

LIGHTING EQUIPMENT NEWS

JULY 1990

Energy rating introduced for homes

The National Home Energy Rating, a nationwide standard for measuring the energy efficiency of homes, was launched in June.

The scheme is being managed by the National Energy Foundation, a recently formed independent charity promoting energy awareness and its efficient use. The rating is described as an accurate indicator of the standard fuel running costs of a property on a scale 0-10, with 10 being the most efficient.

There is enormous potential for reducing domestic energy consumption. Around 16 million homes in the UK are believed to have a rating below 4 on the new scale.

Raising all homes in the UK by one point would save £1.8 billion a year and reduce carbon dioxide emission by 4% per annum.

The first rating certificate was presented by the Prime Minister to a householder in Islington, London. The lighting load has been reduced from 2.40kW to 1.04kW following a low energy lighting scheme installed by Thorn Lighting Ltd.

The house had about 40 lighting points using 60W incandescent lamps, mainly reflector lamps in recessed downlights, plus some table and standard lamps. The downlights have been replaced by low voltage fittings, all other 60W points have been replaced by 10W or 16W compact fluorescent 2D fittings.

As a result, this house will be responsible for cutting CO₂ emission by 1.3 tonnes every year.

Training update

CIBSE has published details of a new programme of continuing professional development courses to update building services engineers and other professionals in the building industry.

The programme will begin on 2 October and courses will be held once a week at the Building Services Engineering Centre in Balham, South London.

Topics to be addressed in the autumn series include lighting.

A brochure giving details of each seminar is available from Veron Williams, CIBSE member services department, on 081-675 5211.

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Making light work of it

Overall winner of the second European Lighting Contest is the headquarters of the IVERLEK Company in Louvain, Belgium. The building was also adjudged winner of the commercial and public service class of the award. A total of nearly 50 entries were received in all, in spite of the contest being more tightly defined than in the past as 'lighting at work.'

Winner of the industrial lighting category was Joshua Tetley's Leeds Brewery described in the *LEN* issue of December 1989. In addition the jury decided to award special prizes to two installations which fell outside the main categories as the schemes were considered to be of outstanding quality. These were the main hall of the BP Oil offices at Hemel Hempstead and the air traffic control centre at Heathrow Airport.

The brief for IVERLEK's new head office at Louvain, stressed that building should impress occupants and visitors alike by its interior. The architect, Karel Röttiers, translated this summary design brief by grouping the working floors round a spacious entrance hall, crowned in the centre by a glass vault. Sober, rugged building materials were employed to create impressive volumes of space.

The lighting, supplied and designed by Philips, blends perfectly with the architectural concept. On clear days sunlight

can enter abundantly through the large glass surfaces. On dreary days an equally sunny atmosphere is created by over 90 downlights fitted with white SON lamps. Additional accent lighting is provided by low-voltage halogen spots.

An interesting contrast with these warm light colours is achieved from the glass-covered roof bay. When ample daylight is available, this forms an abundant source of cool natural light, under less favourable weather conditions the same effect is created by indirect lighting from rare-earth metal halide lamps.

Runner up in the commercial and public services category was the National Telecommunications

Company of Italy's Milan office. The space was designed on an open plan, with red forming the only colour accent in an interior otherwise finished in shades of black, white and grey. The reception area is lit by a luminous ceiling throughout and a 1.2 metre strip of luminous ceiling follows the centre line of the office areas with strip lighting provided along the perimeter wall. Third prize was awarded jointly to the SAS head office at Solna, near Stockholm and the Om-Gas office in Forli, Italy.

Both runners up in the industrial category show how renovation of obsolete lighting installations can produce dramatic improvements in lighting quality while reducing energy costs substantially. Second prize in this category was awarded to automotive components manufacturer Valeo Spa of Italy for the refurbishment of the lighting installation at their Santena (Turin) factory and design office. A reduction in installed power of over 60% was achieved here while, at the same time, producing slightly improved lighting levels.

The engineering firm of



Joshua Tetley's new Brewhouse, Leeds, industrial winner.



Entrance hall of the IVERLEK headquarters, Louvain, overall winner.

European lighting installations will take place in 1992 — with a closing date for entries of 29 February. Theme of the contest will be lighting and leisure — encompassing entertainment buildings, restaurants, arts and cultural centre and leisure buildings. Installations must be completed in the period 1990-1991.

QUALITY ALWAYS SHINES THROUGH

ADVANCED LIGHTING CONTROL GEAR

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Thorn wins contract for EXPO '92

Thorn Lighting and Thorn Security have won the DTI's tender to provide an integrated building management package which will enable the British Pavilion at EXPO '92 to think for itself. The system — consisting of lighting, security, fire protection and environmental control — has a value of £600 000

EXPO '92, the world's biggest

trade fair, to be held in Seville, is expected to attract 18 million visitors. The British Pavilion will be a sophisticated glass structure and the building management proposal aims at providing an equally innovative integrated building management system to create a secure, comfortable, controlled and flexible environment which will enhance the quality of design.

NEWS

ILE to confer in York

The annual conference of the Institution of Lighting Engineers will take place from 18-20 September at the University of York. This year the theme will be *Light for the people*.

Topics on the first day will be lantern cleaning, performance monitoring equipment, lighting design for visual amenity and effect, and lighting columns for the 1990s. This will be followed by quality assurance for highway lighting, the video luminance system, compact fluorescent lamps, and lighting of railway premises.

On the second day, subjects will be colour, relighting Birmingham, discharge lamps, a new ballast-dimmer, relighting in Kensington and Chelsea, and photo-electric controls.

The final day will consider high mast lighting, a high speed goniophotometer, retail lighting, and the relationship between traffic accidents and urban lighting.

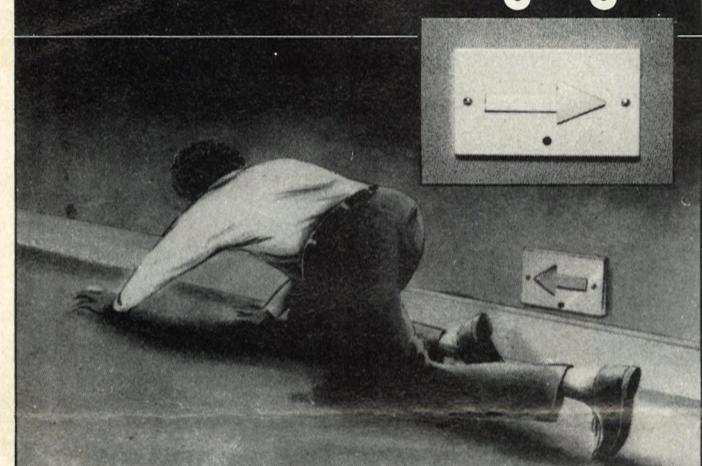
For full details and registration form contact the secretary, Institution of Lighting Engineers, 9 Lawford Road, Rugby, Warwickshire CV21 2DZ (tel: 0788 76492).

Invitation to India

An international conference and exhibition on lighting is being organised in New Delhi in October 1991 and anyone interested in

submitting a paper for the conference should contact Ajit Mirchandani, Indian Society of Lighting Engineers, 35-B Mahal Industrial Estate, Mahakali Road, Andheri (E), Bombay 400 093.

SAFEX - "The Guiding Light"



If there was a fire in your building, how would you find the way out? Conventional emergency lighting systems which rely on the use of overhead fittings have limited effectiveness in heavy smoke conditions. Now, through the use of pioneering electroluminescent technology, GT Lighting have developed Safex, designed to operate at a lower level.

Fitted at skirting board height, Safex overcomes the problems of dense smoke coverage. Safex is triggered by either failure of the mains voltage or activation of the fire alarm system. By the time the smoke ceiling descends the green arrow is energised, clearly indicating the way to the nearest exit.

Safex is designed to meet with existing installation techniques, enabling the unit to be mounted unobtrusively onto a traditional back box.



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Reader Service No. 2

Cliff Richard to open Light and Sound Show

Cliff Richard, international singing superstar, will open the Light and Sound Show 90 in London.

This exhibition for the entertainment equipment industry runs from 9-12 September. The official opening will take place at midday on Monday 10 September.

The organisers, the Professional Lighting and Sound Association (PLASA), have arranged a programme of seminars at Olympia. These include: Has lighting a future — will creativity vanish in a frenzy of flash, flicker, rotate and chase? Designing the mega tours of the 90s; a session on lighting and sound for theme parks, and a new product review.

For information about the exhibition contact David Street on 081-569 9742. For more details about the seminars ring PLASA on 0323 410335

Emergency seminar

Emergency lighting — design and practice is the title of a one-day seminar to be held on 13 July in London.

Regulations, escape lighting, standby systems, glare control, photometry, design data production, scheme planning strategy, equipment, installation, testing

and servicing are some of the topics to be covered. Lou Bedocs will be the lecturer.

The event, which will take place at the Building Services Engineering Centre, 222 Balham High Road, London SW12 9BS, is part of a Mid Career College programme for professional lighting engineers.

All enquiries should be made to the courses secretary, Mid Career College, P O Box 20, Cambridge CB1 5DG (telephone 0223 880016).

Outstanding people honoured

Several awards were presented at this year's annual lunch of the Lighting Division of CIBSE held at the Barbican Centre, London.

The Leon Gaster Award for the best paper published by CIBSE or presented at one of its meetings during 1989, was awarded to Dr Arnold Wilkins, Ian Nimmo-Smith, Tony Slater and Lou Bedocs for a paper entitled *Fluorescent lighting, headaches and eye strain*.

Winners of the Walsh-Weston Award for research work on theory of lighting and vision were John Murdoch, University of New Hampshire, and M.D. Parent, Digital Equipment Corporation, for a paper called *Skylight dome-well system analysis from intensity distribution data*.

The award was received on their behalf by David Loe, who will present it to them on his visit to the USA.

The Lighting Division Award, for outstanding service to the

Division, a splendid Perspex trophy, was presented to Tony Wiloughby for his contribution both nationally and internationally over many years.

His work had included research on mercury, long life incandescent and 2D lamps and responsibility for the building of research laboratories at Thorn Lighting. He was also president of the Illuminating Engineering Society in 1973.

Guest speaker at the lunch was Bill Allen of the architectural practice Bickerdike and Allen, who spoke of his long involvement with lighting and with well known personalities in the lighting field.

His reminiscences included lighting the Calouste Gulbenkian Museum in Lisbon, which was the first time account had been taken of the degradation of artefacts by light.

He concluded by saying that he would like to see membership of the Lighting Division open to everyone with an interest in lighting.



The Chartered Institution of Building Services Engineers

Towards better office lighting

What makes good and bad office lighting is good and bad lighting designers. Though every designer undoubtedly sets out to produce a good scheme, he, or she, may not always succeed.

Why is this so? It may be through lack of care or lack of knowledge. Most planned artificial lighting is carried out by people who have received very little formal training in the subject. For instance, an electrical engineer can expect to receive eight hours' tuition in lighting science and the calculation procedures involved, an interior designer about the same on the art and effect of lighting. Depending on the training establishment, an architect may receive none at all. It is little wonder, therefore, that many lighting schemes are less than ideal. The engineer is accused of producing schemes that are too formal and lacking in visual appeal, while the interior designer has to defend allegations that he has turned the office into a display room which is impossible to work in.

There is no reason why lighting which is efficient and creates good visual conditions should also be boring. The CIBSE *Code for Interior Lighting* and the series of Lighting Guides give recommendations to follow. Unfortunately, all too often it is only the tables giving levels of illuminance (lux) which are consulted, while all the other aspects of good lighting are ignored. It cannot be over-emphasised that it is just as important to provide the correct quality in terms of colour, flow, strength of modelling, glare control and general surround brightness, as it is to achieve a single level of illuminance on a sometimes imaginary horizontal plane.

There are three factors to be considered in designing office lighting systems: spacial, psychological and task related. Conflicts occur between these factors because distinct lighting requirements can arise from different tasks having to be performed simultaneously. Visual display terminals (VDTs) have created their own problems for the lighting designer. Most VDT displays are light characters seen against a dark background, whilst the VDT operator is entering data from paper which has dark characters on a light background, hence the problem.

High luminance reflections must not be seen in the screen and excessively bright surfaces must not be within the operator's view: the amount of light falling upon the screen must be strictly limited to prevent 'fogging'. On the other hand, the paper-related task demands a fairly high level of illuminance. At first, it may seem impossible to meet these conflicting requirements, but since the VDT plane is usually near to vertical and that of the paper near to horizontal, there are a number of ways to achieve a satisfactory solution. The particular one chosen will depend to some extent on the office layout and furnishings. For instance, 'work stations' lend themselves to local or task lighting to illuminate the paper only, and if the ceiling is high enough, uplighters can provide low brightness general ambient lighting for the room. Where an overhead array of luminaires is necessary, the lamps must be screened both from direct view and from reflections in the VDT screen.

It should always be borne in mind that while we tend to specify and measure illuminance (ie light falling onto an object) it is by luminance (ie the light reflected from an object) that we see. Room decor and the colours of furnishings thus have a marked effect on the interreflections of light from one surface to another and on the appearance of the room or office.

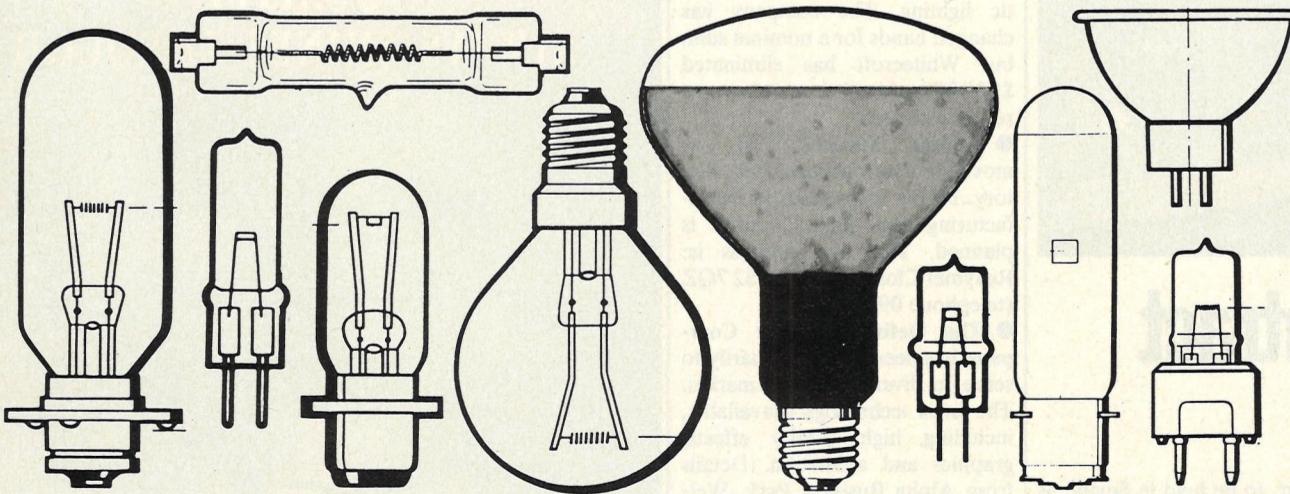
Nor must it be assumed that the type of lighting that is best for the general office with VDTs is also the best for other areas. Corridors, lift lobbies and reception areas each require different treatment and offer additional scope for the art of lighting, as do board rooms and executive offices.

Good office lighting, as with so many other applications of the lighter's skills, is a combination of art and science, and requires the expertise of a highly trained, experienced and dedicated lighting specialist. Next year, that specialist will have recourse to a new CIBSE Lighting Guide for offices, which will be the authoritative reference work on the subject.

Alan Wilson

Vice chairman, CIBSE Lighting Division.

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Reader Service No. 3

Lighting Chinese Style



A new restaurant in London's Chinatown has largely been lit using only one type of luminaire — the Down Spot from Reggiani.

Down Spot 8000 was specified to provide discreet wallwashing, downlighting and spotighting throughout the restaurant which is

spread over three floors and has a seating capacity of 150. The luminaire, which can be used as a fully recessed downlighter, pulls down and tilts to 60 degrees to become a spotlight. By changing the low voltage lamp to a narrow beam version, the fitting can be used for highlighting. This flexibility has enabled the same luminaire to be used for ambient lighting, wall-washing, direct downlighting on table and bar surfaces and highlighting the logo and ornaments set into wall niches.

All the lighting is on dimmers to give a change of atmosphere from 800 lux at lunchtime to 400 lux in the evening.

The interior relies on contrast for its impact. Plain white walls are lined with teak panelling below the dado and the timber is carried through to the decorative ceiling frieze and dividers, which disguise serveries, bars and staircases. The basement is made to appear longer by lining the walls with warm bronze mirrors.

Leeds conference endorses lighting to fight crime

Lighting can reduce crime and improve the quality of life, was the message given by the Leeds City Conference on Crime and Lighting held on 6 June and attended by Leeds councillors. Topics covered ranged from the effects of crime and the difficulties in monitoring it, to the differences that good lighting will make. However, government had a responsibility in recognising that there is a problem and the community can help.

The controversial issue of crime displacement was tackled by Robert Barr of the University of Manchester. He foresaw the increasing use of computer-based geographical information systems to record and analyse the incidence of crime. This would provide a better insight into the true level of crime, and could make more efficient use of police resources. In particular, it could help prioritise lighting improvements.

Councillors should be made aware of the better lighting standards which are now current and the decaying conditions of much of the country's existing lighting stock according to David Coatham, County Lighting Engineer for Humberside. Nationally, the aver-

age age of equipment in service was about 40 years — and some was up to 90 years old.

Chair of the Islington Police Committee, Derek Sawyer was involved in the Hildrop Estate study to reduce crime. He said that a multi-disciplinary team approach between the community, police and lighting engineers was needed at local level. Action should focus on areas where crime levels were high and the community was disadvantaged.

Joan Walley MP, Shadow Minister for the Environment and a member of the British Parliamentary Lighting Group summed up the feelings of others when she expressed frustration with the lack of recognition by central government of the scale and nature of the problem. She identified the split responsibility between different ministries for crime and lighting and called for more pressure to be brought to bear on them.

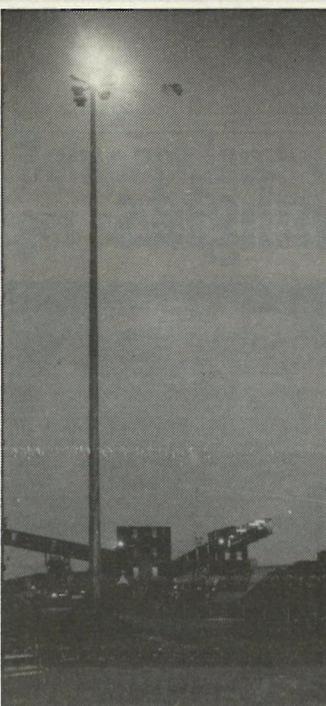
The conference was attended by some one hundred delegates including councillors and lighting engineers, from Leeds and the surrounding area, representatives from community safety units, women's groups and the police.

Less energy for weaving

Good lighting is essential in the modern weaving shed of Toray Textiles Ltd, Hyde, Cheshire. However, 24-hour working in the shed meant high electricity bills, until the company commissioned a modern lighting installation.

Large quantities of fluff and dust mean that the luminaires must be easy to clean. For this reason, PSR trough reflector fittings by Moorlite Electrical Ltd were chosen with a white stove enamelled finish and durable Trimpak housings.

The 420 luminaires with twin 70W fluorescent lamps have high frequency control gear.



COMMENT

Too much of a good thing

It is so easy for those of us who work in the lighting sector to take it for granted that if light is an asset in our lives more light must be an even better thing.

To a certain extent this assumption lies at the basis of the recent crime and lighting drive. And the fact that improved lighting can act as a spur to productivity in the workplace has been underlined by the results of the European Lighting Contest (see news story page 1).

But too often designers of installations make a routine check that the glare index is not exceeded and that is the full extent to which they take account of the fact that too much light can be at least as bad as too little.

It's so easy to forget the negative side of the business that it may be salutary to stop and consider this potential for nuisance.

Too much light — or light in the wrong place — can produce glare which leads to stress and fatigue. Lighting can, equally, be a factor in the 'sick building' syndrome with old fluorescent installations producing flicker which hastens staff exhaustion.

Externally, light pollution is the name we give to this phenomenon. Old sports lighting installations not only illuminated the local football pitch but also made surrounding road and housing areas as bright as day, causing a nuisance to those living in the vicinity. Fortunately, modern luminaires with sharp cut-off points now make it possible to minimise light spill and make better neighbours of sports grounds.

A more modern variant of this is the hideous trend to use rare gas arclights as a publicity gimmick to mark the opening of a new store or the first night of a theatrical production. I can assure you that an evening spent in a whirling arc of crossing searchlights not of one's own choosing makes even the editor of a lighting magazine express somewhat forcefully the view that the local environmental health officer should be empowered to act against light pollution in the same way as he can place a stop on noise nuisance.

More important, though, is that fact that radiant light in its extreme form — for instance, observing an eclipse of the sun with the naked eye — can cause permanent damage of the human eye. And recent work carried out by Judith Robinson in the Department of Ophthalmology at the University of Birmingham has suggested that the high ambient lighting levels found in intensive care premature baby units of hospitals — typically of the order of some 470 lux — could permanently damage the immature visual system of an infant.

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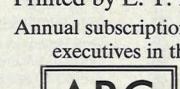
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NEW PRODUCTS

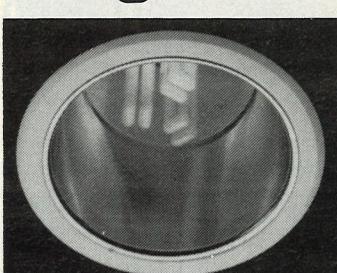
Compact fluorescent downlights

The range of compact fluorescent downlights made by Vitalighting Ltd has been extended.

The DL220 is available in two and three lamp versions, with light sources ranging from 13W-25W using Wotan Dulux D lamps.

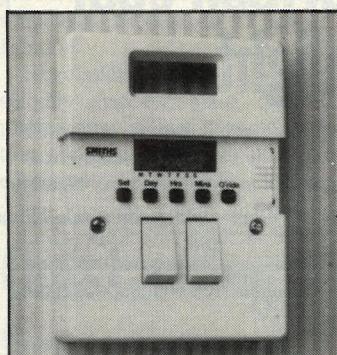
Adjustable fixing brackets enable simple fitting into suspended ceilings from 1-25mm thick, while fixing plates enable the DL200 range to be fitted into most open cell ceilings.

Reader Service No. 159



Digital security for the home

Digital security wall switches by Smiths Industries Environmental Controls Co offer either 24-hour or seven-day control cycles, with single- and double-switch versions



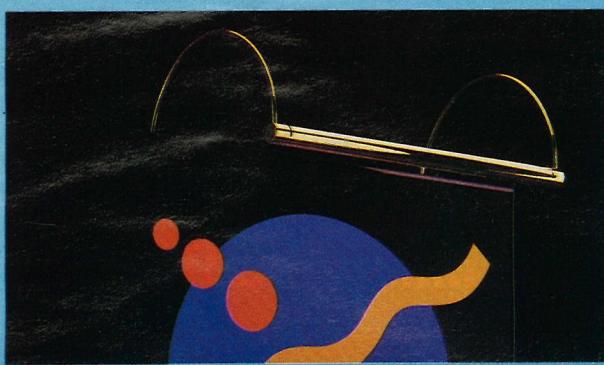
available in each case.

