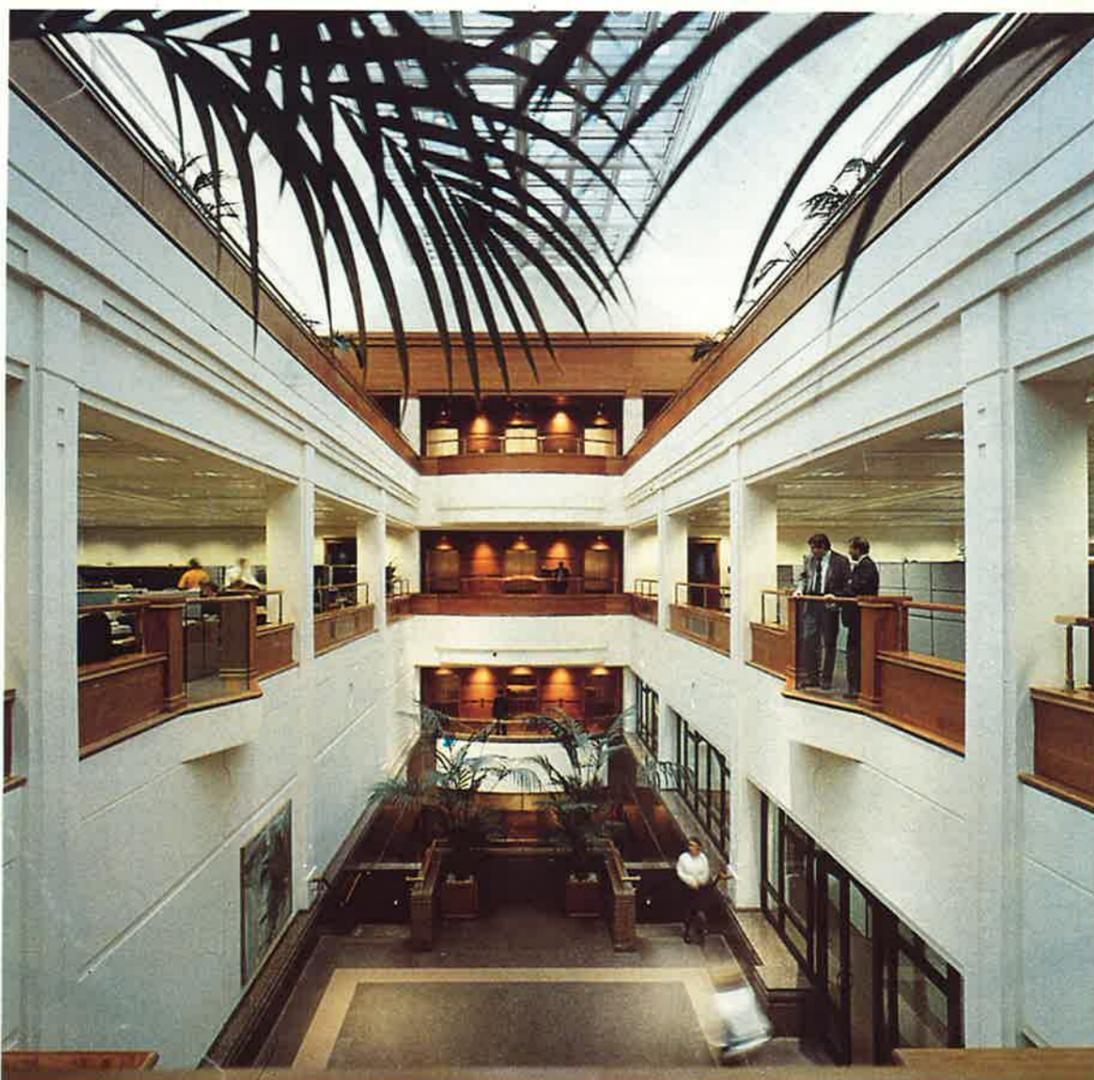
Clearly the major task ahead is to form GE-THORN Lamps with the minimum of disruption to employees, customers and suppliers whilst maintaining market share at a time when THORN's competitors will be seeking every opportunity to increase their business at our expense. Who is GE? For some answers turn to back page.

