

LIGHTING

EQUIPMENT NEWS

OCTOBER 1992

LA appoints new executive

The Lighting Association has appointed its first ever chief executive to oversee a programme of rapid development and expansion. He is Keven Verdun, a former president of the organisation.

This will free company secretary Graham Samuel to concentrate on administration and the development of the European Lightshow.

LA president Peter Hunt welcomed the appointment. "The council of management has been aware for more than 12 months that we needed a chief executive," he commented, "and we're delighted that Keven has accepted the position. As an immediate past president he has been a prime mover in our dynamic development over the past two years."

Keven Verdun will take up his new position when the LA and its nine full-time staff move to the new Telford headquarters. He is currently managing director of the British Crystal Lighting Company and previously ran his own lighting and interior design company, and ceramics factory.

Sylvania ownership clarified

Further information has come to light on the ownership of Sylvania Lighting International bv, the new company established to purchase of GTE's international lighting business in Europe and elsewhere outside the United States, Canada and Mexico.

When the transaction is finalised the investors will be: Citicorp, EuropeEnterprise '92, Botts and Co Ltd and 'one or two other financial investors well known to Citicorp Venture Capital'.

Of the purchasing companies, EuropeEnterprise '92 is an investment fund advised by Citicorp Venture Capital with capital contributed by a number of Citibank's private clients; and Botts and Co is a private investment and corporate financial services company associated with Alan and Co, a major New York investment bank.

Siemens is providing bridging finance on an arm's length basis. Financing will be secured by certain of SLI's fixed assets, but Siemens will have no control over the operation of the business. Neither Osram nor any other lighting company will form part of the consortium.

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A racing certainty

The Vincennes trotting track in Paris, one of the largest in Europe and home of the Prix de l'Amérique, one of the world's richest horse races, now has a spectacular new lighting installation.

The new lighting system from Europhane comprises some 460 2kW metal halide floodlights, together with a hundred 1kW and 500W tungsten projectors used mainly for emergency lighting.

Approximately 1000 lux is provided in the vertical plane and 600/700 horizontal, thus giving excellent viewing conditions for spectators and television cameras and much reducing the risk of

accidents on the track. The mounting positions are simplified by the fact that the stands are all on one side of the arena, so that the floodlights can be aimed away from the spectators.

In brief...

● Philips reports that in the first six months of 1992 lighting sales

grew by 6% while operating income rose from 261 million-429 million Dutch florins.

● Hubbell Ltd is the new name of Harvey Hubbell. The change

brings the title into line with the parent company, Hubbell Incorporated.

● Light Industry has just opened its refurbished contract

lighting showroom in London's Tottenham Court Road.

● Eurotec Optical Fibres has acquired the assets of TBL Fibre Optics.

Crompton Parkinson closes Northampton office

Crompton Parkinson's sales office at Northampton is to be closed at

the beginning of October and the business will be centred on the company's Doncaster site.

The intention is to cut costs by reducing overheads, but the company maintains this move will also improve customer response times and service levels. The new

customer service department opening at Doncaster will include the full range of technical and commercial support for the UK market.

Some 32 people are currently employed at Northampton, and around 10 of them have already agreed to move with their jobs. A further 40-50% of the staff have been offered employment in Yorkshire, and if they are unable to move the posts will be filled locally.