They turn ordinary house lights into security lights, switching them on and off at pre-programmed times.

The ZV range has push-button controls and clear digital displays.

Reader Service No. 160

PICTURA HALOGEN PICTURE LIGHT MUSEUM QUALITY ILLUMINATION-with no harmful U.V. COOL BRIGHT WHITE EVEN LIGHT



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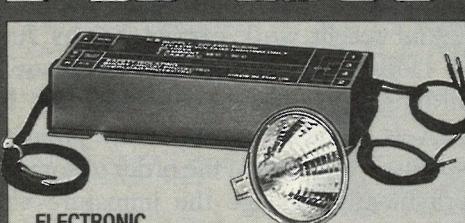
Pictura is the first picture light with a true crisp white even illumination of museum quality with no harmful UV. Using the new hi-tech 12 volt halogen lamp no bigger than the tip of your finger it produces a pure white light of the correct colour balance with low heat emission. Constructed of solid brass it comes in four colours: matt black, matt white, polished chrome, and polished brass, and in four sizes 6", 16", 24" or 32" to suit. There is also a choice of traditional arms as illustrated or contemporary arms with a 70° bend. It's simply the best!

ELECTRALINK DISTRIBUTING COMPANY
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Reader Service No. 4

RAM

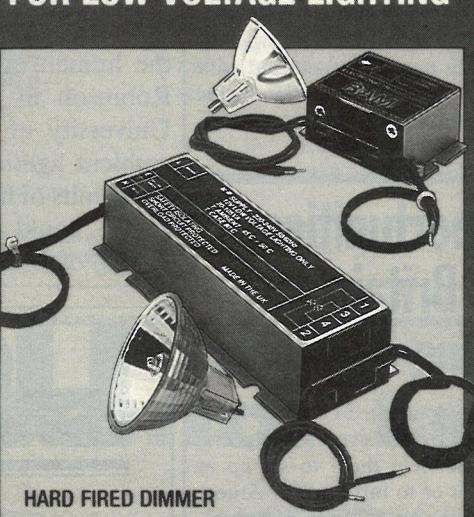
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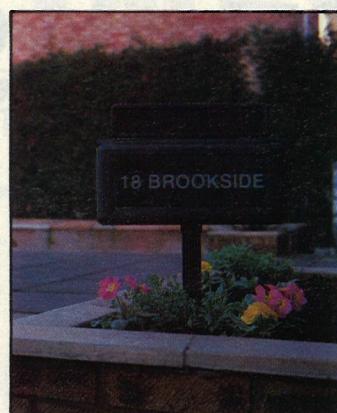
Reader Service No. 5

Solar powered light for house numbers

A solar powered house number light is available from Chronar Ltd. Only one-and-a-half hours of sunlight gives a full night's illumination.

It switches on and off automatically, requires no wiring and it is not necessary to dig up the lawn!

The light is designed for mounting on a wall or post near the front door; it measures 100mm x 305mm. The solar panel can be



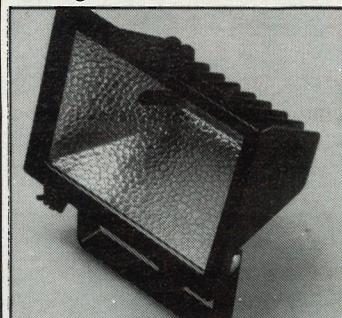
remotely mounted if required, to obtain the best light position and Chronar can also supply a post.

Reader Service No. 161

Floodlight uses tungsten halogen lamps

Flood 500TH is for general flood-lighting of building facias, signs, car parks, utility and leisure areas.

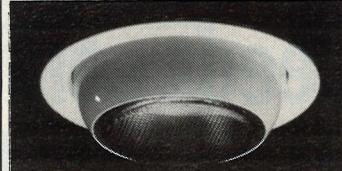
Introduced by Linolite Ltd, it is supplied with a 500W tungsten halogen lamp and will alternatively accept 250W or 300W lamps. The housing is diecast aluminium and



the protective glass is heat resistant.

Ingress protection rating of this floodlight is IP54 and it is approved to IEC 598.

Reader Service No. 165



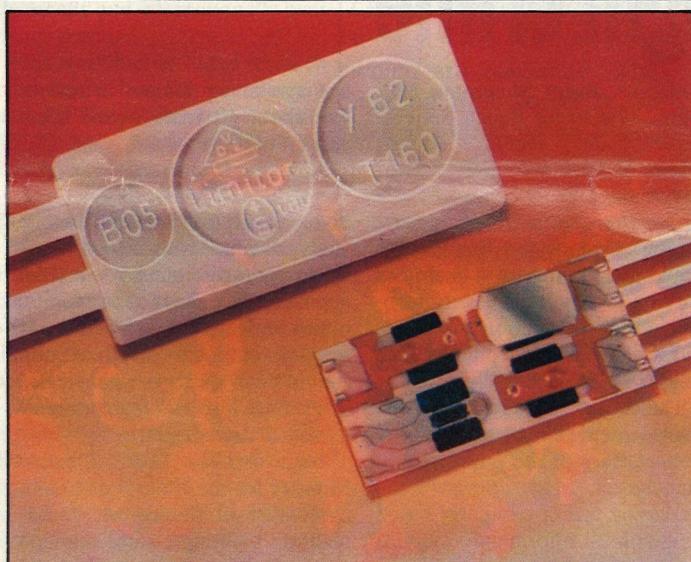
Adjustable eyeballs

Lumiance's Eyeball range is unobtrusive, like conventional downlights, but with the directional features of a spotlight. It is suitable for either general lighting or highlighting paintings or architectural features in residential and commercial interiors.

The range consists of three luminaires: Eyeball Mini, Eyeball Major and Eyeball PAR38 covering three popular lamp types, 40W R20, 100W R80 and 100W PAR38.

Each luminaire rotates horizontally through 180° and is available in a choice of white or brass colour.

Reader Service No. 166



Protection device for lamps

A thermal overload protection device for metal halide and fluorescent lamps which uses new technology is available from Allen Component Systems Ltd.

The Q62 thermal relay consists of a miniature, bimetal-operated

thermal cut-out to which is bonded a thick film resistor. When the thermal cut-out opens the circuit at its pre-set temperature the resistor is energised and holds the thermal cut-out in the open circuit position until such time as the current to the resistor is interrupted by an external circuit breaker. The thermal cut-out then resets.

The device is illustrated in two phases of production.

Reader Service No. 163

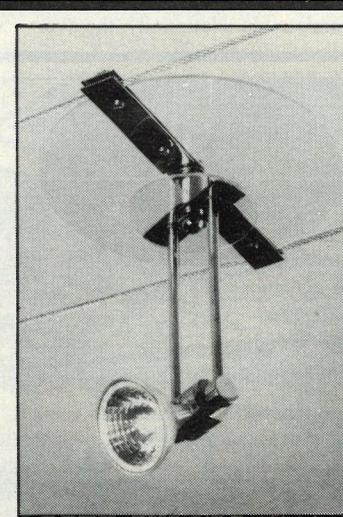
Range of LV spotlights

La Conch Lighting has two additions to its Concherto range of low voltage display lighting fittings: Encore and Finale. The Concherto range includes ceiling, recessed and cable supported systems.

Encore consists of two discs, either acrylic or metal, between which there is a 360° swivel mechanism. Two rods support the spotlight which has a handle for easy positioning.

Encore takes MR16 low voltage lamps and is available in bare wire, ceiling or wall mounted versions.

Finale is a variation on the standard Concherto range. It is designed for use with either bayonet cap metal reflector, or MR16 lamps. It has a handle for



adjusting the direction of the light and swivels through 360°.

Finale design is available in bare wire, ceiling spots, pendant spots, panel mounted and systems mounted versions.

Reader Service No. 164

Headtorch gives adjustable beam

A headtorch from Tiger Tools Ltd is a simple, powerful, tungsten halogen torch for professional use.

Made of polycarbonate and acetel, the Lago Enduro L03 is robust and the torch itself weighs only 70g.

It is powered by a 4V 10Ah rechargeable battery attached to the waist belt.

The light is switched on and focused by rotating the rim to give either a narrow or wide beam. A spare lamp is hidden between the torch and head strap and is well protected from damage.

A carrying pouch attached to the waist belt stores the headtorch while not in use. Mains charger and helmet clips are included in the kit. Reader Service No. 167

NEW PRODUCTS

Computer monitors road lights

Tailor Made Systems Ltd has developed a method of automatically monitoring street lighting performance. This in-vehicle system is based on an Epson portable computer, which captures data and analyses the performance of individual lamps at night at speeds of up to 70 mph, without a lighting engineer having to stop.

The system provides lighting authorities with a fast and repeatable method of analysing the performance and quality of lights on a motorway or indeed any type of road, and will give the position of failed lamps, compare the output of individual lamps with previous runs and calculate the distribution and variation of light levels on specified sections of a road.

The system is based on the Epson PX-16 'touchscreen' laptop computer, with integral backlit touch sensitive screen, and a custom designed sensor array which ensures that it is easy to install, use and transfer between vehicles.

The computer is placed on the passenger seat next to the driver.



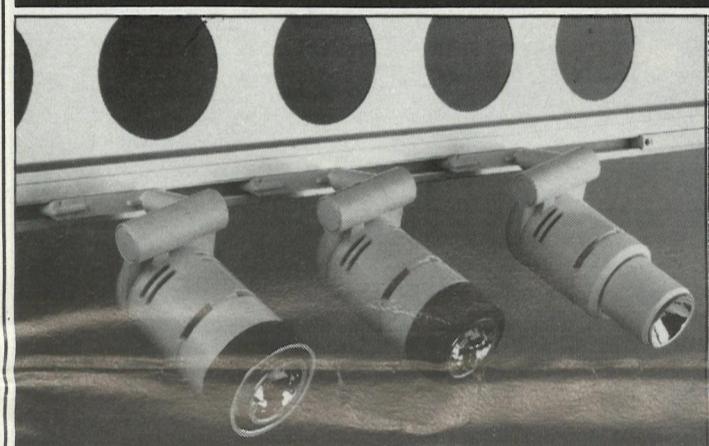
While still in the vehicle, the system can provide a printout of lamp outage, light output and light distribution.

A sensor array is mounted on the roof of the vehicle and supplies information on light levels to the PX-16. Photodetectors within the array measure the total illuminance from all surrounding street

lamps and also the output from individual lamps on both the near and off side of the vehicle as they are passed.

Armed with this information, lighting engineers can formulate routine and emergency maintenance schedules and monitor their effectiveness.

Reader Service No. 151



Integral track for spaceframe

System Freestyle Ltd has produced SpaceTrack, a development of its SpaceFrame modular structural system.

SpaceTrack is a beam section incorporating a mains voltage



It is available in the full range of 35mm and 50mm 12V clear front glass types with a wide choice of beam angles. In addition, the red, blue, green and yellow, and neodymium dichroic mirror lamps now incorporate this metal rim.

Made from alloy, the rim fits snugly around the edge of the reflector and front glass providing a secure mechanical fixing.

Reader Service No. 153

Benefits include type 'n' protection even under gasket failure conditions, high ingress protection rating — IP65, electronic lamp ignition gives improved temperature classification, failed lamp cut-out prevents flicker, suspended gear tray for easy maintenance, and no requirement to use zone 2 cable glands.

The luminaire housing is corrosion resistant, compressed moulded GRP.

Reader Service No. 154

Unrestricted breathing in zone 2

Simplex Lighting Ltd has developed a zone 2 unrestricted breathing emergency fluorescent luminaire to give Ex 'n' protection. The fitting has BASEEFA certification.

Hotel bedroom lighting

Three new collections of hotel bedroom lighting are available from Chelsom Ltd.

The hexagonal range illustrated, in solid brass complements many types of interior. The backplate of



the single wall bracket, the floor standard base and the table lamp all have graduated stems separated by small hexagonal dividers. The three-light pendant has a tapering hexagonal base and brass finial.

The traditional collection, also in solid brass, has a graduated circular design and combines satin and polished finishes in the stems and bases of the floor standard, wall bracket and table lamp.

The third collection has a contemporary appeal and is additionally available in an antique brass finish with a similar blend of satin and polished surfaces.

A choice of mix and match shades in fabric or hard drum designs completes the collections.

Reader Service No. 155

Running lights in kit form

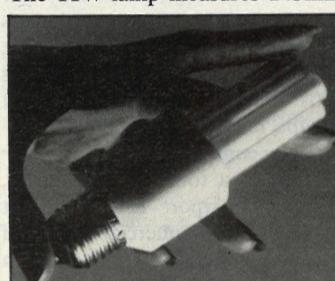
The Velleman four-channel multi-function running light (K5200) is an electronic kit offered by Electronic & Computer Workshop Ltd.

Compact lamps get smaller

A range of smaller PLCE compact fluorescent lamps has been launched by Philips Lighting Ltd. They are stated to fit into almost all standard luminaires intended for GLS lamps.

This further reduction in size has been possible because of developments in the miniaturisation of surface mounted electronic components and also due to improved glass tube techniques. By increasing the discharge tube pressure and changing the gas filling from argon to argon-neon, it has been possible to reduce the tube length.

The new range is available in 9W, 11W, 15W and 20W ratings. The 11W lamp measures 145mm



long overall compared with 161mm previously, while the 15W size has been reduced from 195mm to 172mm long.

Reader Service No. 156

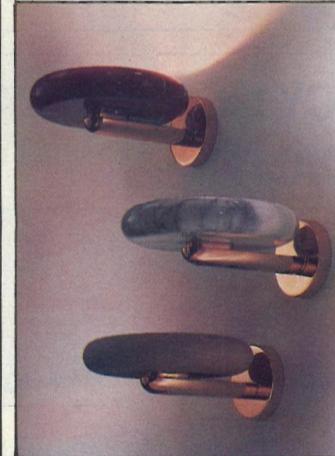
Contract lighting from the USA

Boyd Lighting, San Francisco, has appointed Marlin Lighting as its exclusive European distributor for a range of lighting for public buildings, offices, restaurants, hotels and homes.

Fifteen styles have been selected for the European market: 12 wall lights, two ceiling lights and one floor standard. They use light sources such as 150W and 200W GLS lamps and mains voltage tungsten halogen lamps.

One model in the collection uses a low voltage 50W PAR36 lamp, a pendant suspended on cables which allow directional adjustment of the light beam.

Materials used include alabaster, non-transparent marble, and



brass. A number of the uplights have asymmetric reflectors with saw-toothed covers to avoid a sharp cut-off line of light.

Wall lights range from large architectural shapes such as one called Corinthian, to a flat, circular uplight in marble.

Reader Service No. 157

For dramatic lighting effects, it not only runs to left and right, but will flash with two groups of lamps and with all lamps at the same time; the four lighting effects follow each other automatically.

The kit is supplied with power supply and transformer and is available by mail order.

Reader Service No. 158

LIF LINE

Growing importance of emergency lighting

When the Brussels department store L'Innovation went up in flames in 1967, 300 people lost their lives. Many died in panic because, as the electricity failed, the store became a dark labyrinth in which emergency exits were impossible to find. This disaster shocked the world and shook the authorities rigid. As a result, Belgium is perhaps one of the most advanced countries in emergency lighting and light signalisation legislation.

Unfortunately such comprehensive legislation is not prevalent in all the EEC states and disasters such as the disco fire in Zaragoza and the Kings Cross underground fire reveal only too tragically that the safe evacuation of premises in the event of an emergency is not receiving the serious attention that is needed and, more importantly, the kind of preventive action that is required.

This view is compounded by a recent survey undertaken by the LIF into the legislative position within the EEC regarding the provision of emergency lighting in premises open to the public.

The situation revealed is one of chaos.

Within Europe there few little if any fully comprehensive legislation guidelines. Legislation, when introduced, has been generated normally in response to public reaction following a disaster and is consequently contained in disparate legislation — imprecise and rarely enforced.

The need for revision of the situation has led the LIF, in conjunction with its partners from the various European lighting federation, to approach the European Commission with a proposal for a directive to rectify this.

Such a directive — to enforce and ensure minimum safety regulations — should encompass the following:

- premises and adjoining buildings should be classified according to their life risk;
- installation of emergency lighting equipment should be mandatory to obviate safety risks;
- emergency lighting equipment should be certified to comply with set standards;
- it should be mandatory for the equipment to be inspected regularly to ensure continued compliance.

A similar survey was also undertaken independently by the UK Consumer Association and published in the January 1989 issue of 'Which' magazine.

In the summer of 1989 'Which' inspectors investigated hotels in the popular resorts of Spain and Greece and found that of the 11 hotels investigated in each country, none were acceptable.

Such poor ratings mean that in a serious fire many, if not all, of the occupants might fail to get out and it is, therefore, not enough that resorts and hotels 'claim' that they are complying with 'strict' local regulations.

A directive would rectify this situation and:

- anticipate problems and ensure the minimum level of fire safety, thus encouraging tourism, trade and free movement by ensuring standard personal safety;
- promote European adoption of standardised emergency lighting products to enforce safety standards while reducing trade barriers;
- provide a fair basis for trading for the product user — for instance a hotel in Greece should have to provide the same equipment as is provided in Germany.

A directive would also anticipate the need for unambiguous legislation to make the standards currently being generated pertaining to emergency lighting become effective.

Such action, as taken by the LIF, demonstrates our commitment to safety, standards and integration into Europe to effect the kind of decision making that will ultimately benefit our members and the industry as a whole.

Saving and winning with lighting

Winning installations in this year's EMILAS competition show that energy saving claims for high frequency fluorescent lighting are fully justified. LEN reports on the best schemes.

Britain's electricity demand would be cut by 8% if energy efficient lighting were introduced widely, Tony Armstrong, president of the Lighting Industry Federation, told the audience at the presentation of the trophies for the Energy Management in Lighting Awards Scheme (EMILAS). He added that such a reduction would

also cut the emission of greenhouse gases by 5%.

More than half the savings could be achieved by replacing incandescent lamps with compact fluorescent lamps, he believed, and said, "We have to make the energy efficient product more widely available and more widely demanded."

The awards were presented to

winners in June by Clive Jones, deputy director-general for energy, Commission of the European Communities.

A noteworthy change from the high pressure sodium installations of recent years is that eight of the schemes honoured by the judges this time use linear fluorescent lamps, in every case with high frequency control gear.

Out of a total of 146 entries, Gatwick Airport Ltd won first prize in the commercial section of the competition; Carrington Novare carried off the trophy for the industrial section, while Plymco Superstore was the winner in the new lighting schemes section.

Commercial

Gatwick Airport's South Terminal security search area has an improvement in illuminance of 167% with a 36% saving in energy.

The new lighting, which is permanently on, consists of 85 special, continuous, fluorescent fittings with high frequency electronic control gear. Cross baffle blades control glare from the single 70W lamps, but also allow some reflected light on the ceiling.

Average illuminance in the 574m² area is 440 lux. The electrical load has been reduced to 5.6kW.

Formerly, 66 single lamp 125W luminaires with prismatic controllers lit the area.

Local switching has been introduced to enable lighting levels to be changed according to usage.

Equipment by Thorn Lighting Ltd was used for this installation and also for three out of the four



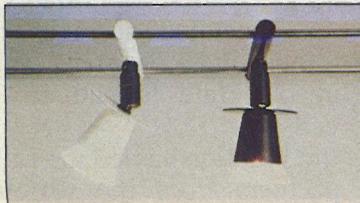
EMILAS commercial section winner: Gatwick Airport lit by rows of high frequency fluorescent fittings.



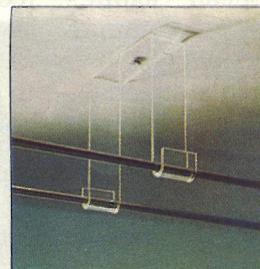
One of the highly commended installations in the industrial section was the factory of Hurel Dubois, lit by high pressure sodium low bay luminaires.

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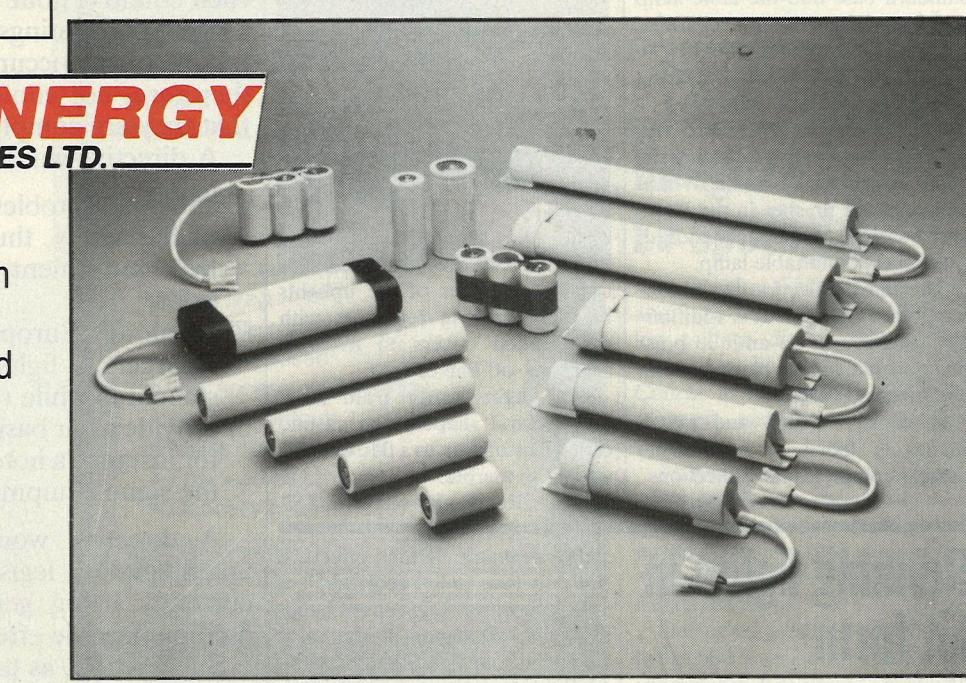
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Reader Service No. 7

highly commended installations in the commercial section.

These were Avoniel Leisure Centre, Belfast, where 84 twin fluorescent batten fittings were replaced by 30 low bay deluxe high pressure sodium luminaires; Northampton "Saints" Rugby Club which is now floodlit by 40 metal halide fittings with linear 2kW lamps instead of by 80 tungsten halogen 1500W floodlights, and finally Vickers Shipbuilding and Engineering Ltd, Cumbria, where the technical drawing office is lit by 407 twin lamp HF fluorescent fittings in place of 320 four-lamp fluorescent luminaires.

The other highly commended installation was in a clerical office at East Midlands Electricity plc. Here, 268 Philips recessed modular fluorescent luminaires using twin 32W lamps with high frequency control gear and computer controlled switching have replaced 174 recessed fittings containing twin 100W fluorescent lamps.