Performance softens

THORN EMI announced its financial results for the first half of 1990-91 in November.

In the six months to 30 September 1990 profit before taxation was £96.2m (compared with £108.1m in the same period last year), on a turnover of £1,835.7m (£1,698.4m). The lighting division contributed a turnover of £254.3m (£252.4m) but a loss of £1.2m compared with a £10.9m profit in the same period last year.

Referring to these results Colin Southgate, Chairman and Chief Executive said "The light fittings business (two thirds of the turnover) remains consistently profitable. As I have said previously lighting's performance has mainly suffered from the cost structure and the UK market dependence of its lamp making operations. The results for the first half reflected the ability of our major businesses to ride out the difficult economic conditions prevailing in many of our markets worldwide."



The winning team design for the future

Once again THORN's UK operation triumphed in the annual National Lighting Awards, winning two out of the three prizes awarded this year for innovative and creative lighting schemes.

Winner in the Commercial Section was the stunning headquarters for the Cheltenham and Gloucester Building Society. Lighting was designed by Tom Fairhurst of Cardiff and Brian Townsend, Enfield, using special fluorescent fittings in the offices, downlights with Arcstream lamps in the atrium and tiny Lightstream lamps recessed into the granite stairways. Since the competition began four years ago, THORN have won a grand total of 9 prizes out of 14 awarded. We look forward to continuing to dominate the scheme for many years to come.

Pride of place in the Commercial Section of the National Lighting Awards went to THORN's design of the headquarters of the Cheltenham and Gloucester Building Society.

INSIDE

- 2** Local news
- 3** Christmas corner
- 4** Introducing GE

Lamplighter



A dinner dance raised an amazing £2,900. for Leicester's 1990 adopted charity, the 'Link-Up' Patient Support Group. Bhiku Kanani (left), of the sealed beam department, who organised the event, presented the cheque to Roger Smith, Chairman of 'Link-Up' who expressed his gratitude to all those who had contributed their time and money to this worthwhile charity. Michael English acted as doorman for the event.



A briefcase and pen were presented by Stuart Wale on behalf of colleagues in the Discharge Division, to Rob Fergusson, Production Manager, when he recently left the Company.

Well done to Jan Hunter, of the accounts department, who gave birth to Stephen Thomas Roman, who weighed in at 6lb 7oz on September 29.



Dressing up as Mickey and Minnie Mouse were Gary Marvelley of the plant department and Joan Wicks from coiling. They raised more than £380. across the site for the BBC Children in Need Appeal.



THIRTY-SIX years' service came to an end on November 30 when Ken Martin of Quality Assurance Department, left through redundancy. Pictured with Pete Molesdale, Ken (right) was presented with a slide projector and wine by his workmates.



It was a sad day for THORN Lighting when Ken Wolfe, manager of MSE, left the company. Ken had worked within various areas of the Leicester and Enfield sites for 38 years. His knowledge, experience and personality will be greatly missed. As a token of their appreciation, friends and colleagues at both Leicester and Enfield contributed towards a zoom lens, a sky filter and rolls of photographic film which was presented by Stuart Wale (right) to Ken on behalf of the two sites.

Mae Martin, of the stop and tail department (left) and Jeff Hingginbottom, of the electricians (right) were joint winners in the recent competition to find a name for Leicester's latest SON Lamp. Both Mae and Jeff picked the excellent name, SON Classic, but as there could only be one winner it was drawn from a hat and Mae won a meal for two at the Beefeater. Jeff didn't lose though, and was presented with a bottle of wine by Stuart Wale



(centre). The competition had been organised by the marketing department.



Albert Blake, Cleaning Supervisor is pictured with his colleagues when he left the company after 29 years service. Albert is planning to return to Jamaica next year and the £154 collected for him will be used to buy tools when he gets there.