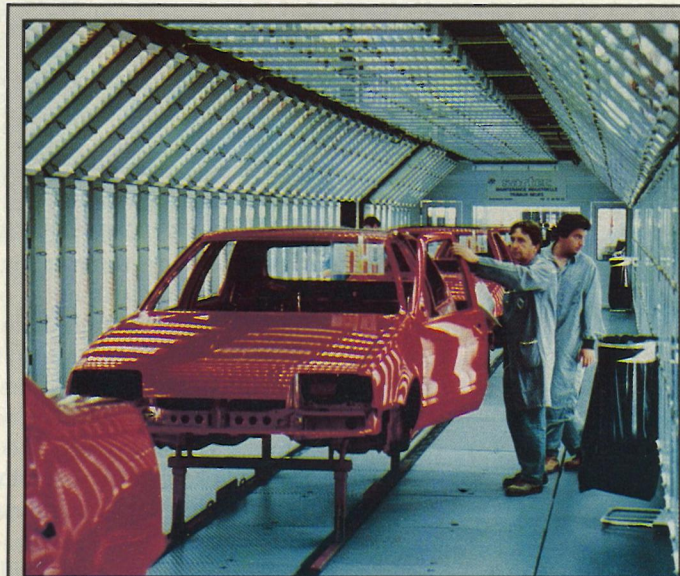
Ministerial conversion

Sir Peter Morrison, former minister for energy conservation in the Department of Energy, has taken a 'substantial stake' in Starlowe Lighting and Design, a company which specialises in low energy lighting and fittings for the industrial and commercial markets.

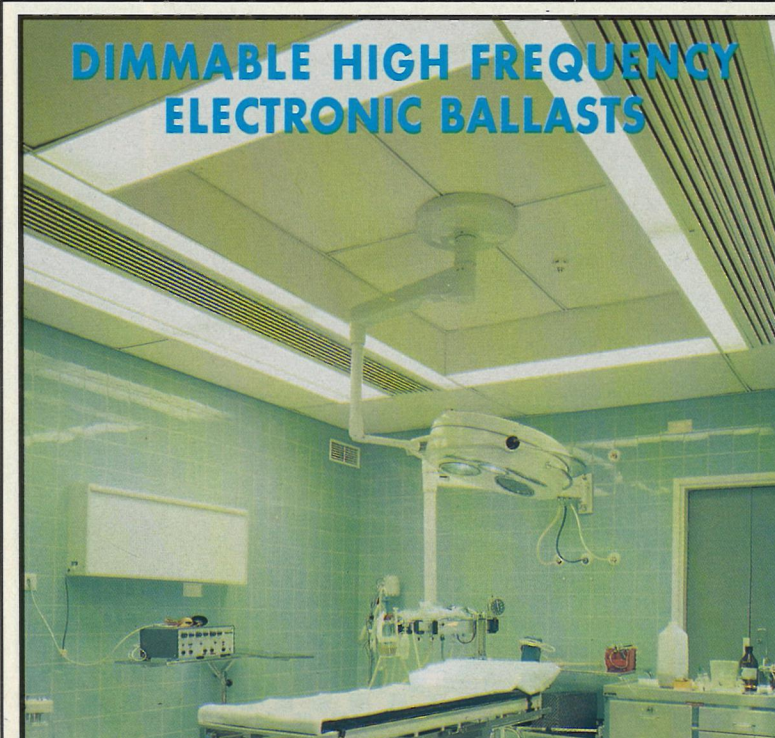
He admits initial scepticism about the potential role of energy

conservation in reducing energy bills and preventing waste and the emission of greenhouse gases, but claims a rapid conversion when faced with the evidence his officials were able to show him.

Sir Peter has been joined part-time in Starlowe by Sir Bernard Ingham, the first head of the old Department of Energy's Energy Conservation Division, and later chief press secretary to the former prime minister Margaret Thatcher.

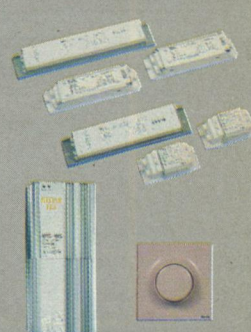


This lighting scheme for Renault's quality control department in France fully illustrates that effective lighting design needs imagination, technical excellence and close commercial cooperation. The brief was to throw enough light onto the cars to check the paint finish while avoiding excess glare. The solution by Thorn and Renault's technical department uses special low brightness fluorescent fittings mounted at specific angles. The resulting alternating pattern of matt and specular reflections produces a clear image on the surface paintwork which enables Renault to meet its target of zero defects.



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Reader Service No. 1

DIARY

OCTOBER

14

Emergency lighting - new EC directives. Evening meeting in Wakefield held by CIBSE Yorkshire region. Details from A Simpson, 0532 759381.