Industrial

In the high technology weaving shed at Carrington Novare, Carlisle, the illuminance has been increased from 400 lux to 1000 lux with an energy saving of 13%.

The original installation consisted of 360 batten fittings with

65/80W twin lamps.

Now, the shed is lit by 240 twin 50W fluorescent luminaires with prismatic controllers. The lamps are colour 84 high frequency type.

In addition to a significant improvement in working conditions, Carrington Novare reports increased productivity, a drop in reject rates and also improved morale.

Philips' equipment was used for this installation and for three of the highly commended entries in this section.

One of these was the thermo plastic moulding factory of Magneti Marelli Carello Lighting, Cannock, where 110 metal halide luminaires have been installed in place of a mixed installation of 134 high pressure sodium and mercury fittings, to give a 111% increase in illuminance, although there is no reduction in the electrical load.

Jaguar Cars Ltd, Coventry, was highly commended for its stores lighting. The old high pressure sodium installation has been changed for a high frequency fluorescent scheme with computer control and local switching. This gives a 26% increase in illuminance and a reduction in energy of 56%.

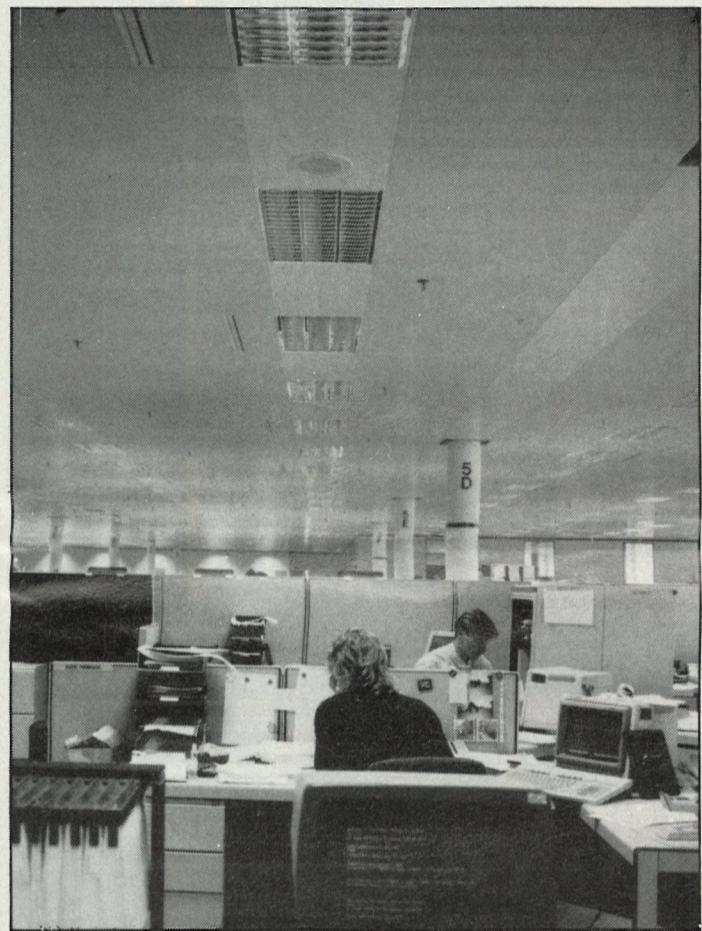
Ransomes Sims and Jeffries Ltd, Ipswich, had mercury lamps



Industrial section winner: Carrington Novare's weaving shed has high frequency fluorescent lighting.



New installations section winner: Plymco superstore installed high frequency fluorescent luminaires.



Highly commended in the new installations section was the high frequency fluorescent scheme at Hewlett Packard.

in enamel reflectors lighting its factory. By replacing these with high pressure sodium luminaires controlled by photo-electric cells plus local switching it has a 373% increase in illuminance with a 40% energy saving.

At Hurel Dubois UK Ltd, Burnley, bench assembly, turning and sheet metal working is now lit by an installation of Thorn equipment. The 293 high pressure sodium low bay fittings have replaced 800 twin fluorescent batten fittings to give an energy saving of 34% and a 118% improvement in illuminance.

New schemes

In the section for new lighting schemes, the Plymco Superstore belonging to Plymouth and South Devon Co-operative Society, installed 274 twin lamp 60W high frequency fluorescent luminaires made by Philips. This computer controlled scheme gives an illuminance of 1000 lux with an efficiency of 1.8W/m²/100 lux.

A games hall at the Beach Leisure Centre, Aberdeen, was one of four highly commended new installations.

Forty Prismpack luminaires by Holophane Europe Ltd are used. Twenty of these contain 1000W and 20 use 400W multi-vapour

lamps by GE of America. Service illuminance is 1300 lux. Efficiency of the scheme is 2.1W/m²/100 lux.

Coca-Cola and Schweppes Beverages Ltd, Wakefield, used GE's multi-vapour lamps, this time in 207 Holophane recessed low bay fittings, for its production area.

Service illuminance is 500 lux. Time switches are installed and efficiency of the installation is 2.4W/m²/100 lux.

Hewlett Packard Ltd, West Lothian, lit its electronics assembly and office areas using 1296 recessed modular fluorescent fittings by Thorn.

Each luminaire uses three 36W lamps and has polished louvres. The scheme is computer controlled and also uses photo-electric cells.

Illuminance in the assembly area is 880 lux and in the offices it is 750 lux. Efficiency is 2.3W/m²/100 lux.

PDP Pumps Ltd, Eastbourne, when lighting its assembly shop, chose twin lamp fluorescent batten fittings by Thorn with high frequency electronic control gear. Photocells control switching and the service illuminance is 600 lux. Efficiency of the scheme is 2.9W/m²/100 lux.

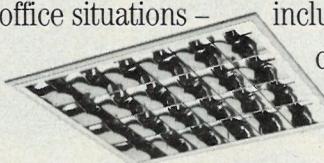
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Lighting controls for commerce and leisure

Sophisticated lighting controls are not only for expensive, large-scale lighting installations, argues David Burns, of Optron Digital — and lighting can even be linked with the background music to intensify mood.

Complex lighting control has been used for many years; cross-fading from one scene to another in the local rep; effects gone mad when ELO lands at Wembley Stadium. There is quite a gap in between, but only in the last few years have designers and clients realised that the same techniques could be used in the local restaurant, hotel or bar. Moreover,

although good interior design has always been taken for granted, the effect of well balanced and controlled lighting has often been ignored.

Things are changing, however. Think of visiting your local restaurant and the lighting's mood keeps in tune with yours. A dining room can be bright and lively for business lunches; well lit and efficient for seminars; cosy and inti-

mate for evening diners. All this at the touch of a button, or even less! Obviously the same principle applies to hotels, pubs, wine bars, exhibitions, museums, shopping malls, theatres and concert halls — almost anywhere where lighting plays a part — which means almost anywhere.

Nowadays there is a host of new options open to the lighting designer: low voltage quartz halogen, metal halide, compact fluorescent, and even low voltage high frequency neon. The problem is how to use this range of new light sources and luminaires to their best effect.

Management

Most interior designers acknowledge the benefits of using dimmed lighting to achieve different effects. Subtle changes in depth and mood can be brought about. Unfortunately, after carefully planning a scheme, the whole installation can be ruined by local intervention; a bank of rotary dimmers are an open invitation to turn everything fully on — or off. The result? Dissatisfied customers who do not return, over-run luminaires that cost a considerable sum to replace, unnecessarily lit areas producing unnecessarily high electricity bills. In these days of environmental awareness it pays to be energy conscious in more ways than one!

So what should technology have to offer? Well, firstly, a system that, once set, requires no operator intervention. One that takes account of changing lighting requirements throughout the day. In addition it should allow for the fact that staff are not always very good at making sure that lights are off when they are supposed to be!

This system could prove a little restrictive, so some degree of local override is required. In other words, a lighting control system which provides day-to-day management with the facility for some local control in special circumstances. Hence the features of the optimum system should include:

- ensuring the best lighting scheme for the installation within the designer's and client's requirements;
- under-running expensive luminaires to ensure maximum life and minimising running costs;
- saving energy — and money — by lighting optimally only when and where it is needed;
- giving a certain amount of local control within these requirements;
- allowing for re-programming should the needs of the user change.

Control

Several products exist which meet these requirements to varying degrees, and one such is the CL system from Optron. The central part of this is either the CL600 (475mm rack mounting) or CL60 (wall mounting) unit. This houses the scene memory and controls the management programme. Remote control is provided by a remote station which allows an 8-scene override. The scene memory is connected to the lighting loads via fully dimming power-packs. These power-packs, based on well proven triac switching technology, are extremely reliable and efficient.

The memory unit can either be programmed directly, in the case of the CL600, from its own front panel controls, or, more easily,



The CL programmable system showing the memory unit, remote station and hand-held programmer.

with a small hand-held programmer. The programmer is based on the popular Psion Organiser II. This may be plugged in remotely from the CL system and dimmers enabling the designer to adjust lighting levels from within the lit area itself, thus allowing their effect to be judged immediately. In this way a complete set of lighting 'scenes' can be created which reflect the different needs of the installation. These scenes and the changes between them can be made as dramatic or as imperceptible as the designer requires.

Software allows lighting programmes to be created in the office on a standard PC compatible computer. The designer will probably have a good idea of the general structure of the lighting programme required, and this software enables him or her to generate this ahead of time. This data can then be 'carried' to the site in the Psion and transferred to the CL system. Final adjustments can be made using the programmer. This obviously allows the designer more time to think about the lighting set-up and saves costly time on site. The programmer can also store copies of the lighting programme, and produce print-outs for reference and checking.

Seeing the light

Lighting control doesn't just stop at timed management programmes with manual override. While the basic system can provide answers to many of the problems associated with completely uncontrolled installations, the addition of extra 'inputs' and 'outputs' can make it even more versatile. Here are a two examples.

Photosensors are not new. They have been used for years simply to turn lights on and off. Inevitably they have found their use in security and exterior lighting such as car parks. They are cheap and simple — but rather restricted in operation. The Optron Photosensor unit enables input from a light sensitive cell to adjust the levels of up to 16 lighting circuits proportionally. Either positive or negative operation is possible, so that lighting can be raised or lowered with changes in daylight.

It may be that the designer does not want his effects to be swamped by light flooding through the windows. Alternatively, as day-

light is free, adjusting of interior lighting to suit not only means better light but cash saved. In addition, the use of a fully proportional photosensor control such as this is an easy way to make allowance for changing day length and the vagaries of British weather! This ability of the system to respond to variations in ambient light mean that not only can energy use be optimised, but that in any environment where light is important, working conditions, and all that follows from them, can be improved.

Many customers are now requiring a more integrated approach in the design of their installations. Security and safety needs may call for inputs to the lighting controller from fire and burglar alarms which will bring up all lights on demand. The management function assumed by systems such as the CL600 also suggests their use in controlling other aspects of a venue such as sound. Consequently, controls manufacturers are continually adding further interfacing to the outside world such that control of the lighting can be linked to other aspects of a site. For instance, one of the CL600's newest features enables it to connect to a background music system which can instruct the lighting controller to call up scenes sympathetic with the type of music being played.

Benefits

Be it a basic local or a large concert hall, a cosy restaurant or a huge hotel, everywhere needs lighting. Until recently, the installation and control of this has often been a hit-and-miss affair at best. Now the value of a well-lit site is appreciated by designer and client alike and in these days of greater financial and environmental awareness, every aspect of a scheme has to pay its way. Technology can now help to overcome some of these constraints. Using the unobtrusive power that modern electronics has to offer, even the smallest of sites can have a comprehensive lighting management system, with all the benefits it offers, at minimal cost.

Moreover, users don't have to be computer experts to gain full benefit. Those functions which are not fully automatic can usually be accessed at the touch of a button.

Lighting has come a long way since the wall switch.

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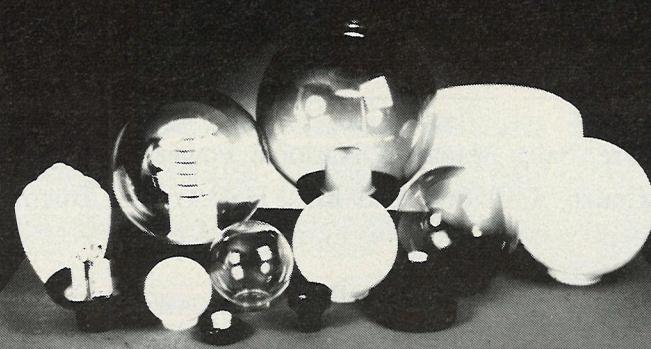
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Hanover highlights

This month's Hanover review looks at a couple of remote control systems on display at the fair.

Remote control switching is one method of providing the necessary flexibility of lighting installations in situations such as the speculative office block where the identity of the tenant, and thus his lighting needs are unknown at installation stage. Philips Lighting demonstrated a multi-channel remote switching and light-regulating system the company has just introduced, which gives the end user flexibility to adjust lighting to suit personal needs at any time. Although primarily intended for office, shop and conference room use, the system is also suited for the home.

The system comprises an IR ten-channel hand-held transmitter, which communicates with ceiling- or wall-mounted, desktop or floor-standing receivers, each of which is hard-wired to a control unit and from there to as many as four luminaires. Also supplied with the transmitter is a wall or desk holder with integral control index for the user to fill in.

The channel to which a control unit responds is screwdriver-selected at installation on a ten-way switch. A red LED on each receiver, permanently on to show that the luminaires it controls are live, flashes when that particular receiver is responding to a command.

The transmitter divides its ten channels into two groups of five, and, as well as providing individual up-down or on-off for all ten channels, has an all-off control per group. In addition, memory store facilities for each group are available with which a preferred lighting combination can be stored and re-selected at the touch of a button.

By simply directing the transmitter at the receiver of the control device, the lighting can be switched on or off or regulated (raised or dimmed) from 100 per cent to 10 per cent per individual lighting unit.

The system is simple to install as all that is needed is a power supply

to the luminaires and control units. Multiple points can be fed from a single supply point and individually controlled from any place in the room; and mechanical switches, vertical wiring and cabling are eliminated.

A dedicated luminaire has been developed for high frequency fluorescents, the TCS 664 Electronic. This incorporates the HF control gear, two fluorescent lamps and the MCS receiver and transmitter.

Taking the question of control just one stage further, Hoffmeister has come up with a motorised remote control spotlight system influenced by stage lighting design. The individual fittings can either be track mounted or use adaptor sockets recess mounted or suspended in tube systems. The system makes it possible to control individual fittings or groups of spotlights mounted at large heights, judge the effect of the lighting from a distance and, if necessary, correct it instantly. With shop window lighting the spotlights can even be controlled from outside the building through the glass.

Infra-red

The infra-red control provides for the following functions: select one or a group of spotlights (up to 8 of these); switch on or off; dim (available with halogen filament lamps only); turn right or left through 360°; and tilt up or down around a horizontal axis of 90°.

The RC spotlight receiver stores the switching status and selected dimming level without any time limit so that the device can be disconnected from the mains without the stored orders being lost.

When several spotlights are used, they can be addressed individually. The address device is located on the outside of the receiver, and the address code number is displayed digitally on each receiver. No storage batteries are required, so the device is entirely maintenance-free.

The advantage of the mechani-

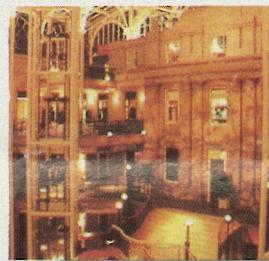
cal system of the spotlight is in its maintenance-free synchronous motors with step-down gear. They can effect turns around the vertical axis of 360 degrees, and around the horizontal axis of 90 degrees. The speed of the two motors is set in such a way that a precise adjustment of the light cone is possible even at a large distance.

The support is available in different widths, so that the receiver can be used with most technical spotlights. Structural parts and covers are made of aluminium and injection moulding. The central suspension is the same for all spotlights.

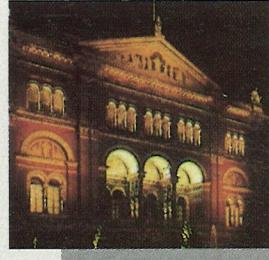
The remote control device is an autonomous unit, with its own 8 channel receiver and power pack for the supply of the receiver. So it houses all mechanical and electrical components within one enclosure.



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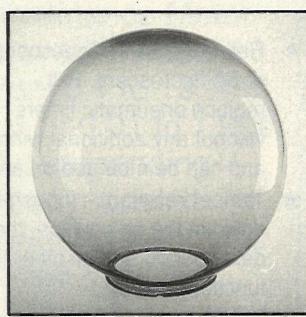
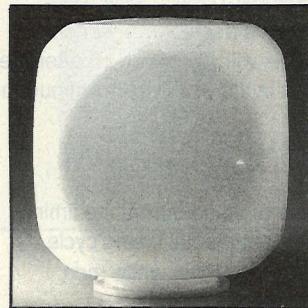
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Reader Service No. 12

A matter of control

A brief look at the lighting control system at Thorn's new head office at Borehamwood. As well as state-of-the-art lighting for the offices, lighting in the atrium is controlled to simulate the sun's trajectory across the sky.

When the latest in modern lighting equipment was installed in Thorn Lighting Ltd's new, three-storey, glass-clad headquarters at Borehamwood, Hertfordshire, particular attention was paid to four criteria: energy efficient lamps, high frequency control gear, optimised luminaire optics, and lighting controls.

Flexibility was the overriding feature of the lighting design brief. Another important point was the good daylight penetration into the building through a spacious atrium which gives a bright interior with

well lit vertical surfaces.

To carry through this effect in the general offices, 600mm square, recessed, modular fluorescent luminaires are used with low brightness 16-cell louvres. The high frequency electronic control gear operates two 2L 40W Polylux 3500 compact fluorescent lamps in each luminaire.

The scheme is designed to give an illuminance at desk top level of 500 lux. Circuit efficiency is 81 lm/W with a loading of 15W/m².

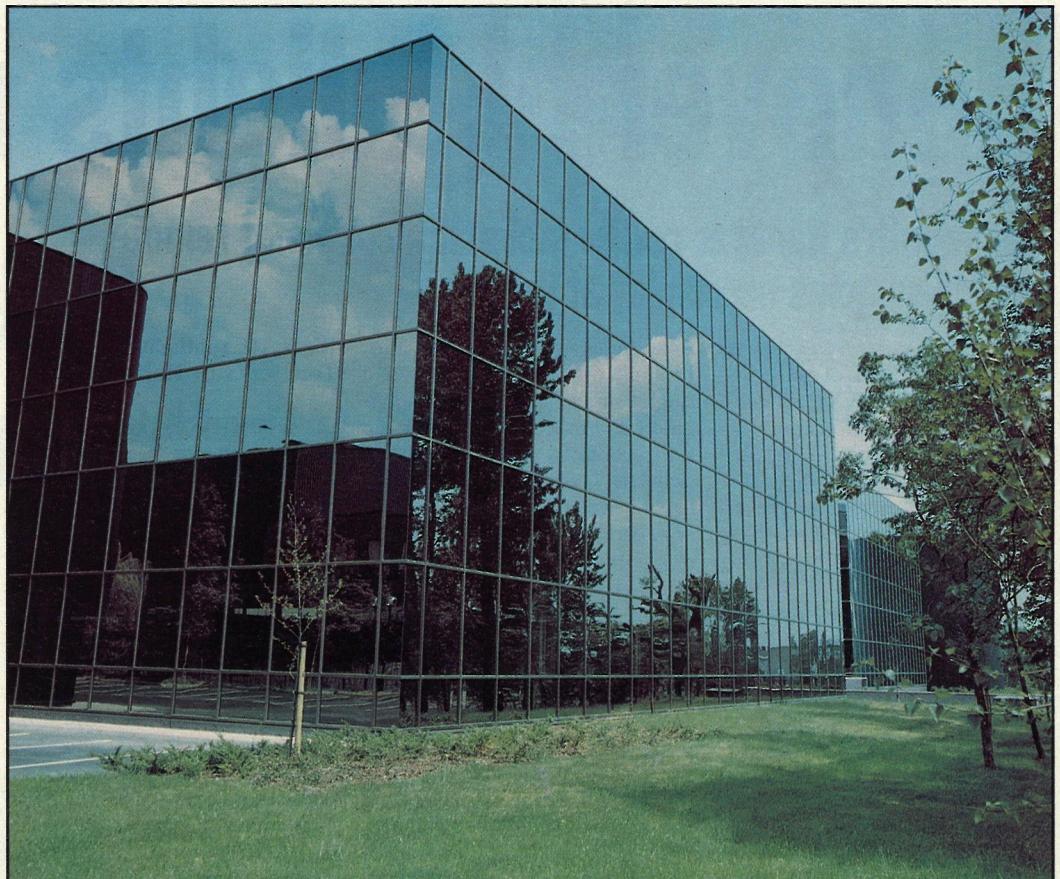
In certain locations wall mounted uplights with 2D 21W compact fluorescent lamps pro-

vide areas of visual interest through increased wall and ceiling brightness.

Daylight normally gives at least 500 lux at desk level. Therefore by dimming or switching off surplus artificial lighting substantial savings in electrical consumption can be made.

The Thorn C-VAS (controlled visual amenity system) was installed specifically to provide lighting control tailored to area and task requirements.

Luminaires are controlled either by area or department. On a floor each group of luminaires is con-



Exterior view of the new glass-clad headquarters for Thorn Lighting.

trolled by its own variable illumination controller (VIC) which is programmed to provide different levels of pre-set illuminance.

The VIC unit addresses its own group of luminaires in response to control inputs from either: photo-cells internally mounted, or local wall mounted four-button switch plates, or the central building management system (from JEL Controls).

Light output is adjusted between 25% and 100% to maintain the correct illuminance at desk top level, or, according to building occupancy requirements, lighting is switched off by the central processor/controller. This controller is programmed to switch the VICs either individually or collectively.

Local wall mounted controls (the four-button switch plates) allow manual override for switching off, maintaining the minimum level, or using the dimming facility. Manual selection of lighting levels other than pre-determined design levels are overridden by the photo cell and adjusted upwards or downwards to the most appropriate light output.

The majority of the C-VAS luminaires are controlled by

the C-VAS/building management control systems with photocell input, however, in a number of areas where daylight penetration is poor small groups of luminaires are controlled manually from the wall plate.

Corridors

In corridors, recessed, circular, 18W compact fluorescent downlights are used with gold reflectors. Some emergency versions are included. In a number of corridor areas this downlight is used in conjunction with the 2D wall mounted uplight to provide areas of increased wall and ceiling brightness to "soften" the downlight effect.

All corridor luminaires are controlled by JEL mains borne signalling techniques with lighting control commands superimposed on electrical feeds to relays that switch lighting circuits at predetermined times.

At Borehamwood, 50% of the luminaires are turned off at a pre-determined time, eg 9.00pm, with the remaining 50% switched off either by the central controller or manually at locally positioned switches.