Nina Bachoo and Suri Patel, of the coiling department, with Supervisor Roy White at the presentation made by friends and colleagues of a set of saucepans, glasses and toaster just before their wedding on October 27.



A cordless telephone was presented to John Buxton (right) quality assurance manager, by Stuart Wale on behalf of his many friends and colleagues when he left the company after 23 years service. John had worked successfully on introducing BS5750 into the factory and his experience and knowledge will be missed by many.

Another chance to Win a Stereo Radio TV/Cassette Player!



Lots of you entered the Spot the Difference competition to win a Super Stereo Radio TV/Cassette Player. Entries don't need to be in until January 31 1991. So if you haven't yet had a go, here's a second chance to enter. Entries to The Editor at Borehamwood. No double entries, please!

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

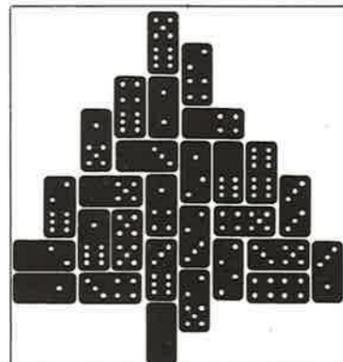
Section

(Only one entry per person please)

Carol Rowan (left) was presented with a carriage clock from her many friends and colleagues when she took early retirement on the grounds of ill health. Carol had worked for the company for 15 years. Pete Breward, production supervisor on studio halogen made the presentation.



An amazing alternative Christmas tree quiz



Start at the bottom, and move vertically or horizontally from domino to domino in our Christmas tree arrangement, calculating your score in spots as you go.... if the number of spots on the domino you're standing on is odd, add them to your total. If it's an even number of spots, then you must subtract them from the total. How many can you score without using any domino more than once?

Answers to The Editor, at Borehamwood, please by January 31 1991. First correct answer to be drawn wins £10.

Christmas corner

Seasonal Greetings to all our readers throughout the world. Here's a Jumbo Crossword, Seasonal spot-the-difference competition and a puzzle to keep you all occupied while you're digesting your turkey, pudding or other traditional goodies over the break. Please send solutions to the Editor, at Borehamwood, by January 31 1991. £10. to the first correct entry drawn for each puzzle. (Don't forget to add your name and location to your entries).

Festive Crossword

ACROSS

- 1 & 95 Time for merriment, according to carol. (3,3,6,2,2,5)
 7 Main part of festive season. (9,3)
 14 Joyful. (7)
 15 Riotous merrymaking. (6)
 17 Large Dish. (6)
 18 Appertaining to a divine messenger. (7)
 20 Eddy in a spin! (5)
 21 To be in great plenty. (6)
 23 Perfume for tracking? (5)
 25 Where to find New Year bargains? (5)
 27 Inn's attendant for horses. (6)
 28 Aladdin's spiritual assistant. (5)
 29 Remainder of felled plant? (4,5)
 30 Dapple-grey; old French coin. (5)
 31 Male ruler. (4)
 32 Gale, twisted, is equal. (4)
 33 Contests for recreation. (5)
 35 Home on cultivated land. (9)
 37 Lyric poetry about pasture grass? (5)
 39 The first ----- (carol). (6)
 41 Composition for nine drummers drumming? (5)
 42 Moist. (5)
 43 Butter nut tree. (6)
 45 Surname of a leading English snooker player. (5)
 47 Christian festival. (6)
 49 Shuffling dance for which horse changes pace? (7)
 50 Hold spellbound. (7)
 52 Damp firework for giddy girl? (6)
 53 Effervescent low-alcoholic drink. (5)
 54 Brazilwood. (5)
 55 Wheelless structure for conveying goods. (4)
 57 Conical body held in suspense over the palate. (5)
 59 Birds sent a-swimming on the seventh day of Christmas. (5)
 61 Heavenly body. (4)
 62 Shallow dish for salad etc. (4-5)
 63 Bargain cuts found in 25 Across? (5)
 64 Large beer - measuring 36 inches! (4-2-3)
 66 Applied pressure for a profound effect. (9)
 68 Cheerful. (5)
 70 Rosaniline colour - just right for Santa's outfit! (9)
 73 Care about a land measure. (4)
 74 Upset lager over a portable organ with royal connection. (5)
 75 Consumed. (5)
 76 Faithful; constant. (4)
 77 Fruit. (5)
 79 The World. (5)
 81 Coloured slightly. (6)
 82 Affectionate salutation performed under 103 Across? (7)
 84 Applauded - as a fan, perhaps. (7)
 85 Invest with clothes. (6)
 86 Vagabonds' slang. (5)
 87 Guarded against discovery. (6)
 89 Embellish. (5)
 91 Divine within the self. (5)
 93 Official watcher of morals. (6)
 94 Sudden inroads. (5)
 95 See 1 Across.
 96 Pertaining to lower part of the ear. (5)
 97 Pleasurable journey - on horseback, perhaps. (4)
 99 Direction from which the wise men came. (4)
 101 Prickly evergreen. (5)
 103 Favourite Christmas shrub grown on fruit trees. (9)
 105 Distant; withdrawn. (5)
 107 Headgear worn with tails. (3-3)
 108 Small drum. (5)
 109 "Starry" aromatic plant. (5)
 110 Game of words with rhymes. (5)