15

Lighting for visual amenity.

Evening meeting in Ipswich held by CIBSE East Anglia region. Details from A N Rands, 0954 32277.

EWL lighting presentation. Evening meeting arranged by CIBSE Republic of Ireland branch. Details from Brian Homan, 010 353 1 280 5666.

15-17

National lighting days, Stras-

bourg. Event organised by the *Association Francaise de l'Eclairage*. Details from AFE, 010 33 16(1) 43 87 21 21.

20

Reflections. CIBSE Lighting Division chairman's inaugural address. Evening meeting in London. Details from CIBSE, 081-675 5211.

21

Lighting design. Three-day course organised by South Bank University, London. Details from director, Centre for Continuing Professional Education, School of Engineering Systems and Design, South Bank University, 071-815 7675.

22

Low energy lighting. Presentation in Kettering arranged by East Midlands region of CIBSE. Details from J G Bettison, 0629 580000.

The intelligent building. Evening lecture at Queen's University, Belfast. Details from IEEIE, 071-836 3357.

Electromagnetic compatibility - EC directive. One-day seminar in Manchester organised by the IEE. Details from professional development section, 0438 313111.

27

IEE Regulations, 16th edition. Evening meeting at Brentwood held by CIBSE London and South East region. Details from Charles Gray, 0702 333505.

28

Lighting basics 1: light, sight and colour. One-day seminar in London organised by Mid Career

College, 0223 880016.

29

Interior lighting design practice. One-day seminar in London arranged by Mid Career College, 0223 880016.

NOVEMBER

3

Dimmers and lighting. Evening meeting at Godalming arranged by CIBSE London and South East region. Details from P Newall, 0734 476244.

4

Lighting basics 1: light, sight and colour. One-day seminar in Newcastle-upon-Tyne organised by Mid Career College, 0223 880016.

5

Interior lighting design practice. A one-day seminar in Newcastle-upon-Tyne held by Mid Career College, 0223 880016.

10

Passive lighting design and passive engineering. Evening meeting in Bath held by CIBSE South West region. Details from J C Treeby, 0272 223215.

NEWS

Euro Lightshow set for success

European Lightshow '93, which already has over 130 exhibitors, looks set to beat previous records. Both commercial and decorative lighting will be on show.

Running alongside the exhibition, being organised by The Lighting Association and the Lighting Industry Federation (LIF), will be a seminar programme.

Seminar topics will include a preview of the CIBSE *Code for interior lighting* and the new EC emergency lighting requirements.

In addition, the London Electricity Board and the Energy Efficiency Office will sponsor a special seminar called *Lighting the way to the future in offices*, to be held on February 16.

Visitor tickets are available from the show's organisers: The Lighting Association, Bryn, Bishop's Castle, SY9 5LE.

For more information about the seminars ring Siobhan Dowsey at the LIF on 081-675 5432.

LIGS winners

Addington Golf Club was the venue for the Lighting Industry Golf day on 15 September.

Prizes for the day were presented by D Proctor of GE Lighting, W Walker of Parkersell and T Smith of Kirkgem.

The morning singles Stapleford competition was won by G Yendell with an impressive 38 points, with H Hirst runner up on 36 points. K Mack won the guest's prize with 24 points.

The afternoon session was a Texas scramble competition which was won by T Smith, B Harvey and P Elliot with 48 points. The runners up were G Jacob, G Turner and B Escot with 47 points.

G Jacob also achieved the longest drive with a hefty 255m, while S Haggis won nearest-the-pin, being 3.1m from the flag.

CIBSE

The Chartered Institution of Building Services Engineers

Road lighting revisions launched

From time to time, people express surprise at the sheer breadth of knowledge and expertise to be found within the CIBSE Lighting Division's technical committees. This occurs most often when the subject moves outside what many consider to be our legitimate parish - the indoor environment - but a glance at our representation among UK and international standards bodies persuades me that, to misquote John Wesley, 'All the lighting world is our parish.' Hence, this consideration of the recent revisions to BS 5489, *Code of Practice on Road Lighting*, all ten parts of which have undergone minor revision. BSI has just completed its reissue (in record time). For the most part the changes have been small, but there are some key points to note.