If lighting is left on outside

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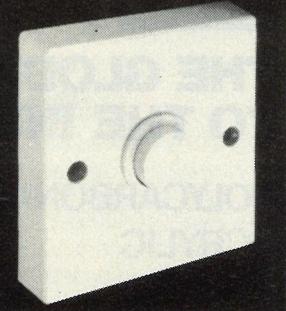
★ Tamper resistant - if push-button is deliberately wedged down in the on position, the timer will still switch off after the delay period and all other times in the circuit will continue to function normally.

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Right: a corner of the atrium lit by metal halide spotlights on a dedicated control system.

normal office hours in a manually operated mode, the central controller turns off the lighting after a pre-determined period (30 minutes).

Directors' suites

A similar lighting treatment has been applied to the directors' offices, but with the addition of recessed and eyeball, brass coloured, low voltage downlights and a few 250W de lux high pressure sodium uplights.

In each director's suite control is provided from a cast brass, touch sensitive control plate adjacent to the door, which also incorporates programming facilities for the lighting dimming circuits.

Four lighting switch control circuits are provided to enable various lighting moods to be selected.

Touch sensitive controls in the offices of the directors' secretaries are similar in design and finish to those in the directors' suites but with four-button manual control for the C-VAS fluorescent luminaires and an on/off facility for the fluorescent wall lights.

A more decorative approach has been taken for the dining and



conference rooms, using fully recessed and eyeball low voltage spotlights and wall mounted 2D 28W semi-indirect luminaires.

Once again a choice of switching is provided. For example, the conference room has four control circuits: for perimeter downlights,

table downlights, wall mounted luminaires, and picture spotlights.

The first and second circuits have dimming capabilities while the third and fourth circuits have on/off control only.

Atrium

The atrium is the focal point of interest in the building, with outstanding planting at ground floor level adding colour.

Unfortunately, once daylight fades so the effect of the atrium diminishes and its attraction is lost. A lighting system using 150W metal halide spotlights (3000K and 4000K) therefore operates, simulating the effect of sunlight.

These spotlights are controlled from a dedicated central controller where each spotlight is switched on at a pre-determined time in relation to adjacent spotlights, thus giving an effect which simulates the movement of the sun through its trajectory in the sky.

The spotlights are connected to a switching unit which accepts signals from the central controller. A photocell monitors illuminance in the atrium and on sunny days the lighting is switched off.

After sunset, the spotlights are programmed for a general lighting effect to ensure the atrium remains a focal point.



Typical open plan office. A photocell is recessed into the ceiling between the fluorescent fittings.

NEW 'ROAD LIGHTER' FROM GAASH



A new concept in street lighting luminaires and reflector design has been introduced by Gaash Lighting Industries of Israel through his "Road Lighter". Particularly designed for two and three lane routes, it reaches ratios of up to 5:1 distance to mounting height. At these extreme conditions, its superb cutoff characteristics ensure its compliance with the latest CIE standards. The "Road Lighter" photometrics, is not its only advantage. A lantern designed with special attention to maintenance, allows replacement of almost any part in 2 or 3 minutes, including gear tray by means of a quick snap-in connector. Among other features:

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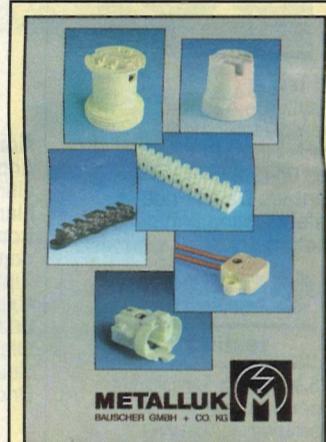
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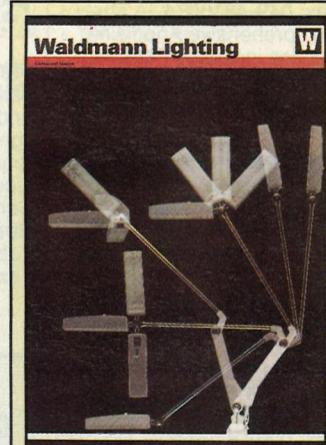
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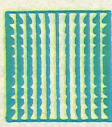
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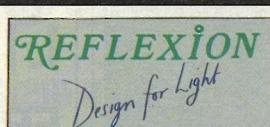
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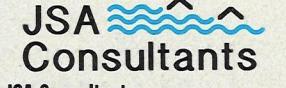
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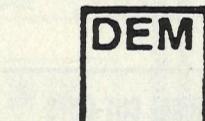


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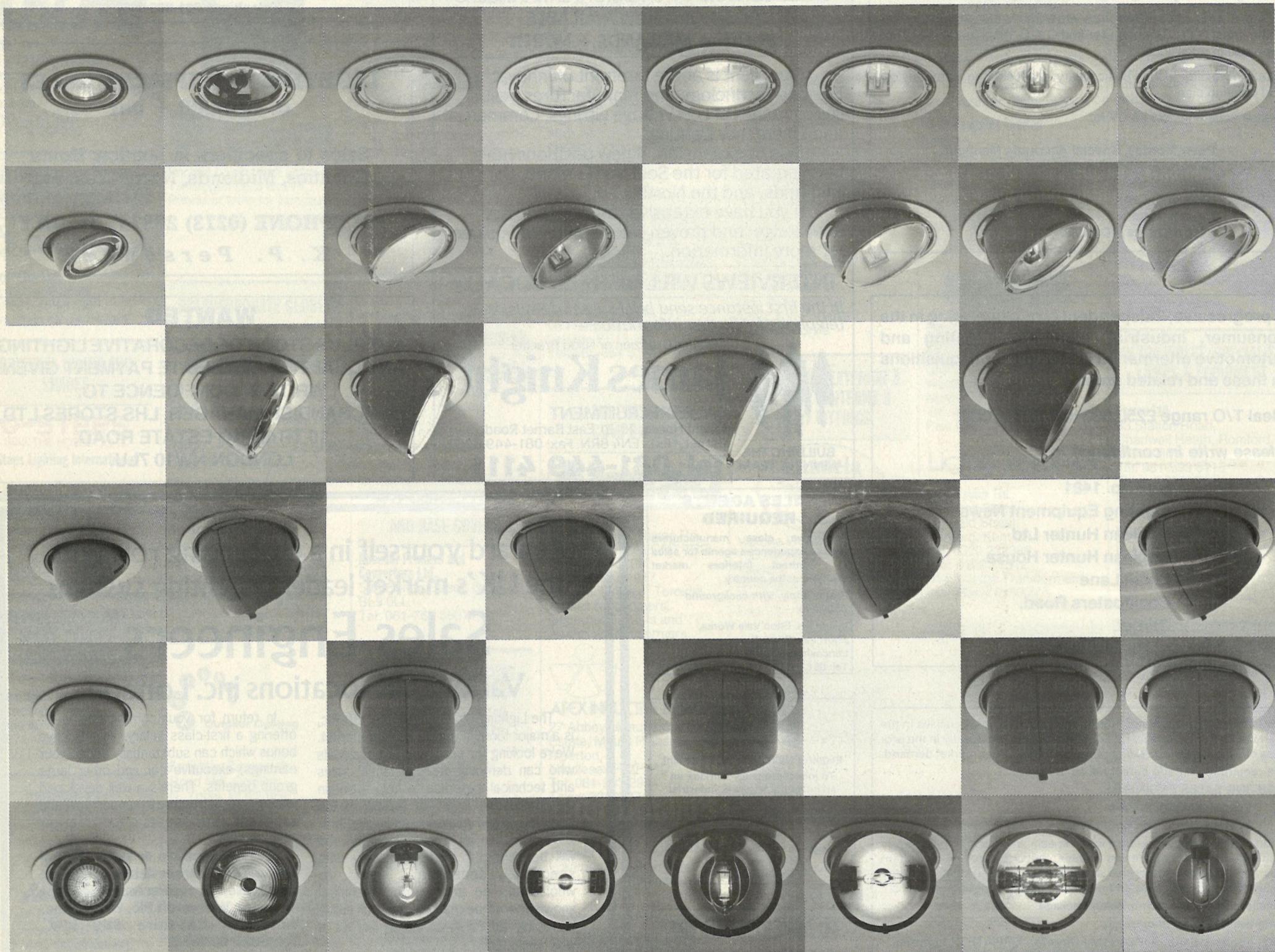
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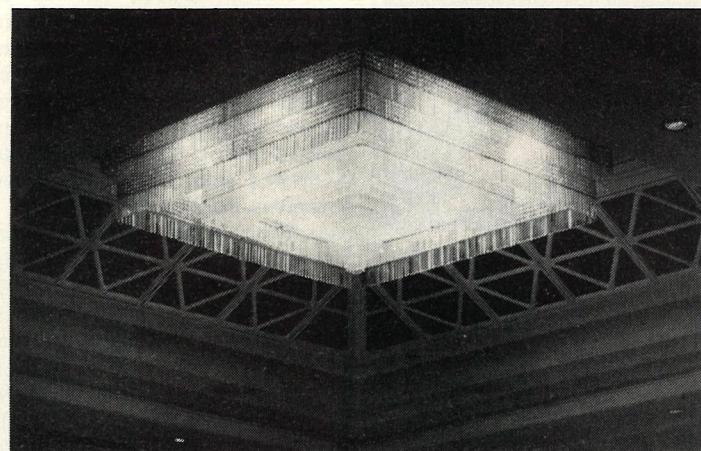
ORIGINE DI LUCE

Even the chandeliers are upwardly mobile

The lighting contract for the Royal Lancaster Hotel, London, was particularly complicated because it involved the design and installation of variable depth chandeliers.

This was to solve the problem of having chandeliers to create maximum decorative effect when the ballroom in the Nine Kings' suite is used for banqueting, while also allowing maximum ceiling height for exhibitions.

The lamps had to be within the minimum depth but still able to illuminate the crystals evenly and provide efficient working light in



both situations.

Montrose International has achieved this by using 25 tungsten halogen 50W eyeball fittings recessed into the reflector of each chandelier.

An electro-mechanical system of winches above the ceiling was devised to shorten or lengthen the fixtures without creating maintenance problems due to displaced

crystals.

The chandeliers rise or fall in 16 seconds, each level of crystal moving at a different speed. A control system was designed to dim or brighten the lighting in whichever direction it is travelling to create maximum visual impact. Dimming equipment for the installation is by Strand Lighting.

Most difficult of all, an 'anti-

tinkling device' had to be designed to prevent the crystals from being blown together by air currents from the air conditioning system and creating an unacceptable noise level.

Adjustable brass bars were fixed behind each tier of crystal to steady the drops and prevent them from being blown against each other.



DSS is daylight linked

A high technology lighting installation in the DSS offices at Cowcaddens, Glasgow, not only provides good working conditions for staff but could halve energy bills, compared with a conventional fluorescent installation.

The new lighting uses 415 Philips' TBS300 three-lamp recessed fluorescent luminaires fitted with mirrored light controllers and the latest high frequency operation with light output regulation.

Further energy is saved at Cowcaddens in two ways, both without reduction in the quality of the installation.

Firstly, the light output of luminaires is controlled by the Philips' daylight linking circuit, in which light sensors automatically reduce the output as daylight increases, to maintain a constant 500 lux on the working plane.

Lighting is switched off completely when natural light can maintain 500 lux or more, and the system has a built-in buffer to eliminate spurious switching caused by passing clouds.

Secondly, wasteful lighting is avoided by replacing conventional switches with infra-red proximity sensors, which only switch on the lighting if there is someone in the area.

fittings required in installations (telephone 312 281 1962).

● **Econolight Ltd** explains its energy saving controls in a recently published folder (telephone 0444 455103).

● **Cryselco Ltd** has a leaflet on a modular linear lighting system from Spain (telephone 0234 273355).

● **Avitec Electronics (UK) Ltd** has a new products brochure showing lighting and sound equipment such as imaginative beam effects for rock concerts, discos and ice rinks (telephone 0462 458961).

● **Miranda Contracts Ltd** has produced a coloured brochure of its table lamps, floor standards, chandeliers with matching wall lights, and tables (telephone 071-630 1524).

● **Hael Lighting** has an illustrated brochure of its wide range of low voltage spotlights, track and downlights (telephone 091-258 5246).

● **JSB Electrical plc** gives details of its emergency lighting, mains luminaires and fire detection systems in a new catalogue (telephone 0477 37773).

● **Reggiani Ltd**'s low voltage catalogue describes its low voltage spotlights, downlights and pendants (telephone 081-953 0855).

To be perfectly honest we're not really interested in the product at this stage.

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2 LEN 3

Issued by BSI Quality Assurance, PO Box 375 Linford Wood, Milton Keynes MK14 6LL.

It's safer underground

Since the King's Cross tragedy means of escape has become a matter of public concern. Industrolite Limited, have developed a new handrail emergency lighting system, together with the British Rail Environmental Engineering Department, that not only acts as emergency lighting but can also be used to guide people to the exits and safety. The system concentrates light at a level which will initially be free from smoke-logging.

Many hours of research and testing using varying light sources and diffusing materials went into the

development of these units, even to the extent of BR closing down one of their underground stations and simulating a fire situation.

Although intended for underground stations, the system is also suited for use in situations such as hospitals and old people's homes. The system has the advantage that it helps the movement of people to safety not just by lighting the way but also by giving a physical means of guidance.

The system comprises extruded aluminium and sheet steel sections. Finished in white polyester powder coat, each section has



a photoluminescent area to the front of the vandal resistant opal front diffuser. There is a clear panel fitted to the bottom area and the whole offers a through wiring facility. Illumination is provided by 36W linear fluorescent lamps with the emergency supply coming from sealed nickel cadmium batteries supplied by Chloride.

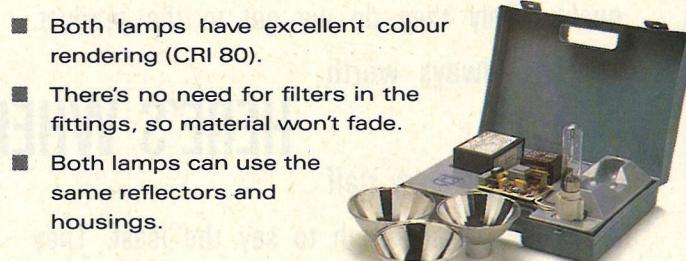
A free-standing system with the handrail fitted to stanchions is being developed, and an outdoor version to guide people right away from the source of danger is currently under consideration.



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LEN/7/90

Philips Lighting



PHILIPS

Reader Service No. 21

Light in fashion

When fashion house Honeysuckle, wanted to link two Grade II listed buildings to give them a London headquarters, daylight colour rendering and high illumination levels without shadows were top priorities.

Architects, Bernard Blaue, drew up plans to connect the two buildings at the back at ground floor and basement levels and thus created a narrow 50m long space sub-divided into design studio, showrooms, workrooms and office space. They provided natural light by creating light wells to basement level on each street frontage and by creating a light well between the two buildings by cutting away the ground floor slab, linking the buildings at ground floor level by a bridge, and introducing a barrel vaulted roof. Glass partitions, soundproofed for privacy, maximise the available natural light.

The choice of lighting system was restricted as the buildings had concrete ceilings and, while a central service duct could be used for downlighting and emergency lighting, both showroom and working areas needed overhead illumination. Uplighting was rejected as it would place too much emphasis on the ceiling and would not light the inner space between walls to the desired illumination level. Lighting

specialists, Light Years, specified Wirelight, a minimalist low voltage cable lighting system which branches out from the duct to the perimeter walls and gives 680 lux horizontal luminance on the working plane with a colour temperature of 3000K. This provides flexible, directional lighting, and the installation caused minimal disturbance to the ceiling. The 75W lamps provide a uniform blanket of light throughout the building.

Circulation space was lit by low voltage recessed downlighters installed in the central service duct. Selected fittings have an emergency facility and can switch to battery power should the mains power fail for up to 3 hours, providing 100 per cent light output from the maintained low voltage lamps.

Metal halide HQI-TS WDL uplighters mounted under the atrium bridge, throw light onto two murals, and linear halogen floodlights were used to provide indirect lighting in the basement design studio light well to supplement the low voltage downlighters for ambient and task lighting.

Lighting reinforces the image of a high-design fashion company, complementing an interior furnished in wood, stainless steel, and graphite-blue metal.



European trip for top apprentice

The apprentice of the year in the 1990 Edmundson ECA award scheme will visit Germany and Italy as part of the award. The two-week study trip is being organised through this year's host organisations, Square D Company Europe and BICC Cables. This is the sixteenth year of the award which is sponsored by electrical wholesalers Edmundson Electrical in

conjunction with the Electrical Contractors Association.

To qualify for entry to the national award competition, apprentices must be registered with the Joint Industry Board for the electrical contracting industry, and working for an ECA member firm. In addition they must achieve a distinction in the City & Guilds Part 2 examination in electrical installation and be under 21 years old at the time of the examination.

The 1990 Apprentice of the Year will be announced at a London presentation luncheon in July when the winner will meet the hosts for the overseas trip, and receive a £500 expenses cheque.

IN YOUR NEXT ISSUE

Specialised light sources including lamps producing light in the ultraviolet range of the spectrum will be featured in the August issue of LEN. Many of these lamps have been developed for specific industrial processes.

A final report on this year's Hanover Fair will look at trends in the luminaire field. Tubular systems and up-lighters were particularly in evidence here, and luminaires are increasingly being designed for the new light sources.

Decorative Lighting



Buyers' Guide 1990/91

- Weathering the storm
- New lamps and luminaires
- Home security lighting

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Decorative Lighting Buyers' Guide 1990/91

Front cover: The former directors' offices of Trusthouse Forte at Grosvenor House now form one of the best-equipped conference venues in Britain, comprising 18 function rooms. Called simply (86 Park Lane), the centre has been designed to convey the understated elegance of an exclusive gentleman's club. Ten-light Georgian chandeliers and two-light wall brackets in cast brass by Chelsom enhance the historical flavour of the conversion.



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HOW TO USE THIS GUIDE

First refer to pages 27-32 and locate the type of luminaire in which you are interested under the headings Traditional or Modern. Then in the vertical list of materials on the left hand side of each page find the structural material of the luminaire that you require. By reading down and across the page from these headings you can then locate the key numbers of the manufacturers who produce these fittings. The key numbers are listed in numerical order against the alphabetical list of all members on pages 15-23.

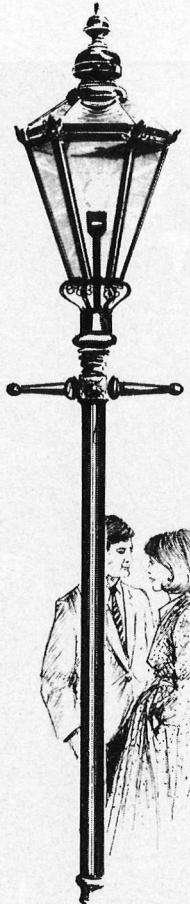
For further information on the decorative lighting industry:
Decorative Lighting Association, Bryn, Bishops Castle, Shropshire SY9 5LE. Telephone: 058 84658.

Maclean Hunter Ltd, Maclean Hunter House, Chalk Lane, Cockfosters Road, Barnet, Hertfordshire EN4 0BU

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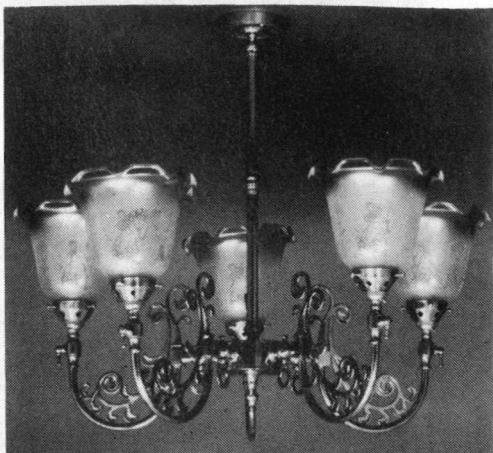
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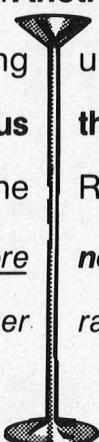
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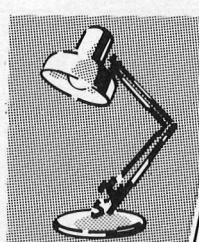


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President's message: Weathering the storm

Retailers are once more wringing their hands as they watch the consumer spending bubble of the eighties coming to grief on the sharp, financial edge of the new decade.

Hardest hit are those at the lower end of the market, where volume sales have evaporated as fast as spilt petrol. Many retailers must be dreading the spark from the bank which could shoot their business down in flames. So what do they do now?

There are several feasible options.

First, sales of high quality, up-market, luminaires remain relatively healthy, so a move in that direction is obvious.

Diversification

Second, diversification into less traditional areas of lighting can provide a sales boost. Those consumers who are still spending may be looking to protect and enhance their homes with security and garden lighting. However, they are unlikely to buy from a retailer who profers goods without offering comprehensive advice on use and installation.

The fact is that the majority of lighting retail staff, from shop juniors through to managers and owners, do not have the product knowledge to communicate in the first place.

This brings us to the third business survival point — training.

In September, the Decorative Lighting Association launches 'Product Knowledge and Selling Techniques', a six-month correspondence course specially



This year's DLA President, Maurice Green.

designed to equip participants with vital basic ideas and information to help them capitalise on sales.

While training is a long-term method of raising standards and increasing sales, it is nevertheless a very necessary step which I feel retailers should embark upon as soon as possible.

The course has been designed with working people in mind and it is being heavily subsidised by the DLA to enable as large a number of people as possible to take part. Of the £100 per student fee, the DLA will actually refund £50 to those successfully completing it.

Study should not take any longer than three hours per week and most of it can be done during quiet periods in the shop or store. Indeed, this will be almost essential, since some of the course will involve looking at and learning about the merchandise in your shop.

At the end of the course, there will be a meeting of all participants for a final assignment and feedback session.

Those taking part will gain a

wealth of information on selling skills, lighting and associated products, light itself — how to advise on its qualities and quantity — and electricity and safety. Entrants also keep the complete binder of course material for future reference.

Interest among retailers at a specially-convened meeting in May indicated that there will be a high number of participants on September's inaugural course.

As President of the Association, I know how much hard work has been put into formulating the course, I enthusiastically endorse its aims, and I am positive that the increased sales and product knowledge which will result will have substantial benefits for the industry as a whole. Those who ignore the course will do so to their eventual detriment.

Let's use the quiet patch to arm ourselves with the knowledge to come out fighting when trade picks up.

MAURICE GREEN
President, DLA



Low voltage pack comes complete with push-fit leads and its own transformer.

Low voltage luminaires in the home

The most prominent characteristic of the stars is the variance of their brightness. Hipparchus (150 BC) classified them by brightness into six magnitudes (the telescope increased these to thirty). The mere concept that light can be measured was a great step forward.

Many further steps have been taken, indeed, "Practical Electric Lighting" (A. Bromley Holmes, 1889) only talks of the electric light as a possible means of general illumination. It is also interesting to note that within this textbook he argues that:

"At the present time a feeling is steadily gaining ground that the cheapest light need not of necessity prove the most economical, and that health, cleanliness, and comfort deserve consideration when rival methods of lighting are discussed."

Low voltage tungsten halogen fittings have taken a long time to establish themselves in the home. Cost and lack of consumer knowledge are obvious contributory causes. Barry Lister, of Quest Emess, takes the mystery out of this new trend in domestic lighting.