- 112 Precious stone. (5)
 115 Reserved by special request. (2,5)
 116 Small sailing ship coloured light red? (6)
 117 Judicial decision. (6)
 118 Glad news of seasonal sea levels? (7)
 119 Favourite new year song since long ago. (4,4,4)
 120 Joyful greeting reserved for January 1st. (5,3,4)

DOWN

- 1 Portuguese or Italian coin bearing a king's head. (7)
 2 Snow sport and recreation. (6)
 3 Loosened earth with a little laugh! (4)
 4 "Dapper" Prussian tree. (6)
 5 Period leading up to Christmas. (6)
 6 "Wise" predaceous birds. (4)
 8 Loot; pull violently. (4)
 9 Headwear for snowman on mountain top? (3-3)
 10 Glittering decorative garland. (6)
 11 ---- in a Manger (carol). (4)
 12 Abstract of literature. (6)
 13 Festive fuel, perhaps. (4-3)
 14 Sweet-smelling resin brought in by wise man. (12)
 16 Sugary confection. (9)
 17 Italian restaurant. (9)
 19 Festive performers. (5-7)
 22 Laced - backwards! A transfer. (5)
 23 Rinse out warning device for a mermaid. (5)
 24 Free entertainment. (5)
 25 Shatter for a hit. (5)
 26 Pasted with a measure of weak glue. (5)
 27 Peculiar gold or silver lace for Iris? (5)
 33 Trick used in card game? (5)
 34 Unnaturally deep sleep. (5)
 35 Mirthful. (7)
 36 Agreeable sound. (7)
 37 King with a golden touch. (5)
 38 Virginian quail. (5)
 40 Desires often expressed with best sentiment! (6)
 44 Keen; shrewd. (6)
 45 Toys in human form. (5)
 46 Downpours with frozen vapour. (5)
 48 Learned lines - for a pantomime, perhaps. (9)
 49 Pack bag - as Santa does? (4,1,4)
 51 Sleepy place - in which the children should be when Santa calls? (4,2,3)
 52 Flourish of trumpets. (9)
 56 Twist dimes for Shakespearian tenth. (5)
 57 Speak, extremely. (5)
 58 Celestial spirit. (5)
 59 Use frugally; left over. (5)
 60 Elegant shop. (5)
 61 Incline towards a transitory breeze. (5)
 65 Fantastic cave - where Christmas presents may be kept? (6,6)
 66 Pacific. (6)
 67 Final, sweet course. (7)
 68 Delicious food. (5)
 69 Light, fast-sailing vessel. (5)
 70 Number relating to this clue! (7)
 71 Lowest decks. (6)
 72 Solemn, enjoyable, festive ceremonies, for instance. (12)
 77 ----- Pan. J. M. Barrie's character. (5)
 78 Female deer. (5)
 79 Reward of merit. (5)
 80 Go in. (5)
 83 Centrepiece of Christmas decorations? (5,4)
 84 Adorned with a small crown. (9)
 88 Fortune-telling card. (5)
 89 Grown-up. (5)
 90 Words of polite refusal for a gentleman! (2,3)
 91 Scottish town. (5)
 92 Illustrious; of high birth. (5)
 93 Cream cheese, rolled in oatmeal. (5)
 98 Document conveying honour. (7)
 100 Distributor of alms. (7)
 101 Surname of composer of the Messiah. (6)
 102 Shrub of the holly genus. (6)
 103 Cards surrounding a picture. (6)
 104 Cover - as parcels or presents. (6)
 105 Behind. (6)
 106 Freezing store, in short. (6)
 111 Seed covering. (4)
 112 Mohammedan spirit. (4)
 113 Bulgarian coins. (4)
 114 Boil slowly. (4)