First, there is the change from the concept of average-throughout-life lighting values to maintained lighting values, whether these values be luminance, illuminance, or threshold increment.

This will bring Britain into line with the latest international practice. For the implementation of this concept to be effective, lamp manufacturers will have to supply information on how the light output of their lamps depreciates with time. In most of the available data, lamps tend to be grouped into families and the information is presented graphically with rather thick lines.

In connection with the subject of maintenance, the Luminaire Maintenance Factor tables have been altered in a number of ways.

First of all, but probably least importantly, the second figure in the IP ratings has been omitted. So IP23 and IP54 become IP2 and IP5. More significantly, maintenance factors for IP6 lanterns have been added to take account of the use of better sealed lanterns. This praiseworthy upgrading of the construction of lanterns has followed from the 1987 edition of the Code being based on photometric quantities measurable in the field rather than on the old recipe system.

In addition to these two changes, the maintenance factors for IP2 and IP5 have been revised as a result of work reported in ILE technical report No 19: *The Effectiveness of Lantern Cleaning*. One other change is that maintenance factors for six month cleaning intervals have been omitted, as no-one cleans lanterns that frequently.

There is a lot of controversy about the value of horizontal illuminance recommended for the lighting of multi-storey car parks: 200 lux average and 100 lux minimum (though it should be noted that these are the same as recommended in the 1990 edition of the BS Code).

Users are asking why the values are so high when CIBSE in its recently published lighting guide: *The Outdoor Environment* recommended only 50 lux average. The high value was justified by the code drafting committee on the grounds that it acts as a deterrent to criminal activity, which is prevalent in car parks. These are justifiable grounds for an increase but a factor of four is high. Perhaps this recommendation needs some qualification.

For instance, when the crime risk is small, lower illuminances could be recommended. There is a precedent for this in Part 3 of the BS Code for residential areas. Should the use of presence detectors for switching the lighting be recommended? It is a pity there was not a better attempt at harmonisation between BSI and CIBSE on this matter.

On the continent, motorways are regarded as relatively safe roads, so are not accorded the highest levels of lighting as is the case with our own BS Code. These are accorded to roads where the visual situation is complex, such as when there is a high density of traffic combined with parked cars, numerous junctions, and a lot of pedestrians, such as in London's Oxford Street.

Maybe in the future this will have to be reviewed, but in the meantime we are saying that we have a greater density of traffic on our motorways than there is on the continent, so we need higher levels.

The final question to answer is whether our BS Code will be superseded by a CEN Standard, the drafting of which, by the way, is still on the launching pad after two years of fruitless activity. That will be the subject of a future column. In the meantime we can retain our sovereignty.

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Chairman, Lighting Division.**

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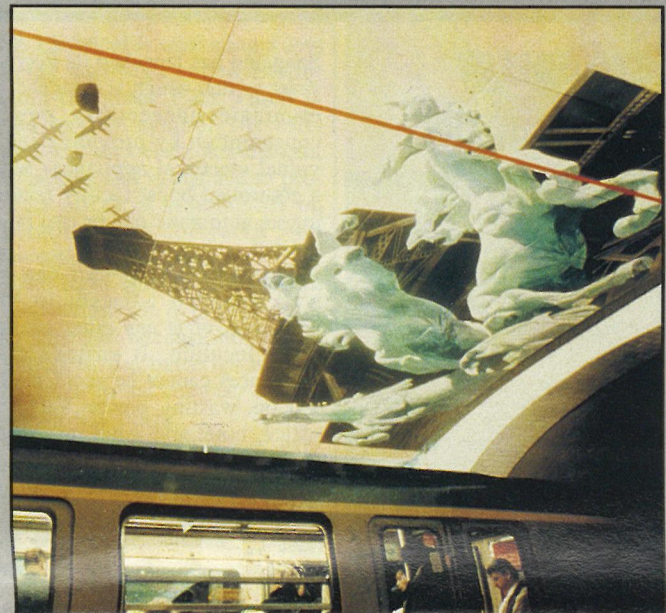
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Although at first sight the lighting of this Paris metro station appears quite conventional, it has one very unusual feature. The indirect lighting from powerful floodlights changes every 10 seconds and not only brings the painted ceiling, by artist Jean-Paul Chambas, to life but provides general illumination for the traveller.