He was, of course, arguing the merits of electric light over the gas light. However, the behavioural principles and concepts of light in the home are unfortunately, to many, not important subjects and little progress has been made in customer perception, or in the presentation of new products to

the consumer, beyond the GLS brass and glass central pendants.

It can be argued that this is the sector most in need of change and development. The latest TMS report shows clearly that it had the largest drop in volume during 1989. Low voltage lamps will certainly create many changes in the

domestic lighting scene; their size, quality of colour and energy-saving characteristics can enhance the appearance and ambience of any home.

Most new homes are designed to maximise the use of natural daylight and, thus, reflect the human desire for natural lighting. It is this desire that leads us to develop artificial light sources that move closer to the appearance of natural daylight.

The low voltage tungsten halogen lamp has created the means by which this can be achieved. The tungsten halogen cycle enables the tungsten filament to run at a high colour temperature (3000K) and also provides a higher luminous efficacy (up to 25m/watt).

The brilliant white light, energy saving and compact size characteristics of the lamp create many opportunities. In which direction will the low voltage

LUMINAIRES

tungsten halogen lamp take domestic luminaire design? My view is that it will continue to create a new and exciting market in the domestic sector and this will be in all the main product areas.

Recessed

This type of domestic lighting is unquestionably suited to the low voltage lamp as it helps to create a small, discreet, low-profile luminaire in which the lamp is able to perform its lighting function. It has the distinct advantage of being suitable for both the modern and the traditionally decorated home.

It also has the valuable advantage of being out of reach of inquisitive hands that may come into contact with the high temperature of the lamp.

Which of the basic lamp types would be most suitable — dichroic or capsule? The need to provide a protective cover glass and easy lamp change certainly takes us towards the glass-fronted dichroic reflector lamp despite the extra cost.

The difficulty is that the product needs a transformer. The prohibitive cost of one transformer per luminaire makes the end product appear very expensive to the consumer. Therefore, the cost of the

transformer needs to be shared over two or three lighting points. Quest Emess solved this problem by producing a complete home-pack with transformer, lamps and an easy to install plug/socket arrangement between transformer and luminaire. This will overcome some of the consumer resistance and perceived installation difficulties.

The retailer can then start to look at some realistic retail price levels of £49.99, £39.99 and £29.99 for 3, 2 and 1 light packs.

Ceiling/Wall

This sector of the market will present the biggest design challenge to the decorative lighting industry as the inherent tendency is towards traditionally shaped pendant luminaires. How can they be changed? Do the designs incorporating this lamp type have to be ultra modern or of a spot type?

They certainly are suitable for both, and a range of decorative low voltage products that attempts to bring together the design advantages of both will be launched later this year.

Table/Floor

This form has already begun to appear in many retail outlets. It is

of course the easiest low voltage package to produce for the domestic market as it avoids many installation problems.

The lamp temperature in this situation is an important limiting factor as the lamp is within easy reach. It is difficult to see how a luminaire of this type can be sold without a protective cover glass. The domestic lighting industry suffered a sharp decline during 1989 — TMS reports a 12% reduction to £307 million — and this has continued during 1990. The decline was the largest in the home furnishing sector and the biggest decline was reserved for the ceiling pendant.

Why should lighting be any less of a priority product that other furnishing in the home during periods of financial tightness? Surely this is a clear indication of the industry's failure to create a need and desire within the consumer's mind.

Conventional wisdom that commercial lighting specifiers only discuss the quality and quantity of light and domestic lighting buyers only discuss price may, in many instances, be true but times and conventions are changing. The domestic purchaser is becoming much more aware of the quality and opportunities that modern light sources afford.

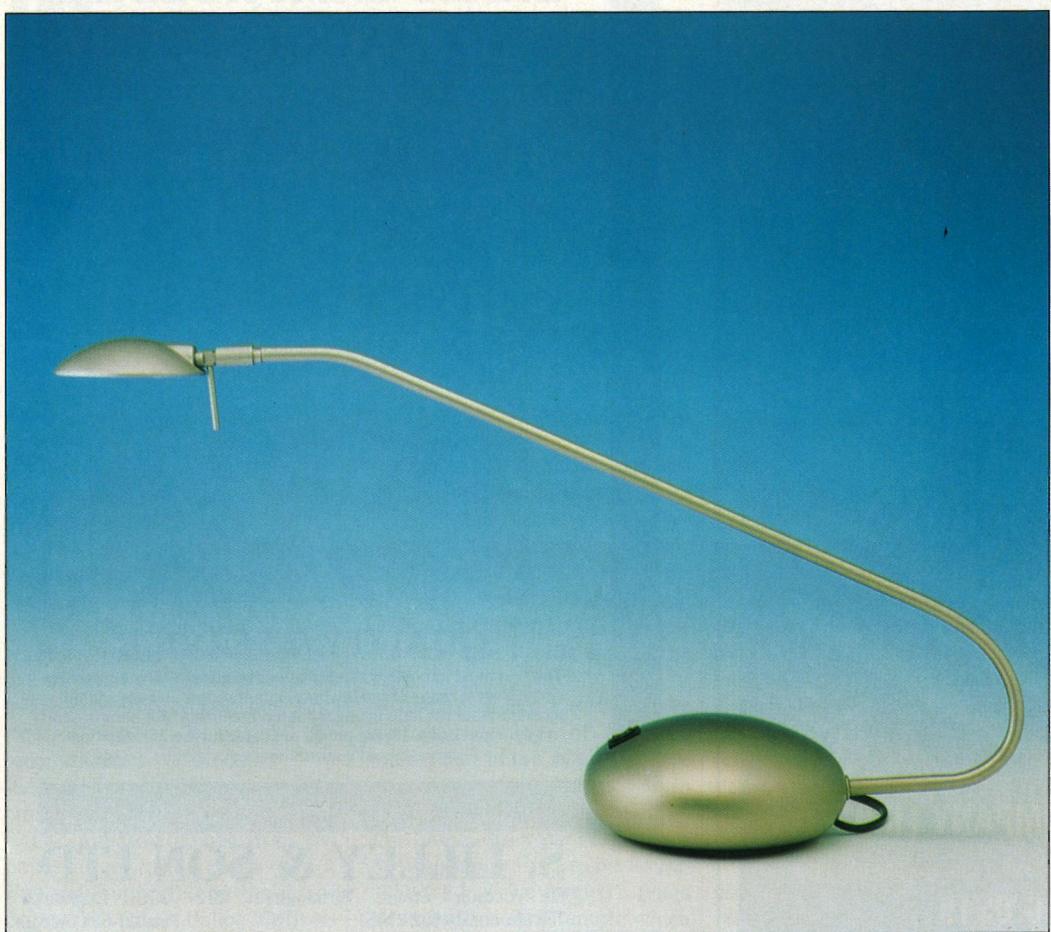
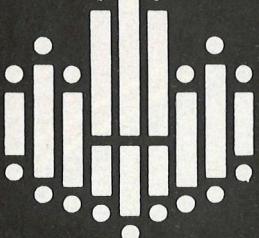


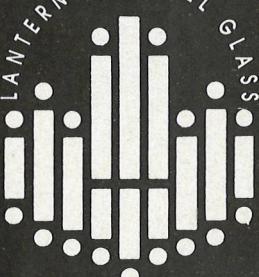
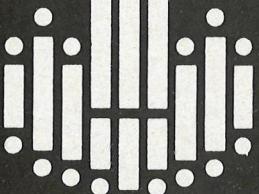
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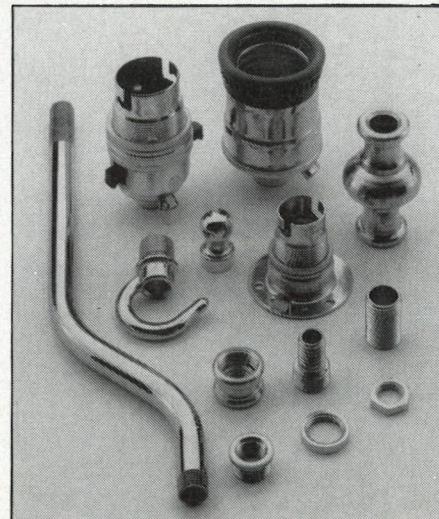
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Reader Service No. 308

DLA Buyers Guide 1990

Home security in a new light

An increased awareness among home owners of the value of security lighting has led to fittings being developed specially for the domestic market. Geoff Platt looks at products to suit all pockets.

Much media attention is focussed on alarming stories of increased crime figures. Statistics show the high number of break-ins and burglaries in the home, with many of those crimes taking place at night.

Not surprisingly, therefore, recent years have seen an increasing awareness of the need for home security lighting, since that is accepted as the best way of protecting a property.

A former burglar, turned security consultant, confirms that the criminal — whether petty thief or seasoned professional — steers clear of places that are well lit, because the chances of being seen are high.

Security lighting substantially reduces the risk of crime. Primarily it acts as a powerful deterrent to burglars, but will also provide a 'welcome-home' light.

The Neighbourhood Watch scheme strongly recommends the use of exterior lighting controlled by passive infra-red switches. And exterior lighting is one of the recommended standards of security in an initiative to fight crime, 'Secured by Design'.

The initiative comes from ten police forces in the south east of England, supported by the Association of Chief Police Officers and the Home Office. It is sponsored by the Electricity Council

and a number of companies including Philips Lighting.

Under the scheme builders of new estates and developments whose houses and flats conform in recommended standards of security, including exterior lighting, will be able to display a Home Office-approved logo on their promotional material.

The scheme has been a great success and is now being extended nationwide.

Domestic market

In the past security, lighting has tended to be the preserve of the commercial building sector, with large, powerful floodlights fixed at strategic points.

While many of those products have been adapted for use around the home, manufacturers are developing growing ranges of products designed specifically for the domestic environment. Products that will not upset the next door neighbour nor light up the rest of the street.

Companies like **Catalina** have developed a range of domestic lanterns that fit the bill. "We were the first company to innovate in this way," says Kevin Gilmartin. "The home owner does not want a 500W spotlight fixed to his house.

"So we have developed a range that includes a 60W lantern which is cheap to run and looks attractive. Fitted with a small PTR sensor, it



Spotlight from Micromark using a 500W tungsten halogen lamp.

does the job of providing both security and courtesy lighting."

The home owner can now protect his property to the same quality level as the commercial or industrial manager.

While this is a fast growing market, Roger Lane of **Superswitch** says there is still a long way to go. People can see the benefits of such equipment but are often slow to purchase and make use of them.

"If one person in the street or estate buys one, this may lead to others following suit."

But Roger is not convinced the home owner is using security pro-

ducts in the right way. "I think too often they are being used for their convenience, rather than security value. Because it will switch on when you arrive home, give you light to lock up the car and find your key, such lights are often fitted only at the front of the house."

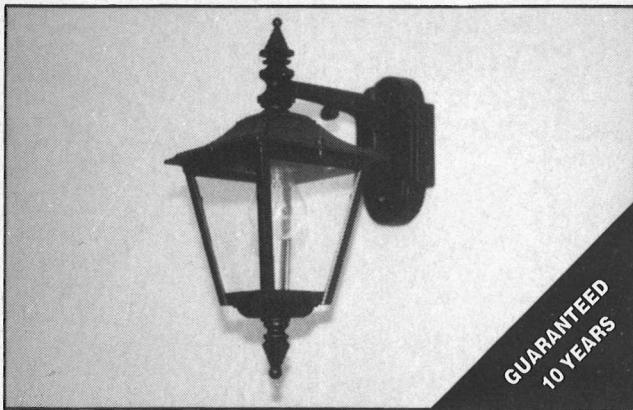
Back garden risk

"Yet it is a known fact that the rear of a house is more vulnerable, because the would-be intruder feels safer, out of sight of neighbouring eyes and passers-by."

On the outside of the house there are three progressive stages

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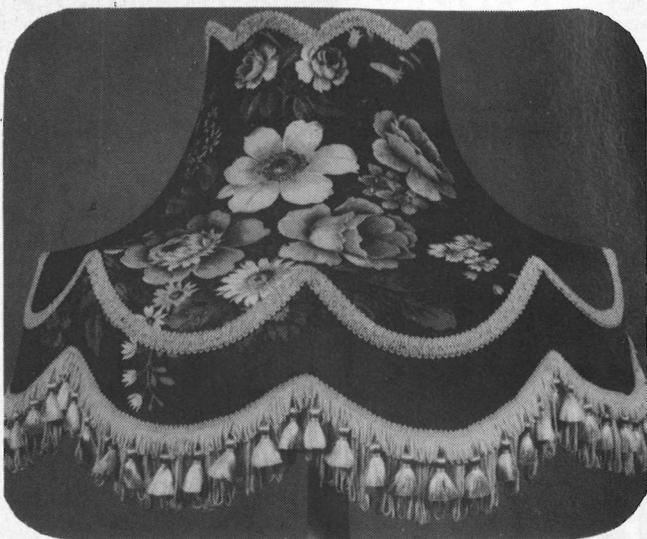
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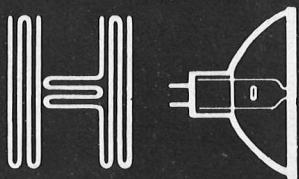
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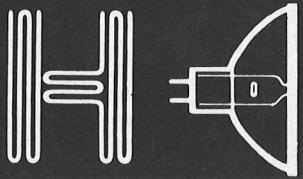
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SECURITY LIGHTING

to installing security light fittings, according to a specially produced consumer leaflet from Philips Lighting.

The first involves the installation of a light outside the home to deter intruders and to provide peace of mind. This might be a powerful floodlight or energy saving lamp.

The second involves the installation of a more sophisticated fitting, a porch or wall light that incorporates a photo-electric sensor cell. This switches the light on as soon as it gets dark and turns it off again when it gets light.

At the top of the range, home owners can install a dual-purpose fitting with both passive infra-red sensors to detect heat and movement from body or car, together with a photocell for automatic night security.

And there are a wide range of options on outdoor controllers, says Don Jennings of **Micromark**. From simple 24 hour controllers which simply turn lights on and off at set times to sophisticated units that will switch lights on and off several times a day and on a random basis if necessary.

The 'dusk-to-dawn' control uses a photo-electric cell to sense the brightness of the light around it and turns the fitting on when it is getting dark and off again when it is getting light.

Most fittings that are described as a 'security light' use a passive infra-red sensor switch which is triggered by radiant heat. Human bodies radiate heat no matter how cold the weather or how well wrapped up they are. Many of these sensors are set so that a small

object, such as a cat or dog will not set them off, but a human or a car will.

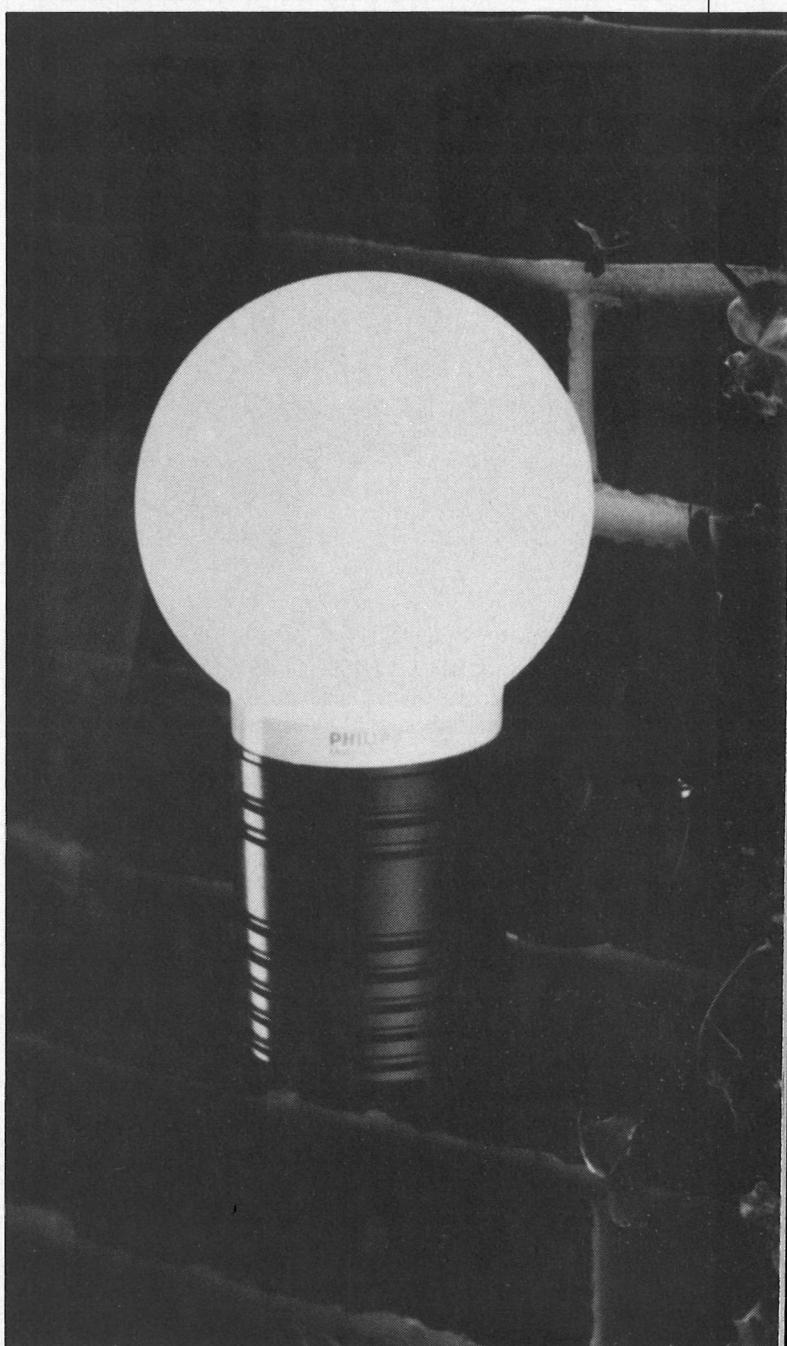
The PIR controlled light can come in various types and styles. The sensor can be integrated into the light or be a separate unit controlling more than one fitting.

A typical range of security lighting products comes from **Home Automation**, and has been available through **Lampways** for the past six months. Aimed at the non-technical DIY home owner, the range includes a photocell dusk/dawn switch, uni- and multi-directional PIR switches and a courtesy light and tungsten halogen flood, both with PIR sensors. Pre-tested with no user adjustment needed, the range is reported to be selling really well.

If one person in the street or estate buys one, this may lead to others following suit. 7

A similar range comes from **Micromark**. Separate controls for new or existing lighting, that can be used with more than one lamp, and a range of lamps from glass globes to rectangular polycarbonate diffusers.

For those who want to obtain 'olde worlde' charm there is a new rust-proofed and epoxy-coated steel lantern, complete with infra-red control. A similar lantern, in decorative wrought iron, comes from the Falcon Force range of **Thomas Haywood**.



Wall light from Philips is very economical to run.

The **Philips** range includes low wattage energy efficient lights with photocells costing less than 1p a night to run.

Switched on

On the inside of the home the humble light switch has become an additional defensive measure. Again, switches can take different forms. Some will automatically switch lights on and off at pre-set times during the owner's absence. Others will vary the pre-set times by a few minutes every day in order to prevent the platform becoming too recognisable and obviously false.

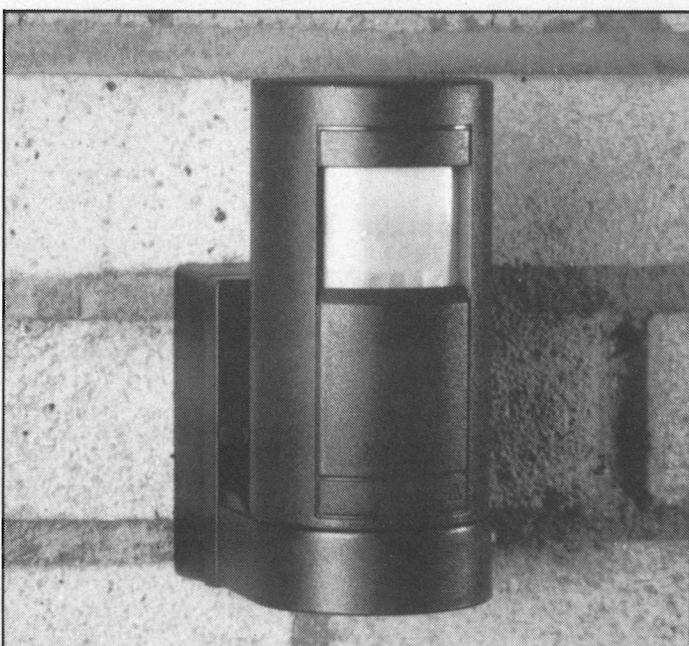
A third type have the ability to programme themselves by monitoring a typical day's lighting

activity and storing the sequence in its memory for later use.

Switches from companies like **Superswitch** are designed to replace existing switches very quickly. The cover hinges down to reveal the controls and a liquid crystal display indicator shows whether the light is in automatic or manual mode and the chosen programmed times.

Although relatively new, domestic security lighting is a growing market sector, increasing in popularity with the public. The potential is enormous.

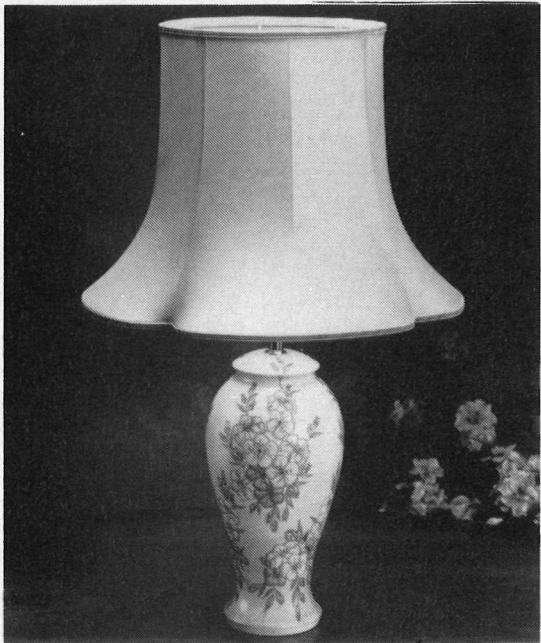
As crime statistics are reported to be increasing it is interesting to conjecture what might happen if the day ever comes when insurance companies insist on their use.



PIR unit converts outdoor lighting into security lighting.

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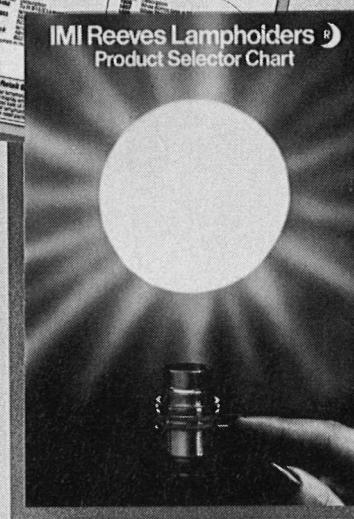
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New lamps for old

Philips Lighting has singled out halogen lighting as an area ripe for expansion in the consumer market. Marion Bridgen of the company's Consumer Division talked to the Buyers' Guide about how Philips proposes to set about this task.