Names in the news

Australasia

It is noted with great pleasure that ERIC WHALL has been persuaded to return to us as Managing Director THORN Lighting (New Zealand). Welcome back Eric.

UK Fittings

TERRY SMITH has been appointed Director of Manufacturing based at Sennymoor, his responsibilities encompassing Spennymoor, Hereford and Wednesbury (Birmingham) locations, reporting to Andrew Osmond. Last edition, Mike Wright was mentioned as joining Spennymoor as Materials Manager. He is in fact Supplier Development Manager. GEOFF SCOURFIELD, Personnel Manager at Hereford, is leaving for an outside appointment, as is PETER DUGGAN, Operations Manager, Northern Distribution Centre.

Eastern Europe

First orders have been received in Vienna for delivery of products to Hungary and Budapest. Turnover in what was East Germany is growing. The wall is truly down for THORN.

France

THORN Europhane is supplying 2000 highbays and 500 fluorescent fittings for VSINOR's factory in Dunkerque.

HQ Borehamwood

HILARY REID, business planner, goes on maternity leave at the beginning of December, with our best wishes.

Southern Europe

LILIANE LUCAS has been appointed personnel manager THORN Europhane, based in Paris, reporting to Anne Beauflis.

News round-up

Canada

THORN has appointed Visioneering Corporation as agent and distributor for Canada. The company has exclusive rights to distribute THORN products in Canada and will be taking over the Toronto and Calgary premises currently occupied by THORN Lighting.