The scheme at Chaussée d'Antin station was designed by Laurent Fachard with the help of RATP engineers and the contractor Servignat. The narrow beam, high intensity floodlights from Thorn Lighting are mounted in pairs and are fitted with special cylindrical low glare louvres. PAR 64 lamps are used. The rear section of the floodlight housing the lampholder is removable for relamping without disturbing the aiming angle.

The switching system regulating the whole installation produces a total of 3253 different lighting effects. The painting finds its mirror in the rails which are lit by low pressure sodium bulkheads.

Lux Europa programme published

The programme for the Lux Europa lighting conference, to be held from 4-7 April 1993 has now been finalised; some 88 presentations will be made and 60 poster papers will be on display.

The European conference, which will take place at Heriot Watt University, Edinburgh, will cover all aspects of lighting

through main conference sessions and special interest seminars. It is sponsored by the Institution of Lighting Engineers, together with several companies including GE Lighting, Philips and Thorn.

The full programme and booking form is now available from CIBSE member services department on 081-675 5211.

Decorative Arts Today

The second 'Decorative Arts Today' exhibition is to be held at Bonhams, Knightsbridge from 25 January to 7 February 1993.

The exhibition will consist of over 500 new works by 150 selected designers. As well as designer lighting it will include furniture, wall hangings, floor coverings, ceramics, glass, wood, silver jewellery, metalwork, stained glass, lettering and book-binding.

All the work has been designed and made in the 1990s, and as soon as a piece is sold it is whisked away and replaced by another work by the same designer or artist. Peta Levi has again been invited to curate the exhibition.

Lighting jobs moved from London

Luxo International is to switch production and assembly work away from its London location to boost jobs at its 1500 sq m Rugeley, Staffordshire headquarters.

Twenty-five existing jobs at EDL were safeguarded earlier in 1992 when the company was taken over by Luxo International of Oslo.

Manufacture of the company's range of hospital bedhead lighting has been transferred to EDL at Rugeley, and further plans to expand manufacturing on that site will double output over a three-year period. The new streamlined product range will be exported to the EC and Scandinavia.

According to UK managing director, Frank Edmonds, both productivity and efficiency have improved as a result of investment in new production machinery and increased use of information technology.

The blues for a cure

A specialist lamp for sufferers of hyperbilirubinaemia, the liver disorder which requires patients to spend sometimes as much as 8 hours a day under a 'blue light', has been developed by GE.

Manufacturers of the original lamp had ceased production and a patient was nearly in a coma at the North Middlesex Hospital because existing lamps had failed. A phosphor expert from GE Lighting was able to identify the phosphor which met the specification laid down by the hospital.

The new lamp, called 'Vita Blue' was actually designed, manufactured and ready for use within 28 days of receiving the request. It is 1.8m long by 37mm in diameter and will fit into existing fittings. The new 75W lamp performs twice as efficiently as the original product and so dramatically reduces patient time under the special lamps.

COMMENT

Another missed opportunity?

Sadly, British business as a whole appears to be totally unprepared for the Single European Market. According to the results of a survey recently carried out by the National Westminster Bank among a group of its business customers, only the largest British companies are prepared for 1 January 1993 and many businesses appear to have done little or nothing about planning for a European future. And, in the few cases where companies have actually expanded into Europe, this often resulted from demand rather than a conscious business strategy.

In short, Europe is largely seen more as a threat than as a business opportunity. This view stems from the belief that the UK is a 'soft touch' while the major competitors, Germany and France, are considered to have built unofficial defences to protect their own markets. It manifests itself in a concern that every country in Europe will attack the UK while British companies are forced to struggle to export to just one or two markets.