Bringing the domestic consumer to appreciate the advantages of the new high technology light sources requires a very different approach from educating the professional or semi-professional user in shops, hotels or restaurants. In the past the most popular route has been through promoting the advantages of energy saving lamp technology — the compact fluorescent route. But when Philips Lighting decided to stimulate appreciation of and investment in advanced technology light sources in the domestic market, the company rather chose to look at the enhanced quality of light produced by the halogen family of sources.

The first requirement was to sort a complete range out of the professional lamps available which were suitable or could be modified for the domestic market.

Flagship of the new range is the **Halogena** lamp. One of two mains voltage lamps included as being suitable for the domestic market, the lamp produces the clear white light typical of halogen sources and can be used with any dimmer. The lamp is designed as a direct replacement for the gls lamp. It is only slightly longer than the latter and can be used in all open and many enclosed luminaires designed to take the common lamp bulb, so the customer does not need to commit himself to purchasing a lamp specific luminaire.

Unlike many of the other

members of the halogen family, Halogena is also user friendly. A double envelope form of construction enables it to be handled in the same way as the gls lamp it replaces.

The lamp comes in 75W and 100W versions with a choice of bayonet cap or Eddison screw and in a 150W version in Eddison screw form only. Clear or opal finishes are available: the former is more suitable for use as a light source in an uplighter or wall washer, the latter is more useful as a replacement for a gls lamp in a pendant or table lamp fitting as it slightly softens the brightness of the light source — and both lamps are up to some 25% more efficient than an gls lamp of the same wattage. However, with a retail price of around £6 for the 75W and 100W versions, Halogena is unlikely to sell on grounds of energy efficiency, it is the quality of the light produced which will be a key to its success.

Linear lamps

Other offerings are more conventional. **Double ended linear tungsten halogen lamps** running directly from the mains have already been used fairly extensively in the consumer field for small outdoor floodlights. But linear lamps can be used to provide ambient lighting because of the way fittings direct light. Advantages of linear tungsten halogen are similar to those of Halogena. However, the lamps are not so user friendly in the sense



Living room section of the room setting, showing the alternative light sources provided.

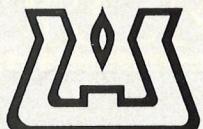


Dining room section of the room setting. Halogen fittings include uplighters and low voltage pendant.

that they should not be touched with the bare hands and require dedicated fittings.

Low voltage lamps are high performance items and need quality transformers for their safe and reliable operation. Equally, the very high currents in these lamp circuits means wiring between the transformer and the lamp must be suitably rated. All beam widths from narrow spot to flood may be obtained on the 12V power supply, and lamps can usually be dimmed by the use of a special circuit.

Dichroic lamps are undoubtedly the stars in this range. Although originally developed for their cool beam which could be used in the display lighting of perishable goods, it is the 'rainbow' appearance of the dichroic that is valued in decorative applications in the home. Their compact size leads to fittings being unobtrusive, but they must be specially designed to dissipate heat. A further advantage of the lamp is its long life, typically three times that of a normal light bulb.



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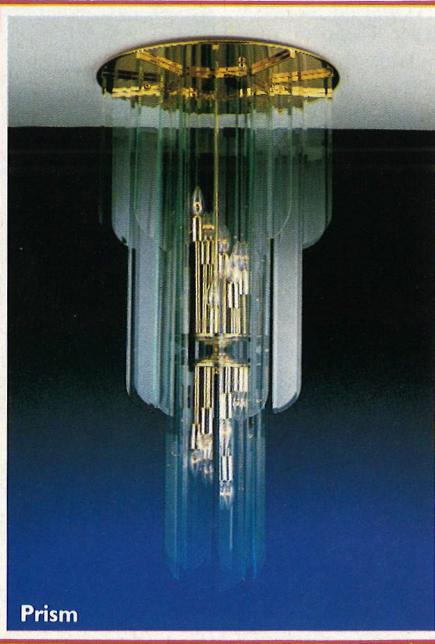
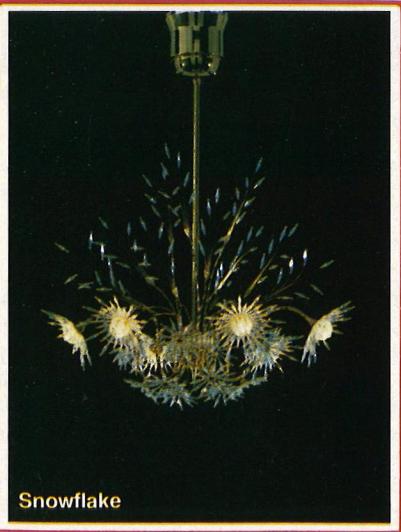
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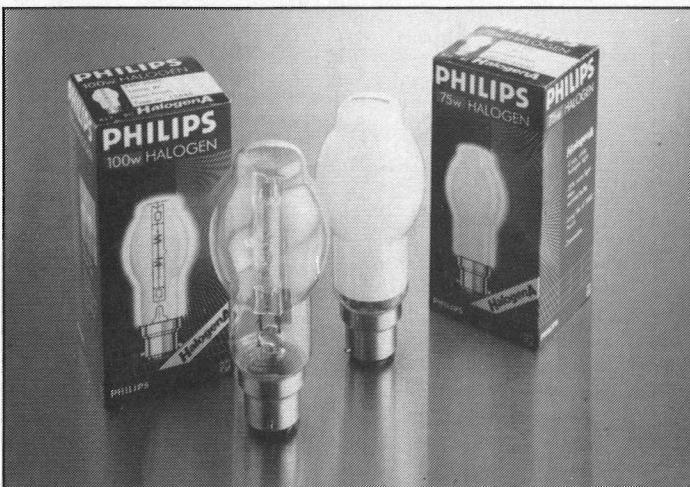
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The Halogena mains voltage halogen lamp.

Aluminium lamps offer the advantages of compact low voltage halogen lighting but have highly polished aluminium reflectors. Radiated heat and light are both focussed forwards so that lamps can be used in very compact, totally enclosed fittings. Life is slightly shorter than the dichroics, typically up to 2000 hours, and the reflector gives excellent beam control.

Capsule lamps offer the long life of a halogen lamp and are sturdy and compact, but are cheaper than the two previous lamp types as only the bulb is replaced on failure. However, beam control is less exact. Versions are available with a choice of transverse or axial filaments which permit a wide choice of reflector types.

Foolproof

This chosen range of lamps then had to be adapted for domestic use. Basically this meant that the product needed to be made as foolproof as possible — working on the principle that if customers could conceivably find a way of misusing a product they will unerringly find a way of doing so! By way of an example, the company's double ended linear tungsten halogen lamp was modified to give universal operating positions for all lamps up to 500W rating, filaments were reinforced to give added safety and resistance to mechanical shock, and arc suppressing fuses were installed each end of the lamp as a further safety measure.

The modified products were then packaged in a suitable way for the consumer market — for instance, in blister packs with full instructions as to use. And any special safety features included in the product were spelled out. Colour coding had a role to play

here as it can act as an instant link between the lamp and its packaging, makes the product instantly recognisable and tends to built up customer confidence in the brand.

Having determined the final consumer range the next task was to market it, but this was not essentially seen as being directly the task for Philips.

When it comes to communication at customer level, the task in hand is really to carry out the education process accomplished ten or more years ago in the display lighting field. The major difference is that we are talking about a very price-sensitive area here. Above all, the consumer needs someone to answer his question as to why he should be expected to buy a more expensive lamp. He may think nothing of trading in his old chintzy three-piece suite for a sleek leather upholstered number. Numerous home decoration magazines have told him that's a fashion item. But he has traditionally shopped around for the cheapest light bulb

on the market — and that's his base line for lighting. On the fittings side, the number of luminaires available on the market is increasing and — with a range of products now retailing at £50 or under — high technology lighting is increasingly perceived as being reasonably priced.

At this level a lamp manufacturer like Philips cannot inform the individual customer directly. All such a company can hope to do is to provide sound technical information to the retailer and, thus, enable him to answer the questions of the average consumer in an authoritative way. So, as an initial move, Philips produced a retailers' reference guide to halogen lighting directed specifically at the consumer market.

This describes the principles underlying the halogen lamp and goes on to describe the members of that lamp family made available for home use. As an approach, the guide tries to associate lamps with fittings so that the retailer develops a feeling for the effect produced by a lamp/luminaire combination and not just its physical appearance.

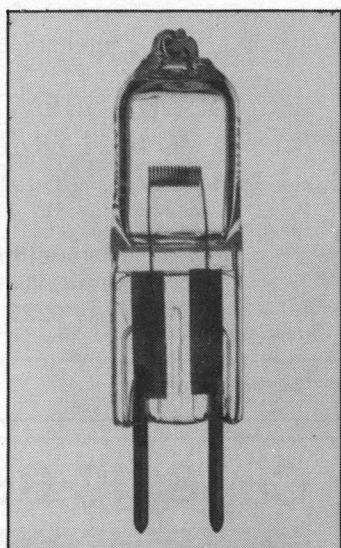
Room setting

A far more ambitious step has been the construction of a room setting in the company's Croydon head offices, which is just about ready to go into commission. The set shows traditional lighting arrangements — the standard gls ceiling pendant fitting coupled with table lamps at the room perimeter. It then goes on to demonstrate the use of gls lighting in a more exciting way.

From there, the lighting programme switches to halogen sources. These range from a group

of recessed ceiling sources showing off a fine pair of curtains to purely decorative fittings. The multiple use of the limited space in the average family home is shown by lighting a small dining room with a pendant low voltage dichroic fitting over the dining table for an intimate dinner, and the same room with wall mounted mains voltage tungsten halogen uplights providing task lighting to enable the room to double as an impromptu office or sewing room. All fittings are dimmable to show the effect of lower — and, hence, warmer — levels of lighting.

The aim is to encourage the retailer to provide a similar service for the customer — and Philips

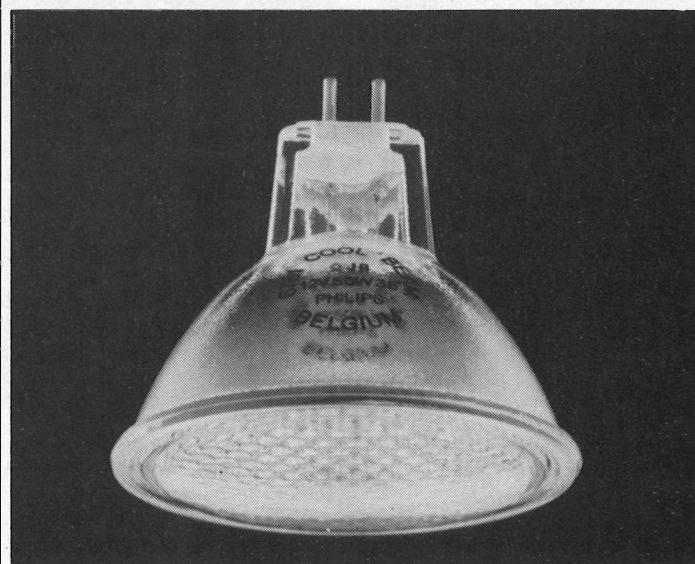


Halogen capsule lamp suitable for a reflector fitting.

Lighting would be delighted if retailers who came along to see the facility left enthusiastic enough to do something in their own store to show the consumer what can be achieved in his or her own home. Advice on planning the space in the shop would gladly be provided.

Moreover, the task should not be particularly difficult for those retailers who also carry furniture — as they already have room set displays — only the question of choice of luminaires and their installation would need to be tackled. The Philips room set is housed within a conference room, thus making it possible for retailers to come along and discuss their needs in a dedicated space and brief themselves at the same time.

Aspects of this ambitious consumer campaign, thus, cover safety, education and marketing. Advantages will only accrue over the longer term but could lead to a considerable added value in the lamp market.



Dichroic lamp showing rainbow effect of the reflector coating.

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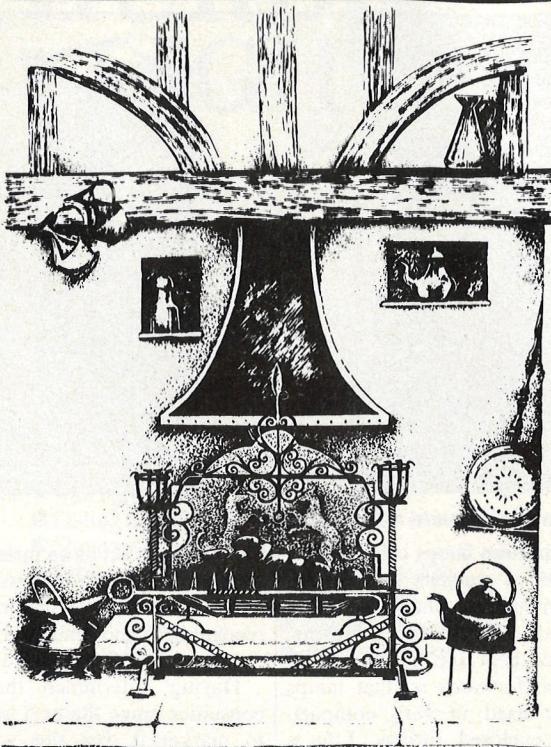
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8 Stafford Road, Caterham, Surrey CR3 6JA. Tel: 0883 343559. Fax: 0883 341502.

26 Beaumont Lighting
Miriam Harris Works, Weale Road, London E4 6JL. Tel: 081-524 1151.

28 Belgravia Arts Ltd
4 Ferrard Close, Ascot, Berkshire SL5 8LN. Tel 0344 882979.

29 *Bella Figura
715 Fulham Road, London, SW6 5UL. Tel: 071-373 1250. Fax: 071-373 7791.

30 *Besa Lighting Ltd
Unit 14, Chiswick Avenue, Mildenhall, Suffolk. Tel: 0638 713476.

31 Best & Lloyd Ltd
William Street West, Smethwick, Warley, West Midlands B66 2NX. Tel: 021-558 1191. Fax: 021-565 3547.

32 Bito (London) Ltd
Rectory Lane, Sidcup, Kent DA14 4QW. Tel: 081-302 7022. Fax: 081-308 0448.

33 *Peter Black Homeware (Lighting) Ltd
Keighley, West Yorkshire BD21 2JQ. Tel: 0535 661177. Fax: 0535 602177.

34 *E W Blockley Ltd
353 Upper Balsall Heath Road, Birmingham B12 9DR. Tel: 021-440 3340. Fax: 021-446 4023.

35 *Boone Systems Ltd
The Old Saw Mill, Pluckley Road, Betersden, Ashford, Kent TN26 3DD. Tel: 0233 82669. Fax: 0233 82501.

36 Bright Ideas
Houghton Centre, Salthouse Road, Brackmills, Northampton, NN4 0UL. Tel: 0604 768989.

37 Britannia Pottery Co Ltd
Vulcan Works, Canal Street, Longport, Stoke-on-Trent, Staffordshire ST6 4LU. Tel: 0782 838739.

38 *British Crystal Lighting Co Ltd
Unit 17, Premier Partnership Estate, The Leys, Brierley Hill, West Midlands DY5 3UP. Tel: 0384 73143. Fax: 0384 74506.

39 *British Electric Lamps Ltd
Spencer Hill Road, London SW19 4EN. Tel: 081-946 5035. Fax: 081-879 0602.

40 Brixton Pottery
41 Tunstall Street, London, SW9 8BZ. Tel: 071-274 1054.

41 BRP Lighting Ltd
8 Cheetwood Road, Broughton Street, Manchester M8 8AQ. Tel: 061-832 4178. Fax: 061-832 5358.

42 Buchanan Lighting Services
Unit 1, Hanborough Business Park, Long Hanborough, Oxfordshire OX7 2LH. Tel: 0993 883074. Fax: 0993 883191.

43 *By Crafts Furnishings Co Ltd
Station Works, Higham, Bury St Edmunds, Suffolk IP28 6NL. Tel: 0284 810569. Fax: 0284 811058.

44 CA Lighting Ltd
74-77 Magdalen Road, Oxford OX4 1RE. Tel: 0865 243188. Fax: 0865 790583.

45 Cameo Shades
74-77 Magdalen Road, Oxford OX4 1RE. Tel: 0865 724945. Fax: 0865 790583.

46 Candela Traditional Lighting Ltd
Victoria Works, 133 Reddings Lane, Birmingham, B11 3EY. Tel: 021-707 6936. Fax: 021-707 7425.

47 *Candelight Products Ltd
3/4 Parkhouse Lane, Tinsley, Sheffield S9 1XA. Tel: 0742 447515. Fax: 0742 421943.

48 *L J Cannell & Co Ltd
Units A and B, 15 Wintersells Road, Byfleet, Surrey KT14 7LF. Tel: 0932 336491.

49 Caprani Light (TFT Distributors Ltd)
45 High Street, Reigate, Surrey RH2 9AE. Tel: 0737 249688. Fax: 0737 224181.

50 *Carlson Lighting
The Old Cider Works, Bell Lane, Smarden, Ashford, Kent TN27 8PP. Tel: 0233 77711. Fax: 0233 77738.

51 Carna Lighting
Woodstock Road, Newtown Mount Kennedy, Co Wicklow, Republic of Ireland. Tel: 0001 810043. Fax: 0001 810333.

52 *Cartref Trading Ltd
7 St David's Close, Southdown Park, Buckley, Clwyd CG7 2QS. Tel: 0244 546810. Fax: 0244 313071.

53 Casa Bianchi Ltd
Roslyn House, Sun Street, Hitchin, Hertfordshire SG5 1AE. Tel: 0462 420054. Fax: 0462 421798.

54 *Cascade Electrolite Ltd
Alma Street, Radcliffe, Greater Manchester M26 0JR. Tel: 061-724 6031. Fax: 061-724 5712.

55 Castle Ceramics
Units 20-22, Trent Lane Industrial Estate, Castle Donington, Leicestershire DE7 2NP. Tel: 0332 850344. Fax: 0332 812419.

56 *Catalina Lighting
Arran Road, North Muirton Industrial Estate, Perth, Tayside PH1 3DZ. Tel: 0738 30766. Fax: 0738 30920.

57 CB Exclusive
Via di S Quiricon 31 Int, I-50142 Firenze, Italy. Tel: 010-39 55 717280. Fax: 010-39 55 717280.

58 CB Lighting Co
8 Victoria Street, Bristol, Avon, BS1 6BN. Tel: 0272 262361.

59 *Ceramadad Ltd
Old Bank Mill, Ball Haye Road, Leek, Staffordshire ST13 6AR. Tel: 0538 399099. Fax: 0538 386379.

60 Chad Lamps Ltd
James Road, Birmingham, B11 2BA. Tel: 021-707 7629. Fax: 021-707 9431.

61 *Chambers International Ltd
7 Montpellier Villas, Montpellier, Cheltenham, Gloucestershire GL50 2XE. Tel: 0242 525459. Fax: 0242 222779.

62 Chandelier Cleaning & Restoration Services Ltd
Gypsy Mead, Fyfield, Essex CM5 0RB. Tel: 0277 899444. Fax: 0277 899642.

63 Chandelier Specialist Lamps Ltd
Gypsy Mead, Fyfield, Essex CM5 0RB. Tel: 0277 899444. Fax: 0277 899642.

64 *Chelsom Ltd
Heritage House, Clifton Road, Blackpool, Lancashire FY4 4QF. Tel: 0253 791344. Fax: 0253 791341.

65 *The Chinese Collection
Acton Close, Long Eaton, Nottinghamshire NG10 1FZ. Tel: 0602 462882. Fax: 0602 460070.

66 Chinoiserie Ltd
72-78 Station Road, Shalford, Guildford, Surrey GU4 8HD. Tel: 0483 570233. Fax: 0483 505133.

67 *Christmas Lanterns
Kidbrooke Mansion, Kidbrooke Park, Forest Row, East Sussex, RH18 5JB. Tel: 034282 3516.

68 J M Clarke Ltd
64/66 Percy Road, Aylestone Park, Leicester LE2 8FN. Tel: 0533 833321. Fax: 0533 830730.

69 *Classic Reproductions
Unit 16, Highams Lodge Business Centre, Blackhorse Lane, London E17 6SH. Tel: 081-531 8627. Fax: 081-531 6056.

LIST OF MEMBERS

70 *A E Clutterbuck Ltd
Cranmore Drive, Shirley Trading Estate, Solihull, West Midlands B90 4PG. Tel: 021-704 3134. Fax: 021-704 3421.

71 C&M Packing Services
Oats Royd Mill, Luddenden, Halifax, West Yorkshire HX2 6TP. Tel: 0422 885018. Fax: 0422 885787.

72 *R C Collin (Lighting) Ltd
Unit 3, Buckley Road, Rochdale, Greater Manchester OL12 9DJ. Tel: 0706 41245. Fax: 0706 33128.

73 *Collingwood-VLM Ltd
17 Stilebrook Road, Yardley Road Industrial Estate, Olney, Buckinghamshire, MK46 5LS. Tel: 0234 712121. Fax: 0234 713637.

74 Colourcover Ltd
Greenbank Business Park, Blakewater Road, Blackburn, Lancashire BB1 3HU. Tel: 0254 682294. Fax: 0254 583519.

75 *Contessa Furnishings (London) Ltd
4 Lower Sydenham Industrial Estate, Kangleby Bridge Road, London SE26 5BA. Tel: 081-778 9166. Fax: 081-659 9527.

76 *Copper Lamp Co Ltd
Unit D, Nutts Lane, Hinckley, Leicestershire LE10 3EJ. Tel: 0455 633140. Fax: 0455 632664.

77 Country & Eastern Ltd
8 Redwell Street, Norwich, NR3 4SN. Tel: 0603 623107. Fax: 060 545277

78 *County Shades Ltd
Unit 3, Wyvern Industrial Estate, Beverley Way, New Malden, Surrey KT3 4PH. Tel: 081-949 8888. Fax: 081-942 0937.

79 Harry Cowan (Electrical) Ltd
15 Broughton Street, Manchester M8 8LZ. Tel: 061-832 7584.

80 *Cresswell Lighting Ltd
York Way, Royston, Hertfordshire SG8 5HJ. Tel: 0763 241166. Fax: 0763 248538.

81 Crestworth Ltd
Crestworth House, Sterte Avenue, Poole, Dorset BH15 2BD. Tel: 0202 676633. Fax: 0425 480320.

82 *Crompton Lighting
Woodlands House, The Avenue, Cliftonville, Northampton NN1 5BS. Tel: 0604 30201. Fax: 0604 26982.

83 Danish Lighting Group
Tojstrupvej 31, 8961 Allingabro, Denmark. Tel: 010-864 80100. Fax: 010-864 81382.

84 Martin Dannell & Co Ltd
Grosvenor Works, Mount Pleasant Hill, London E5 9NE. Tel: 081-806 8662. Fax: 081-806 7180.

85 *DAR Lighting Ltd
Wildmere Industrial Estate, Banbury, Oxfordshire OX16 7JZ. Tel: 0295 259391. Fax: 0295 271743.