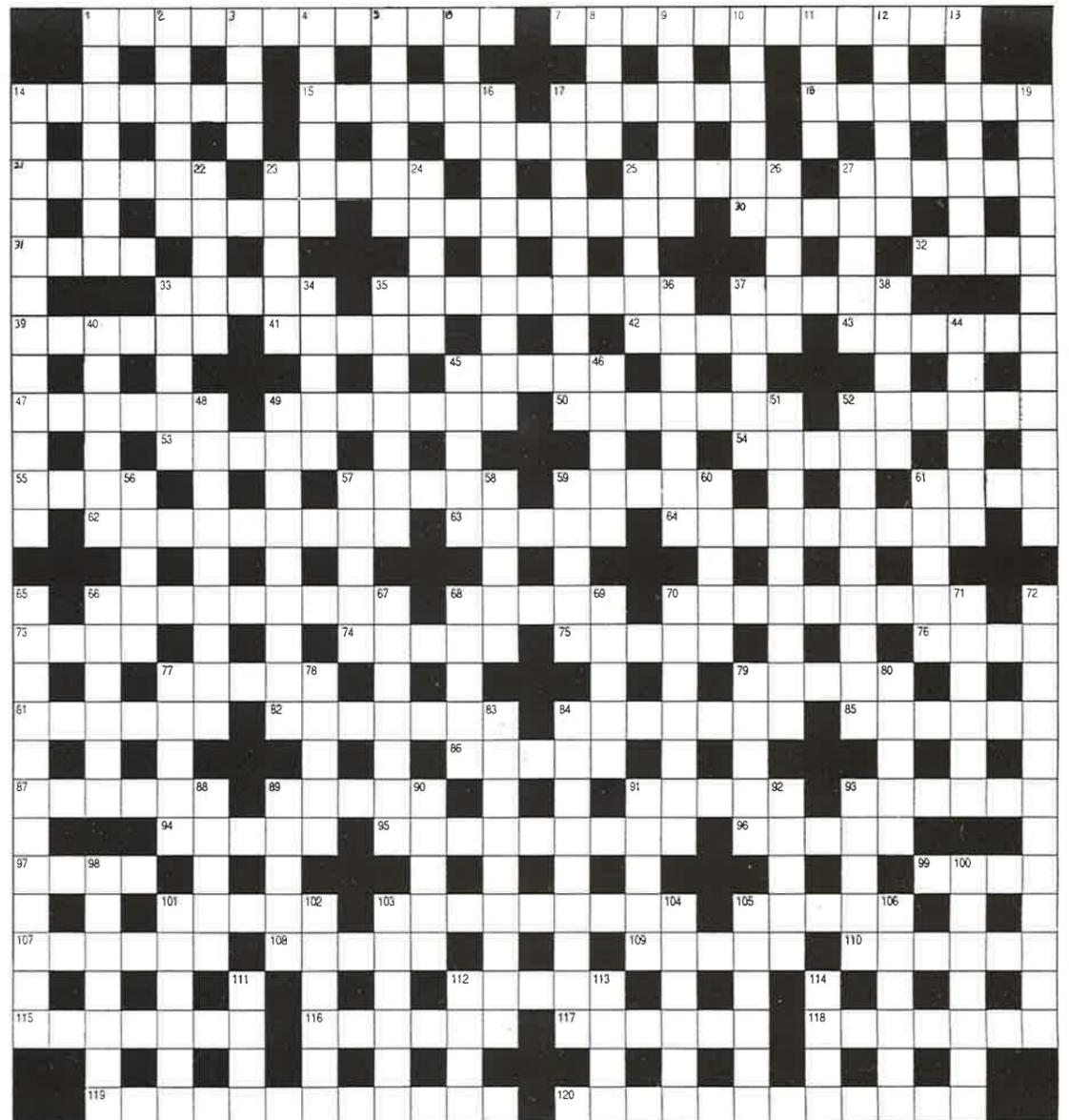


The 10W 2D campaign continues to surge ahead. An Advertising Campaign with Safeways supermarkets (leading UK food retailer) has hit the press in England, following a decision by the store to stock the product. 10W 2D has also appeared with Father Christmas on the the official THORN Christmas card shown here. We wish 2D well in the new year.

Mistletoe mindbender

How many words of three or more letters can you find from the letters spelling MISTLETOE in our Christmas decoration? Every word must include the central letter "T" and no letter may be used more than once in each word.

If you can find 50, that's a good try: 70 is very good, but we have over 90 on our list!





Among the prestigious lighting schemes designed by GE is the floodlighting of one of the most famous statues in the world — The Statue of Liberty.



Who is GE?

GE of the United States is a diversified technology, manufacturing and services company with a commitment to achieve worldwide leadership in each of its thirteen major businesses, one of which is Lighting. The others are aerospace, aircraft engines, NBC broadcasting, electrical distribution, communications, electric motors, financial services, industrial and power systems, locomotives, major appliances, medical systems and plastics. Together they make GE the third largest company in the US in terms of market value. In 1989 it had revenues of about \$55 billion and net earnings of nearly \$4 billion. It employs 292,000 people worldwide.