To a certain extent, the uncertainty surrounding the value of the pound in recent weeks has underlined the fear that there is still more risk attached to operating outside the domestic market than keeping strictly within national boundaries. But the pound is some 15% cheaper now, leaving British companies more competitive in the wider community and, when the rate eventually stabilises, more certain of their pricing policies.

Equally, the downward trend in the bank rate should enable companies to invest in the future without creating a burden of debt that can in itself place a question mark over their future. It was this very reluctance to invest in the future some ten or twenty years ago that is at the root of the present disadvantages suffered by British industry.

One example of this inability to see further than the end of one's nose illustrates the difference between Britain and mainland Europe very well. In 1988 the EC's Directorate General for Enterprise Policy set up a computerised network of business advisers to encourage cooperation between small and medium-sized companies which need assistance to face the increased competition and take advantage of the opportunities created by the Single European Market. As companies of this size account for over 90% of all EC businesses the initiative is of considerable importance to the economies of the EC countries as well as to the firms concerned.

BC-NET is designed to help companies in their search for partners in EC and certain non-EC countries. Since the inception of the scheme there have been nearly 60,000 partnership offers or requests. By June 1992, however, while Germany companies and made 31.65% of all requests followed by Italian companies in second place with just over 19%, UK enquiries accounted for only 9.59% of those processed — way below the level one might have expected given the size of this country's GNP.

In short, UK industry is failing to measure up to the new, tougher trading environment, and so risks missing out on the greater rewards for success that this is likely to generate.

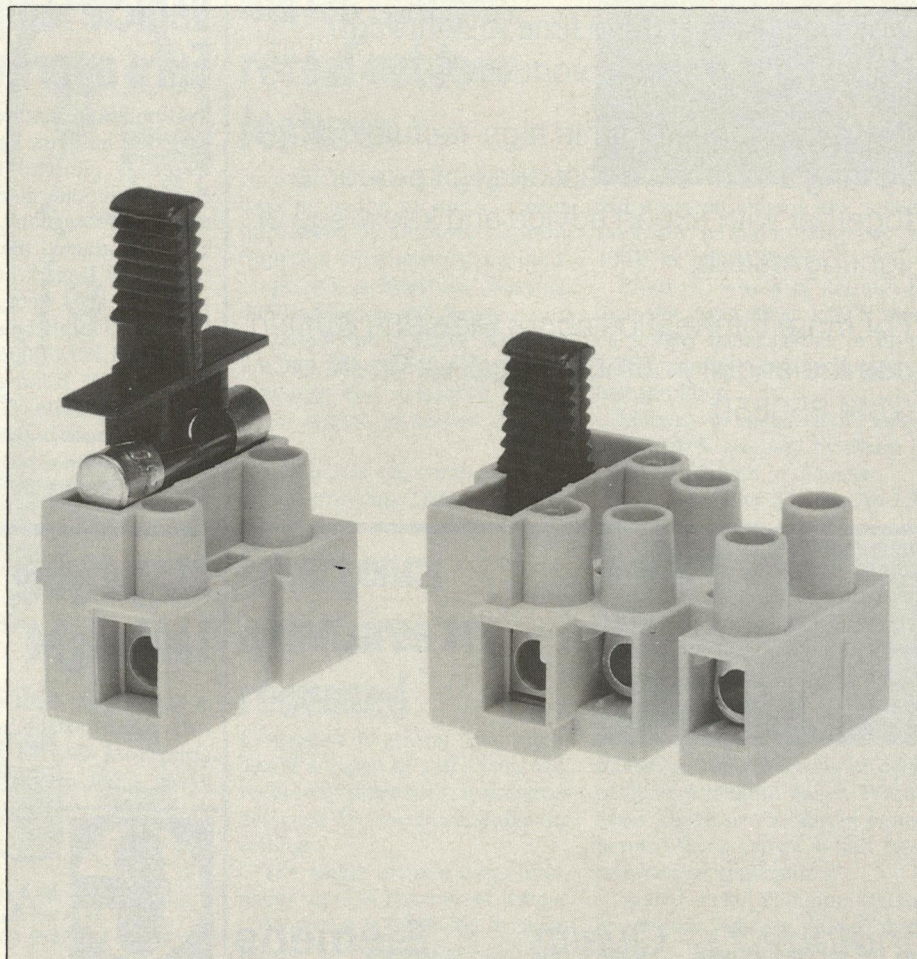
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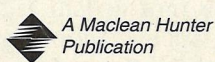
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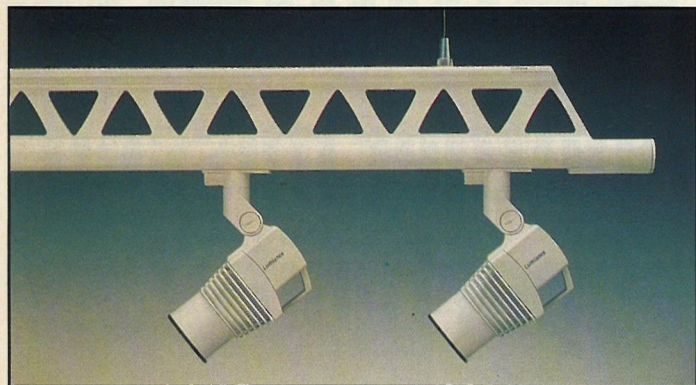
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NEW PRODUCTS