86 *Daveen Manufacturing Co Ltd
Unit 16, Fleetway West Business Park, Wadsworth Road, Perivale, Middlesex UB6 7JD. Tel: 081-997 7200. Fax: 081-997 0329.

87 Dayclear Lighting Ltd
85A Cromford Road, Langley Mill, Derbyshire NG16 4DP. Tel: 0773 763787.

88 *Daytime Lighting
Prospect Road, Burntwood, Walsall, West Midlands WS7 0AG. Tel: 05436 73831. Fax: 05436 71404.

89 Dazzle
24 London Road, St Albans, Hertfordshire AL1 1NG. Tel: 0727 36671. Fax: 0727 44760.

90 Dazzle Lighting
Greenhill Mills, Florence Street, Bradford, West Yorkshire. Tel: 0274 660915. Fax: 0274 660952.

91 *Keith De La Plain Ltd
Milroy House, 19-21 High Street, Tenterden, Kent TN30 6BW. Tel: 05806 5177. Fax: 05806 5200.

92 *Decor Brass Ltd
Unit 5, Thomas Road Industrial Park, Thomas Road, London, E14 7BN. Tel: 071-538 8840. Fax: 071-537 4847.

93 Decor Lighting (Distrib) Ltd
Shortcombe Works, Waterleaf Road, Paignton, Devon TQ3 3UQ. Tel: 0803 522424.

94 Decorlight (Clacton) Ltd
146 Wellesley Road, Clacton on Sea, Essex CO15 3QD. Tel: 0255 421818.

95 *Dee Cee Lighting Ltd
Unit 3B, Thornhill Estate, Hope Street, Rotherham, South Yorkshire S60 1LH. Tel: 0709 365521. Fax: 0709 363463.

96 *Deknudt Lighting Ltd
Stationsstraat 63, B-8740 Deerlijk, Belgium. Tel: 010-32 56 713178. Fax: 010-32 56 713187.

97 *Denby Pottery
Denby, Derby DE5 8NX. Tel: 0773 743641. Fax: 0773 570211.

98 Dencon Accessories Ltd
Lynden House, 191-195 Balaam Street, London E13 8AA. Tel: 081-471 3411. Fax: 081-552 3857.

99 *Dernier & Hamlyn Ltd
17 Lynden Road, London SW18 4LT. Tel: 081-870 0011. Fax: 081-877 1373.

100 *Deta Electrical Co Ltd
Deta House, Westmoreland Road, London NW9 9RN. Tel: 081-206 0515. Fax: 081-206 1833.

101 *Dibri (UK) Ltd
37 Ivel Road, Sandy, Bedfordshire, SG19 1BA. Tel: 0767 80794.

103 Down Street Electrics Ltd (Mr Resistor)
261 New King's Road, London SW6 4RB. Tel: 071-736 7521. Fax: 071-731 8463.

103 Drimmer (UK) Ltd
8 Garrett Close, Dunstable, Bedfordshire LU6 3EG. Tel: (Freephone) 0800 898080.

104 Eastgate Potteries Ltd
Queen Street, Withernsea, East Yorkshire HU19 2HB. Tel: 0964 612550. Fax: 0964 613379.

105 *Electro Lighting Group
Houghton Centre, Salthouse Road, Brackmills Industrial Estate, Northampton NN4 0UL. Tel: 0604 768989. Fax: 0604 705313.

106 Electro-Replacement Ltd
1 Moor Park Industrial Centre, Tolpits Lane, Watford, Hertfordshire WD1 8SP. Tel: 0923 55344. Fax: 0923 55829.

107 *Elstead Lighting Ltd
Forge Works, Mill Lane, Alton, Hampshire GU34 2QG. Tel: 0420 82377. Fax: 0420 89261.

108 Emkay Enterprises Ltd
14 The Mall, London W5 2PJ. Tel: 081-579 8846.

109 *English Country Pottery Ltd
Station Road, Wickwar, Wotton-under-Edge, Gloucestershire GL12 8NB. Tel: 0454 299100.

110 Enlite Engineering Ltd
Unit 30, Woolmer Way, Woolmer Trading Estate, Bordon, Hampshire GU35 9QF. Tel: 04203 8183. Fax: 04203 3423.

111 Ensto Teoranta
Spiddal, Co Galway, Irish Republic. Tel: 010-353 91 83300. Fax: 010-353 91 83373.

112 Eterna Lighting Ltd
Emily Place, Queensland Road, London N7 7DQ. Tel: 071-609 9011. Fax: 071-609 9337.

113 *Eurolux Lighting Ltd
Eurolux House, Torridge Close, Telford Way Industrial Estate, Kettering, Northamptonshire NN16 8UN. Tel: 0536 852797/520833. Fax: 0536 510292.

114 *Douglas Fairweather
Duloch Lodge, By Hillend, Dunfermline, Fife KY11 5HG. Tel: 0383 417011.

115 *Fancy Metal Goods Ltd
Famego Works, 12 Commercial Street, Birmingham B1 1RS. Tel: 021-643 7399. Fax: 021-643 1935.

116 *Fantasia Ceiling Fans Ltd
5 Station Square, Petts Wood, Orpington, Kent BR5 1LY. Tel: 0689 74044. Fax: 0689 33713.

117 *Fantastic Lighting Ltd
4 Kennet Road, Crayford, Kent DA1 4QN. Tel: 0322 58649. Fax: 0322 521117.

118 Farmer Design ApS
Marielystvej 3, DK-8362 Hoerning, Denmark. Tel: 010-45 86 57 15 99. Fax: 010-45 86 57 19 01.

119 Finishing Touches (UK) Ltd
29 Oakdene Parade, Cobham, Surrey KT11 2LR. Tel: 0932 68804.

120 *Firstlight Products Ltd
22 Erica Road, Stacey Bushes, Milton Keynes, Buckinghamshire MK12 6HS. Tel: 0908 310221. Fax: 0908 310229.

121 *Fitzgerald Lighting Ltd
Normandy Way, Walker Lines Industrial Estate, Bodmin, Cornwall PL31 1HH. Tel: 0208 75611. Fax: 0208 74893.

122 Flairlite Lampshades Ltd
27-29 Leadhall Lane, Harrogate, North Yorkshire HG2 9NJ. Tel: 0423 872051. Fax: 0423 871487.

123 *Flos Ltd
The Studio, 120 High Street, South Milford, Leeds LS25 5AQ. Tel: 0977 685101. Fax: 0977 685223.

124 *Focus Lighting Ltd
49/53 Brunswick Centre, London WC1N 1AH. Tel: 071-278 3161. Fax: 071-833 4344.

125 Forma Lighting Ltd
Business Design Centre, Units 310-311, 52 Upper Street, London N1 0QH. Tel: 071-288 6025. Fax: 071-288 6057.

126 Fowler Pottery
20 Mossbury Road, London SW11 2PB. Tel: 071-228 7551.

127 Frandsen Belysning ApS
Danmarksvej 31, DK-8660 Skanderborg, Denmark. Tel: 010-45 86 52 04 11. Fax: 010-45 86 52 01 48.

128 *Franklite Ltd
Snowdon Drive, Winterhill, Milton Keynes, Buckinghamshire MK6 1AJ. Tel: 0908 691818. Fax: 0908 691939.

129 Ian Fraser Lighting Ltd
33-37 Jeffrey Street, Edinburgh EH1 1DH. Tel: 031-557 4404. Fax: 031-558 1544.

130 GB Lighting Ltd
Marco Works, Pembroke Road, Bromley, Kent BR1 2RU. Tel: 081-460 3481. Fax: 081-460 0806.

131 *John George Ltd
Unit 1, Carlton Centre, Union Street, Ashton-under-Lyne, Greater Manchester OL6 8LN. Tel: 061-343 2691. Fax: 061-343 2723.

132 Global Village
Roundwell Street, South Petherton, Somerset TA13 5AA. Tel: 0460 40194. Fax: 0460 40908.

133 *Golden Peakock Overseas Pvt Ltd
3E2 Jhandewalan Extn, New Delhi 110065, India. Tel: 010-9111 529545. Fax: 010-9111 6838238.

134 *Goodson Lighting Ltd
Pasturefields Industrial Estate, Great Haywood, Stafford ST18 0RB. Tel: 0889 270161. Fax: 0889 271236.

135 Granville Paul Studio
Unit 1A, Larpool Lane, Whitby, North Yorkshire YO22 4LX. Tel: 0947 602116.

136 *Great Eastern Trading
Unit 4, Brunswick Industrial Park, London N11 1JL. Tel: 081-368 8833. Fax: 081-368 5422.

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137 *J A Green & Sons Ltd
16 Deanshanger Road, Wicken,
Milton Keynes, Buckinghamshire
MK19 6BS. Tel: 0908 57215.
Fax: 0908 57206.

138 *Green Tree Lighting Co
Atlas Road, Clifton, York
YO3 8AX. Tel: 0904 691122.
Fax: 0904 691123.

139 Greengate Holdings Ltd
River Mill, Park Road,
Dukinfield, Cheshire SK16 5LR.
Tel: 061-330 2624. Fax: 061-343
1094.

140 *Gregory's Ltd
119 Gregson Lane, Hoghton,
Preston, Lancashire PR5 0LB.
Tel: 0772 313799. Fax: 0772
628185.

141 Griffin Lighting
19 Harrow Road, Leighton
Buzzard, Bedfordshire LU7 8UF.
Tel: 0525 376305. Fax: 0525
372136.

142 Grosvenor Lighting Ltd
Arthur Road, Hay Mills,
Birmingham B25 8HA. Tel: 021-
772 8166. Fax: 021-772 8166.

143 James Hackett (Ireland) Ltd
L7 Ballymount Industrial Estate,
Walkinstown, Dublin 12,
Republic of Ireland. Tel: 0001
500295. Fax: 0001 502172.

144 *Hadrian International Ltd
Unit 6, Leadgate Industrial
Estate, Leadgate, Consett, Co
Durham DH8 7RN. Tel: 0207
590044. Fax: 0207 581248.

145 Halifax Lighting Co Ltd
6 Ackroyd Place, Halifax, West
Yorkshire HX1 1YH. Tel: 0422
330061. Fax: 0422 347002.

146 R Hamilton & Co Ltd
Unit G, Quarry Industrial Estate,
Mere, Wiltshire BA12 6LA. Tel:
0747 860088. Fax: 0747 861032.

147 J G Harding Ltd
61-63 Upton Lane, London E7
9PB. Tel: 081-472 0166.

148 *Harlequin Lighting
49/53 Brunswick Centre,
London WC1N 1AH. Tel: 071-
278 3161. Fax: 071-833 4344.

149 Hart Lamps
10 Crown Court, Cowes, Isle of
Wight PO31 7HZ. Tel: 0983
293253. Fax: 0983 297282.

150 *Thomas Haywood & Sons Ltd
33 Avery Hill Road, London
SE9 2BW. Tel: 081-850 5558.
Fax: 081-850 0793.

151 *Haze-Ware Products Ltd
Claymore, Tame Valley
Industrial Estate, Wilnecote,
Tamworth, Staffordshire
B77 5DR. Tel: 0827 282735.
Fax: 0827 282410.

152 Helix Lighting Ltd
Wellingborough Road, Rushden,
Northamptonshire NN10 9AH.
Tel: 0933 318522.

153 *Herald Lighting Ltd
Hawtin Park, Pontllanfraith,
Blackwood, Gwent NP2 2EU.
Tel: 0442 816833. Fax: 0443
816763.

154 *Hi Lighting Ltd
Unit 26/27, Nine Mile Point
Industrial Estate, Cwmfelinfach,
Gwent, NP1 7HZ. Tel: 0495
201222.

155 *Hitech Lighting plc
Sixth Floor, Tower House, Lea
Valley Trading Estate, London
N18 3HR. Tel: 081-884 3333.
Fax: 081-807 8594.

156 HLS Ltd
Clayfields Estate, Tickhill Road,
Balby, Doncaster, South
Yorkshire DN4 8QG. Tel: 0302
855991. Fax: 0302 310280.

157 *HMS Lighting
22-26 Queen Street, Leicester
LE1 1QR. Tel: 0533 514851.

158 *Hopson Bridgers Ltd
Hitchin Road, Arlesley,
Bedfordshire SG15 6SU. Tel:
0462 733222. Fax: 0462 835400.

159 B Horrocks Ltd
Unit 4, Carlton Industrial Centre,
Union Street, Ashton-under-
Lyne, Greater Manchester OL6
8LN. Tel: 061-353 2925. Fax:
061-343 2723.

160 Horrocks Shades
4B Rhiw Road, Colwyn Bay,
Clwyd, LL29 7TE. Tel: 0492
533105. Fax: 0492 534888.

161 House Martin International Ltd
Howard Road, Eaton Socon, St
Neots, Cambridgeshire PE19
3ET. Tel: 0480 213633. Fax:
0480 217048.

162 Chris Howell & Co
PO Box 333, Chesham,
Buckinghamshire HP5 2AB. Tel:
0494 771109. Fax: 0494 791554.

163 Hozelock Ltd
Haddenham, Aylesbury,
Buckinghamshire HP17 8JD. Tel:
0844 291881. Fax: 0844 290344.

164 *C Hughes & Co
43/44 Tenby Street North,
Birmingham B1 3EG. Tel: 021-
236 3839.

165 *E & E M Hughes
Mochdre Industrial Estate,
Colwyn Bay, Clwyd LL28 5HA.
Tel: 0492 47789.

166 *David Hunt Lighting Ltd
Tilemans Lane, Shipston on
Stour, Warwickshire CV36 5HP.
Tel: 0608 61590. Fax: 0608
62951.

167 Hylec-Elettro Gibi (UK) Ltd
Unit 4, Trinity Centre, Park
Farm Industrial Estate,
Wellingborough,
Northamptonshire NN8 3ZB.
Tel: 0933 677633.

168 Iberian Lighting Ltd
Drury Lane, Hastings, East
Sussex TN34 1XP. Tel: 0424
428161. Fax: 0424 718405.

169 *IMI Reeves
Holdford Road, Birmingham
B6 7ES. Tel: 021-356 7369.
Fax: 021-356 7987.

170 *Impex (Glassware) Ltd
Impex House, 8 Scrubs Lane,
London NW10 6QR. Tel: 081-
969 6496. Fax: 081-960 5337.

171 *Import Development Ltd
Unit 2, Rowntree Road,
Twickenham, Middlesex
TW2 6RF. Tel: 01-755 0066.
Fax: 01-898 2126.

172 *Inlite Group
Beaumont Road, Banbury,
Oxfordshire OX16 7RA. Tel:
0295 250881. Fax: 0295 271783.

173 Interiors 1900
22-24 Mill Place, Kingston upon
Thames, Surrey KT1 2RJ. Tel:
081-546 6234. Fax: 081-549
2102.

174 Interlite
Unit 21, The Mansley Centre,
Timothy's Bridge Road,
Stratford-upon-Avon,
Warwickshire CV37 9NQ. Tel:
0789 297000. Fax: 0789 298056.

175 *Interscene Ltd
Northfields Industrial Estate,
Market Deeping, Peterborough,
Cambridgeshire PE6 8LB. Tel:
0778 344647. Fax: 0778 345539.

176 Ipris International Ltd
Ipris House, Pendle Street,
Barrowfield, Nelson, Lancashire,
BB9 8PH. Tel: 0282 697777.
Fax: 0282 699929.

177 Ismos SpA
Via Torrino 5, 51011 Borgo a
Buggiano, Pistoia, 51011-Italy.
Tel: 010-39 572 32985. Fax:
010-39 572 32989.

178 Italart Ltd
575-577 Cranbrook Road, Gants
Hill, Ilford, Essex IG2 6JZ. Tel:
081-551 2111. Fax: 081-551
5533.

179 *Italy Direct Ltd
Unit 8, Bromyard Road Trading
Estate, Bromyard Road,
Ledbury, Hereford & Worcester,
HR8 1NS. Tel: 0531 5005. Fax:
0531 5775.

180 *Jackson & King Ltd
The Old Maltings, East Street,
Olney, Buckinghamshire MK46
4DH. Tel: 0234 711269.

181 *Jeremy & Co (Lampshades)
Ltd
Stafford Court, Stafford Road,
Wolverhampton, West Midlands
WV10 7EL. Tel: 0902 397201.
Fax: 0902 397202.

182 Jivelight Ltd
316 Purley Way, Croydon,
Surrey CR0 4XJ. Tel: 081-667
9117. Fax: 081-667 9114.

183 D A Jones Ltd
Brinksway House, Stockport
Road, Stockport, Cheshire SK3
0HZ. Tel: 061-474 7071.

184 Kamini Pottery
High Street, Irchester,
Northamptonshire NN9 7AB.
Tel: 0933 57688. Fax: 0933
57689.

185 K & L Designs
9-11 Turnpike Industrial Estate,
Semington, Trowbridge, Wiltshire
BA14 6LB. Tel: 0380 870822.
Fax: 0380 871029.

186 *Knobs and Knockers
Hathaway House, 7D Woodfield
Road, London W9 2EA. Tel:
071-289 4764. Fax: 071-289
0343.

187 Kohinoor Lighting
Shop 8, 14 Birmingham Road,
Dickensonville, Vereeniging
1939, South Africa. Tel: 010-27
16 514293. Fax: 010-27 16
511429.

188 Konst Smide UK Ltd
Yew Tree Farm, Hardstoft,
Pilsley, Chesterfield, Derbyshire
S45 8AE. Tel: 0246 852140.
Fax: 0246 854297.

189 KVT Agencies
46 Horsebrook Lane, Brewood,
Staffordshire ST19 9EF. Tel:
021-326 6094. Fax: 021-327
2816.

190 Lakeland Lighting Co
Gravel House, Crook, Kendal,
Cumbria LA8 8LP. Tel: 0539
821096.

191 Lamps & Lighting Ltd
Lighting House, Lomax Street,
Great Harwood, Blackburn,
Lancashire BB6 7DJ. Tel: 0254
889957.

192 Lampshade Designs
Units 11 and 12, Sapcote Trading
Centre, 374 High Road, London
NW10 2SS. Tel: 081-459 0367/
3682. Fax: 081-451 7907.

193 Lampique Ltd
High Street, Ramsbury, Wiltshire
SN8 2PA. Tel: 0672 20454. Fax:
0672 20100.

194 *Lampways Ltd
Allenby House, Knowles Lane,
Bradford, West Yorkshire BD4
9AB. Tel: 0274 686666. Fax:
0274 651042.

195 *Landalls Ltd
2 Harton Street, London SE8
4DQ. Tel: 071-692 5127. Fax:
071-692 5127.

196 *Langley Lighting
Unit 3, Clipstone Brook
Industrial Park, Cherry Court
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Bedfordshire LU7 8TZ. Tel:
0525 850563. Fax: 0525 851623.

197 La Reine (UK) Ltd
7 Brassey Road, Winton,
Bournemouth, Dorset BH9 1PW.
Tel: 0202 512411. Fax: 0202
533056.

198 Larbert Potteries Scotland Ltd
28 Winchester Avenue, Denny,
Central FK6 6QE. Tel: 0324
824888. Fax: 0324 824580.

199 Ledu Ltd
Unit 6, Kennet Road, Crayford,
Kent DA1 4QN. Tel: 0322
57529. Fax: 0322 59059.

200 E & H Lewy Ltd
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203 L & F Products
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DECORATIVE LIGHTING ASSOCIATION

With new companies joining all the time and 380 already subscribing, the Association remains the industry's true guiding light,

Established in 1947, it represents the whole range of the industry from manufacturers and distributors of decorative lighting to the contract and retail lighting market.

But it is the consumer who really interests the Association and it has dedicated itself to the promotion of lighting to those who buy it by encompassing every aspect of the industry.

The DLA's main function is to handle the promotional areas which most concern its subscribers and it uses a variety of techniques and devices to achieve that end.

INTERNATIONAL LIGHTSHOW: The show, the highlight of the DLA year, is the only exhibition dedicated solely to decorative lighting in the UK. Each January in Olympia 170 stands cover the lighting spectrum from style and taste to application.

MEDIA COVERAGE Forget what they say, any news is good news, and the DLA makes sure lighting stays in the spotlight by providing syndicated articles to national and local, consumer and trade publications.

HOME LIGHTING MONTH An annual campaign aims to raise awareness of the benefits of planned lighting among consumers. Now in its 13th year, the autumn campaign achieves the widest possible coverage with the support of retailers, direct advertising and the consumer publication 'Traditional Homes' magazine.

CODE OF PRACTICE Safety concerns everyone and the DLA has joined forces with the British Standards Institution (BSI) to operate safety guidelines. Manufacturing safety standards and comprehensive test certification are included in the Code of Practice Double Indemnity Safety Scheme to ensure the quality and safety of goods on sale.

DESIGN The Royal College of Art supports an annual Student Design Award in conjunction with the DLA to introduce designers to the industry and to make companies aware of new and available potential.

TRAINING The latest addition to the list of services is a training course to help retailers boost sales. 'Product Knowledge and Selling Techniques' is a comprehensive 6 month course and takes in the technical, practical and theoretical aspects of lighting and selling.

For more information contact:

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216 *Linolite Ltd
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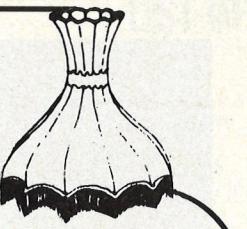
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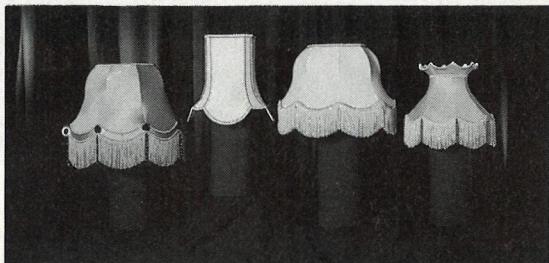
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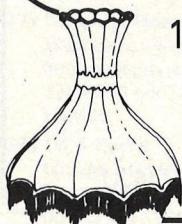
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356 J D Turner (Castings) Ltd
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357 USC (Consumer Products) Ltd
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358 *Vectase Ltd
Gorrels Way, Trans-Pennine Trading Estate, Rochdale, Greater Manchester OL11 9XX. Tel: 0706 341636. Fax: 0706 861332.

359 Vector Lighting Ltd
Maundrell Road, Porte Marsh Industrial Estate, Calne, Wiltshire SN11 0EZ. Tel: 0249 814548. Fax: 0249 816138.

360 Vitrea (Merchants) (trading as Glassexport)
12 Clerkenwell Road, London EC1M 5PP. Tel: 071-253 1625. Fax: 071-608 0869.

361 *D M Walker (Lighting) Ltd
Audby Lane, Wetherby, West Yorkshire LS22 4FD. Tel: 0937 80158. Fax: 0937 64153.

362 *Walker Picton Manufacturing Ltd
Unit 5, Totteridge Works, Totteridge Avenue, High Wycombe, Buckinghamshire HP13 6XG. Tel: 0494 439418. Fax: 0494 448692.