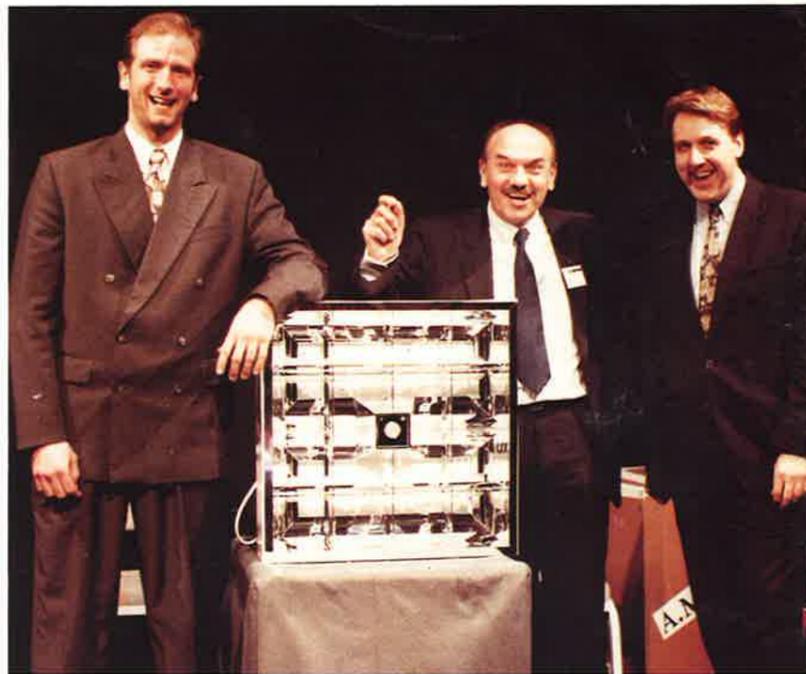
General Electric of the US is not connected with the English company of a similar name.

Who is GE Lighting?

GE Lighting is the foundation on which the GE Company was established. It is the number one North American lighting manufacturer and now the worlds largest lamp maker producing a complete range including incandescent, fluorescent, high intensity discharge, photo, automotive and miniature lamps for both consumer, commercial and industrial markets. GE Lighting employs 35,000 people worldwide including GE Tungsham Lighting and has 55 manufacturing locations including those in the US, Hungary, Germany, Brazil, Canada, Chile, Venezuela, Mexico, Turkey, the Philippines and Korea. Most recently GE Lighting acquired the majority share of Tungsham of Hungary - the largest single investment to date by a western company in Eastern Europe. A GE joint venture also operates with Toshiba of Japan.

The Headquarters of GE Lighting together with its research and development facility is located at Nela Park in East Cleveland, Ohio, USA.

The Sensa revolution



At the end of November, THORN staged 'Lighting in Mind' where a new lighting management fitting - Sensa - and a rating system for measuring the quality of office lighting were launched to nearly 200 customers from the UK and overseas.

Sensa was developed by a Spennymoor and Enfield team headed up by Lou Bedocs pictured here, centre, with a Sensa and the comic actors who helped him make the presentation. Each Sensa fitting contains a photocell and infra-red

presence detector and adjusts its own light output according to the amount of daylight available and whether someone is actually working beneath it! It has been calculated that Sensa can save up to 60% of normal energy consumption. No other manufacturer has an equivalent, yet.

The CSP Index was developed by Bob Bell, Enfield, and a team from the Enfield labs including Jim Henderson and Graham Williams. The new system enables lighting designers to give a value to the quality of their schemes, rather than relying simply on lighting level. CSP is based on the idea that office lighting must satisfy three requirements for office workers - Comfort, Satisfaction and Performance.



The massive Don Valley Stadium, winner of the Leisure Section of the National Lighting Awards. It is believed to have been the largest floodlighting project in Europe and design was by Tony Andreous and John Hugill, Enfield.



ALI steams ahead

THORN ALI has designed and provided all of the interior lighting for the trains on the newly electrified railway system in Perth, Australia.

THORN ALI's involvement in the Australian state transport system began in the 1970's and the Perth contract is just one in a whole series. One of the most prestigious was the development of an award winning lighting solution for the Sydney Monorail project which included the lighting for the stations and terminals, as well as a low glare, vandal resistant and electronic solution for the interior of the trains.

THORN ALI was chosen to provide the entire lighting solution for the Sydney Monorail system.



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

Brooks, Barbara Wheeler, 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; Birmingham, Graham Wortley; Larkhall, Marjery Brown; Castleford, Jeanette Meek; Manchester, Chris Whitelegg.