Spotlight range extended

Lumiance has added a track spotlight suitable for use with 100W mains voltage reflector lamps to its Quadro range. A new swivel type adaptor is used, with a strengthened arm and rotation point.

The design is similar to that of the Quadrostar tungsten halogen spotlight range, enabling them to be used in the same installation.

A removable baffle eliminates glare as well as allowing easy lamp replacement.

Reader Service No. 161

For more information on any of the products listed, circle the enquiry number on the free reader reply service card.

Emergency luminaires use HF ballasts

Menvier is introducing high frequency electronic ballasts into three of its emergency luminaires, Trilite, Squalite and Crownlite. This will improve the 'mains

healthy' operation of the units by increasing energy efficiency, improving the power factor, controlling the temperature and therefore extending battery life, and giving instant start-up without flicker.

Units incorporating this Energy Bonus system are lighter, easier to install and provide an effective means of mains lighting.

Reader Service No 162



Outdoor/indoor floodlight

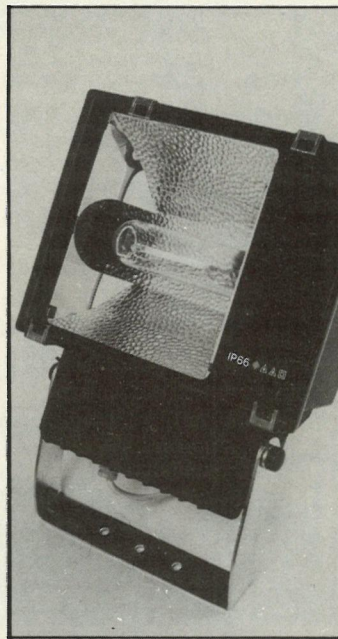
A small floodlight from BCP Lighting is made of polycarbonate and ingress protection rated IP66.

It is fitted with stainless steel, vandal resistant closures. An optional stainless steel mounting stirrup will withstand salt-spray.

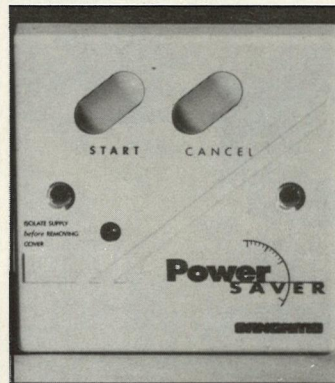
Indoors it can be used in wet or steamy conditions, such as in breweries. It is sufficiently compact for display lighting, being only 318 x 410 x 119mm, and is F-marked.

The FLS floodlight accepts either tubular high pressure sodium, White SON or metal halide lamps from 70-150W.