363 Warminster Lighting
Factory Lane, Warminster, Wiltshire BA12 8LT. Tel: 0985 216624.

364 Waterford Crystal (Lighting) Ltd
Butlerstown, Waterford, Republic of Ireland. Tel: 010-353 517 3311.

365 Webb & Kempf Ltd
Denmans Dairy, Barrington, Ilminster, Somerset TA19 0JW. Tel: 0460 57080. Fax: 0460 54335.

366 *Josiah Wedgwood & Sons Ltd
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367 West One Ltd
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368 Wickshades Lighting Ltd
Units 5A-B, St Francis Way, Shefford Industrial Park, Shefford, Bedfordshire SG17 5DZ. Tel: 0462 816321. Fax: 0462 815548.

369 *Wilkins & Wilkinson (Elland) Ltd
Valley Mills, Park Road, Elland, West Yorkshire HX5 9HP. Tel: 0422 73783. Fax: 0422 310027.

370 *Peter Williams Wood Creations
Seathrift Cottage, Stuart Street, Ardersier, Highland IV1 2RS. Tel: 0667 62188.

371 Windsor Lighting Ltd
Unit 1B, 221-231 High Street, Slough, Berkshire SL1 1BY. Tel: 0753 691681.

372 *WM Lighting Ltd
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373 George Wood (Woodworkers) Ltd
Laundry Street, Pendleton, Salford, Greater Manchester M6 6WJ. Tel: 061-736 6855.

374 *Wotan Lamps Ltd
Wotan House, 1 Gresham Way, Durnsford Road, London SW19 8HU. Tel: 081-947 1261. Fax: 081-947 5132.

375 Christopher Wray's Contract Lighting
600 King's Road, London SW6 2DZ. Tel: 071-736 8434. Fax: 071-731 3507.

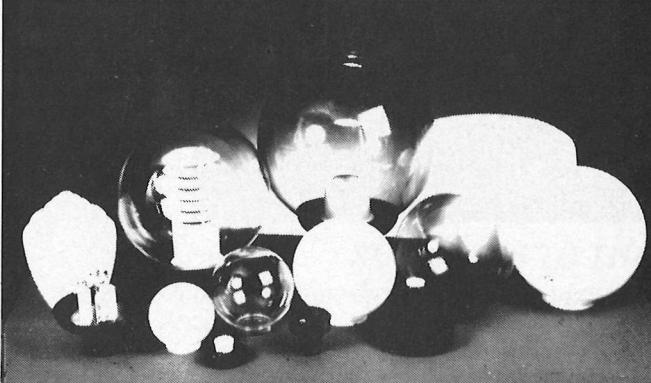
376 *Yewtree Manufacturing Ltd
43 Yewtree Lane, Birmingham B26 1AP. Tel: 021-706 8153.

NOTES

MEMBERS SUPPLYING UNLISTED PRODUCTS

14 Ashley & Rock Ltd Luminaire support coupler systems.	107 Fantasia Ceiling Fans Ltd Ceiling fans with lighting attachments.	210 Lighting & Electrical Components Ltd Lampholders, couplers, insulators, cord grips and switches, cable, and other components.	277 Pressac Ltd Small lamp holders.
17 A Attenborough & Co Ltd Lampshade braids, fringes, tassels, cords.	119 Finishing Touches (UK) Ltd Lamps, plugs, ceramic pots and accessories, sockets, wall dimmers.	211 Lighting & Electrical Distributors (LED) LV transformers, fluorescent reflectors.	280 W J Purvis Candle drips, reducer washers, lampholders.
24 BC Metalcrafts Ltd Electrical components	131 John George Ltd Lighting made to customer's specifications.	212 Lighting Import Agents Halogen lamps, electronic transformers, fluorescent lamps.	295 Ringslade Plastics Ltd Louvres, dishes, diffusers.
35 Boone Systems Ltd Display lighting, concealed lighting.	147 J G Harding Ltd Adjustable shade carriers.	214 S Lilley & Son Ltd Brass lampholders and accessories, brass turned parts and small pressings, tube bends, wired lampholders, flex, in-line switch cables.	278 Rochamp Ltd Decorative accessories in porcelain, pottery and metal.
39 British Electric Lamps Ltd Incandescent and halogen lamps.	155 Hitech Lighting plc Lamps, transformers, dimmers, cable, hi-wire systems, track systems.	219 L & M Lighting Ltd Picture lights.	304 C Sandberg & Son Ltd Lamps, Bakelite accessories.
42 Buchanan Lighting Services Crystal, glass and brass components.	162 Chris Howell and Co Christmas lights.	229 Massive UK Ltd Halogen lamps, transformers.	324 Smithbrook Ltd Period lighting refurbishment.
62 Chandelier Cleaning & Restoration Services Ltd Installation, maintenance, and restoration of chandeliers.	164 C Hughes & Co Bent arms in brass, brass spinnings in various shapes, brass/ceramic and copper/ceramic fittings.	232 MEM Ltd Electrical accessories and domestic switchgear.	334 Studen Products Ltd Components in Bakelite and brass.
63 Chandelier Specialist Lamps Ltd Lamps for chandeliers.	167 Hylec-Elettro Gibi (UK) Ltd Components.	235 Metamec Clocks & Lighting Ltd Tungsten strip lights and shaving lights, garden and pool lighting.	338 Surrey Sales Lampshade materials.
68 J M Clarke Ltd Transformers wound open, transformers wound closed.	169 IMI Reeves Lampholders in aluminium, brass, phenolic, and ceramics.	236 M & F Products (Croydon) Ltd Wire lampshade frames.	354 Tridonic Ltd Transformers, electronic ballasts, ignitors, capacitors.
71 C&M Packing Services Contract packing and assembly services.	170 Impex (Glassware) Ltd Crystal chandelier components.	251 Noma Lites Ltd Christmas lighting, lamps and associated items.	357 USC (Consumer Products) Ltd Ballasts, torches, fusegear, switches.
73 Collingwood-VLM Ltd Phenolic and metal lampholders, plugs, switches, cable assemblies, cordgrips and other accessories, rise and falls, electronic dimmers, decorated lighting glasses.	173 Interiors 1900 Bronze table and floor lamps.	256 Nuvotem Toroidal transformers for low-voltage applications.	359 Vector Lighting Manufacture to customer's specification.
84 Martin Dannell & Co Ltd Materials for lampshades.	182 Jivelight Ltd Disco and theatre lighting equipment.	258 Omega Lighting Ltd Lamps.	360 Vitreo (Merchants) Ltd Glass trimmings.
98 Dencon Accessories Ltd Electrical accessories.	183 D A Jones Ltd Acrylic domes.	268 Philips Lighting Lamps.	361 D M Walker (Lighting) Ltd Lampholders, chain, rods, and other accessories.
100 Deta Electrical Co Ltd Lampholders, flex, cord grips, line cord switches, plugs, connectors and various plastic and metal components.	189 KVT Agencies Crystal and glass components.		373 George Wood (Woodworkers) Ltd Plinths for pottery lamps, turned wood components.
106 Electro-Replacement Ltd Modular striplight fittings.	208 Light Source Electrical Equipment Ltd Lampholders, lighting components, low-voltage transformers, ballasts, lighting glassware.		374 Wotan Lamps Ltd Lamps.
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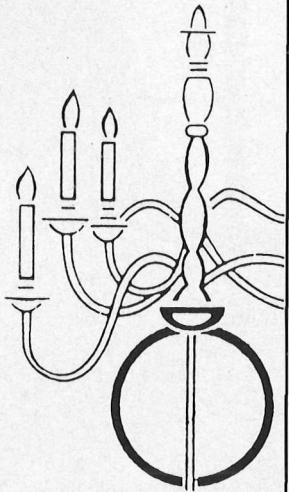
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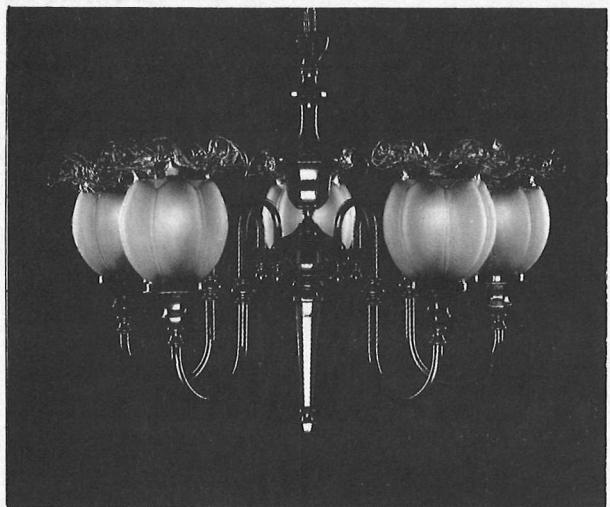
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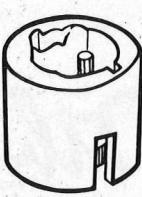
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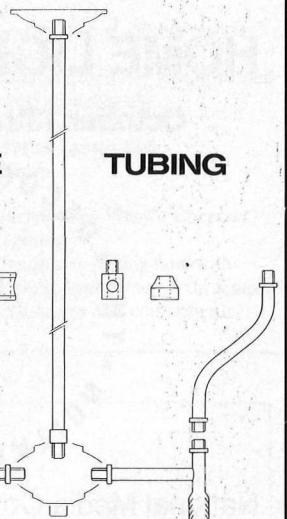
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PRODUCT CLASSIFICATION

OUTDOOR LIGHTS

Traditional

Aluminium

30, 42, 44, 46, 58, 64, 70, 71, 75, 85, 107, 112, 113, 121, 123, 128, 129, 141, 150, 156, 157, 166, 176, 191, 194, 211, 212, 213, 217, 219, 229, 237, 252, 258, 263, 281, 282, 292, 294, 301, 304, 312, 318, 324, 326, 327, 347, 350, 356, 358, 361, 363

Brass

6, 13, 30, 42, 46, 54, 58, 64, 69, 71, 132, 150, 164, 166, 170, 193, 213, 244, 282, 302, 304, 312, 318, 320, 344, 350, 375

Brass-plated

30, 58, 88, 132, 151, 164, 170, 292, 320

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42, 46, 58, 64, 129, 131, 150, 166, 170, 282, 312, 320, 344, 375

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132, 151, 170

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46, 58, 69, 107, 129, 131, 150, 164, 211, 213, 217, 244, 302, 326

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30, 42, 107, 123, 150, 166, 170, 191, 282, 313, 324

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30, 42, 151, 170, 191, 219

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46, 85, 107, 118, 132, 150, 166, 213, 282, 301, 312, 324, 357,

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132

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135

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30, 42, 71, 163, 170, 194, 211, 237, 244, 282, 313, 353

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132, 151

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166

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46, 88, 107, 119, 123, 132, 150, 153, 166, 217, 282, 304, 344, 357

Wood

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OUTDOOR LIGHTS

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30, 39, 42, 71, 107, 112, 120, 125, 127, 128, 141, 155, 157, 166, 212, 213, 216, 217, 237, 252, 258, 263, 278, 281, 282, 292, 312, 347, 350, 356, 358, 361

Brass

30, 31, 42, 56, 71, 120, 164, 166, 170, 344

Brass-plated

30, 56, 88, 120, 164, 170

Brass and glass

42, 56, 120, 131, 166, 170, 344

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120, 170

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71, 120

Copper

107, 131, 164, 211

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30, 42, 125, 166, 170

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30, 42, 112, 170, 230, 278

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120

Iron

118, 312

Plaster

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Plastic

21, 30, 39, 42, 71, 112, 120, 121, 153, 170, 229, 230, 235, 237, 258

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120

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Aluminium

166, 191, 212, 356

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6, 24, 30, 31, 32, 33, 42, 44, 46, 48, 51, 58, 64, 69, 70, 71, 72, 75, 79, 85, 96, 99, 113, 117, 124, 128, 129, 131, 132, 142, 149, 151, 156, 157, 164, 166, 170, 173, 176, 185, 189, 191, 193, 195, 196, 204, 213, 217, 229, 237, 240, 247, 257, 260, 266, 267, 281, 282, 287, 292, 294, 301, 302, 304, 312, 313, 315, 318, 320, 321, 328, 329, 331, 333, 340, 344, 345, 347, 350, 358, 360, 361, 363, 361, 363, 371, 375

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6, 30, 33, 41, 44, 54, 58, 70, 71, 79, 85, 99, 113, 117, 124, 128, 129, 132, 151, 156, 157, 164, 170, 176, 189, 195, 204, 212, 213, 217, 229, 237, 240, 247, 257, 260, 265, 273, 281, 292, 294, 301, 312, 313, 320, 321, 329, 331, 333, 340, 344, 347, 349, 358, 360, 361, 363, 371, 375

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6, 24, 30, 31, 33, 38, 41, 42, 44, 46, 51, 54, 58, 64, 70, 72, 75, 85, 96, 99, 113, 117, 124, 128, 129, 149, 151, 156, 166, 170, 176, 189, 195, 204, 212, 213, 217, 229, 237, 240, 247, 257, 260, 265, 273, 281, 292, 294, 301, 312, 313, 320, 321, 329, 331, 333, 340, 344, 347, 349, 358, 360, 361, 363, 371, 375

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33, 42, 46, 48, 64, 72, 113, 124, 128, 166, 170, 173, 178, 189, 212, 217, 247, 260, 292, 313, 345, 350, 360

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6, 20, 24, 33, 38, 42, 58, 64, 99, 117, 124, 129, 157, 170, 178, 189, 205, 211, 212, 213, 222, 229, 240, 260, 287, 292, 300, 301, 312, 318, 333, 346, 350, 358, 360, 375

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Gold-plated

6, 23, 24, 30, 42, 44, 58, 75, 96, 99, 113, 117, 124, 128, 156, 157, 170, 176, 185, 189, 191, 205, 212, 213, 217, 222, 229, 237, 238, 240, 247, 260, 266, 294, 301, 304, 312, 313, 315, 329, 331, 345, 346, 358, 360

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11, 23, 29, 31, 42, 107, 128, 129, 132, 150, 166, 204, 212, 294, 324, 346, 365

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24, 58, 212, 150

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346

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33, 170

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33, 267

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30, 31, 75, 99, 129, 157, 170, 185, 189, 212, 213, 240, 304, 312, 346

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33

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30, 10, 11, 29, 30, 33, 42, 64, 79, 85, 101, 132, 137, 142, 157, 181, 205, 212, 213, 217, 237, 238, 239, 242, 250, 263, 282, 285, 294, 304, 320, 323, 324, 328, 340, 345, 346, 349, 350, 358, 375

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213, 266

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50, 58, 120, 166, 212, 278, 321, 356, 369

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6, 30, 31, 32, 33, 42, 44, 50, 51, 56, 58, 70, 71, 72, 79, 96, 120, 124, 128, 131, 141, 142, 151, 157, 164, 166, 170, 176, 189, 191, 196, 212, 213, 217, 237, 238, 239, 240, 247, 260, 263, 278, 281, 287, 294, 302, 312, 313, 320, 321, 329, 331, 333, 344, 345, 350, 369, 375

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Paper, card, parchment

33

Plaster

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357

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24, 33, 42, 58, 64, 96, 99, 117, 124, 129, 157, 170, 189, 205, 212, 213, 222, 240, 243, 260, 282, 301, 320, 347, 358, 361, 375

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33, 42, 48, 58, 64, 72, 79, 85, 113, 141, 149, 157, 170, 189, 204, 212, 217, 238, 240, 246, 260, 270, 298, 301, 320, 331, 333, 347

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Iron

11, 23, 42, 58, 128, 150, 166, 212, 229, 294, 301, 318, 324, 365

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Marble, stone

24

Onyx

24, 250

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10, 11, 33, 42, 64, 79, 101, 129, 137, 142, 153, 202, 238, 242, 250, 282, 285, 294, 296, 349, 375

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42, 205, 266

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50, 58, 118, 120, 127, 141, 155, 166, 212, 230, 234, 252, 278, 282, 288, 301, 312, 347, 369

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6, 30, 31, 33, 42, 50, 51, 56, 58, 72, 96, 120, 124, 128, 131, 142, 151, 157, 164, 166, 170, 176, 185, 189, 196, 212, 213, 234, 237, 238, 240, 260, 261, 263, 278, 281, 282, 294, 301, 302, 312, 320, 321, 329, 333, 344, 350, 369, 375

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6, 30, 33, 41, 54, 56, 58, 70, 120, 124, 128, 151, 157, 164, 170, 176, 189, 205, 212, 229, 237, 243, 260, 261, 278, 281, 301, 312, 320, 321, 349, 353, 358, 369

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Cane and basket

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Ceramic and porcelain

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50, 64, 120, 123, 131, 153, 155, 185, 189, 212, 213, 240, 257, 278, 294, 344

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Glass, moulded

33, 56, 58, 64, 72, 79, 85, 141, 157, 170, 189, 212, 230, 238, 240, 246, 260, 270, 278, 288, 301, 320, 331

Gold-plated

6, 30, 42, 50, 96, 120, 124, 170, 176, 185, 189, 205, 212, 238, 240, 260, 261, 278, 282, 294, 298, 301, 312, 321, 329, 333

Iron

212

Laminates

33, 123, 134, 153, 183, 217, 220, 271, 337, 350

Paper, card, parchment

33, 58, 138, 157, 183, 217, 220, 221, 243, 267, 270, 337, 368

Plaster

120

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Pottery

33, 41, 42, 58, 134, 157, 212

Shell

30, 33, 42, 58, 157, 176, 217, 221, 243, 267, 318, 350, 358

Silver-plated

30, 185, 189, 212, 240, 261

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33, 58, 134, 153, 157, 215, 217, 220, 267, 337, 350, 368

Steel

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Tiffany

33, 42, 53, 58, 128, 157, 170, 191, 217, 220, 221, 267, 331

Wood

10, 11, 33, 42, 56, 58, 79, 101, 120, 137, 142, 153, 238, 280, 296, 349

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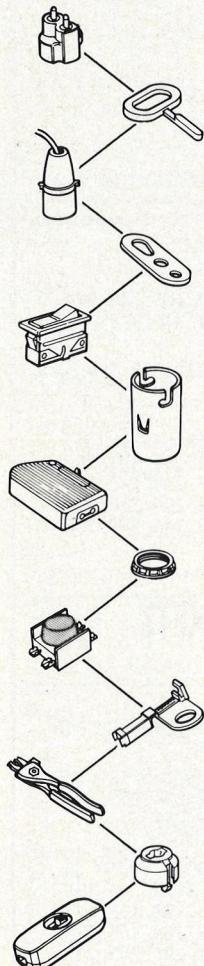


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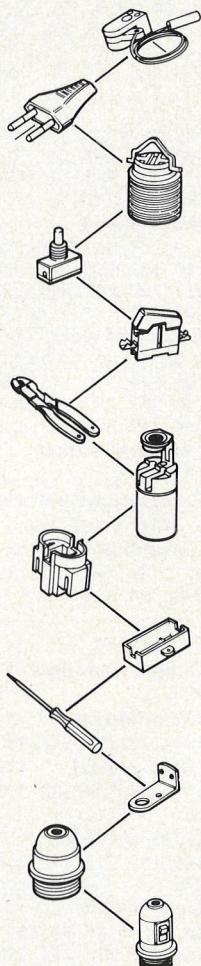
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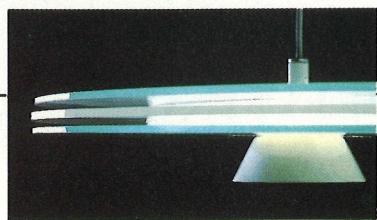
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Halogen suspension lamp giving direct and diffused light.

Utilises three low tension 50W bulbs.



The diffusers are in glass with a methacrylate disk, which diffuses the light sideways.

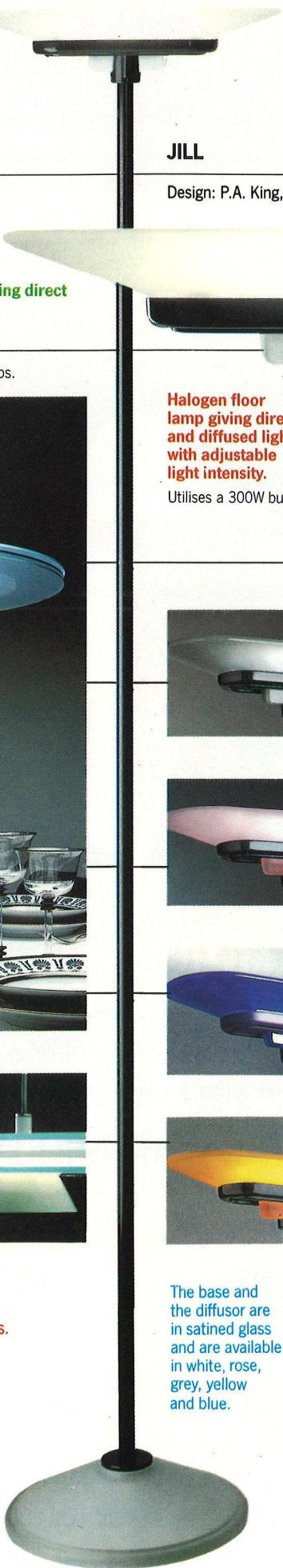


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Halogen floor lamp giving direct and diffused light, with adjustable light intensity.

Utilises a 300W bulb.



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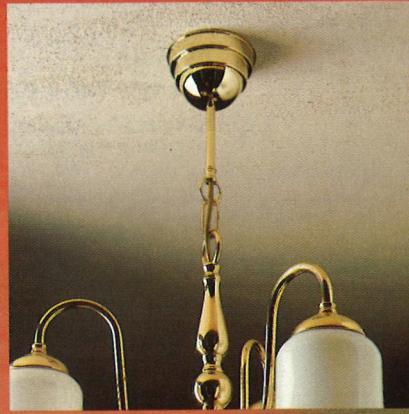
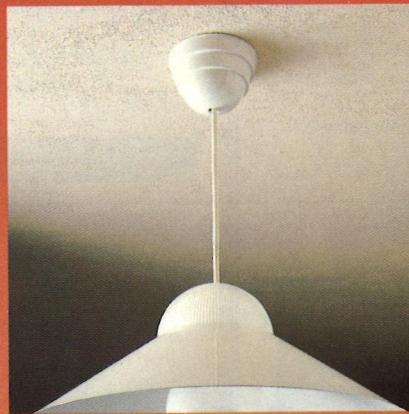
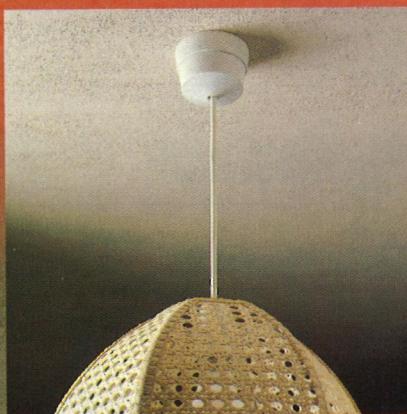
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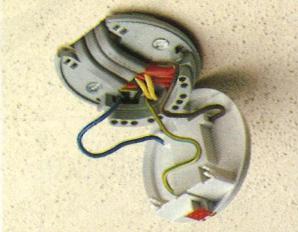


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