Reader Service No 163



Save energy automatically



Sangamo has launched its Powersaver switch which is designed to eliminate unnecessary power consumption by providing individual electrical appliances with a controlled boost facility featuring an automatic one or two hour cut-out.

The single-gang unit can be wall mounted adjacent to the appliance, or at any other convenient location. It ensures that appliances cannot be accidentally left on, wasting power. Factory, office, hotel and retail managers will find this useful. Powersaver can also be used to give a round-the-clock boost for heating.

Reader Service No 164

Lenses for theatre spotlights

A range of Pyrex pebble convex lenses for use in theatre and studio profile spotlights has been launched by Corning Industrial and Speciality Products Division.

The lenses, which are available in diameters from 120mm to 200mm, have a high thermal shock resistance which should improve safety levels when high output light sources are used.

Reader Service No 165

Low voltage berry lights

Low voltage strings of red berry lights for Christmas trees and shop displays have been introduced by Fantasy Lights.

The illuminated holly berries are in 28 clusters with seven berries in each cluster. They are supplied on an 18m length of cable, complete with transformer for remote positioning.

An automatic controller is available if required, to give different lighting effects.

Reader Service No 166

Vehicle lamp has Euro approval

Sylvania Automotive Lighting's tungsten halogen vehicle lamp, which is claimed to lead the North American market, is to be available throughout Europe as it has been granted the ECE motor component E mark.

There are two types, the HB3/9005 high beam, rated at 60W, and HB4/9006 low beam, rated at 51W. It has an accurately positioned axial filament and almost double the minimum required life.

Reader Service No 167



Magnifying table light

A magnifying light on a spring-balanced adjustable arm is available from Griffin Lighting. It gives a X2 magnification and

uses a 10W PLC compact fluorescent lamp.

There is a choice of a round base or clamp-on fixing.

Strini is made in Denmark and is useful for hobbies such as stamp collecting, model making and embroidery.

Reader Service No 168

SIEMENS

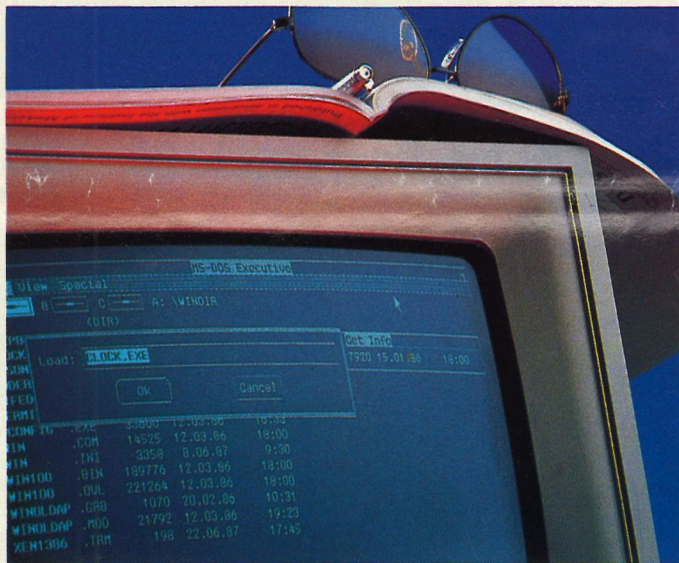
Proper lighting is now more than an issue, it's law.

Most of us have used a computer, and are aware of the fatigue that can be caused by long hours at a VDU screen. More often than not, eyestrain due to poor lighting is a major contributor to this.

Now, the EC has issued a directive which places a legal obligation on employers to safeguard the health of employees who use VDUs, and UK regulations will enforce it.

From the 1st January 1993, employers have to meet new standards for the quality of lighting where screens are used and are legally obliged to analyse every VDU workstation and correct the risks they find.

Surveys suggest that 2 out of every 3 workstations will need to be brought up to standard. But think of the benefits! People



are one of the most important investments a business can make so looking after their well-being will reduce time lost through illness, and increase productivity.

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Reader Service No. 6

NEW PRODUCTS

Luminaire wears a halo

Thorn Lighting's 2D Glorie is a compact fluorescent luminaire for ceiling or wall mounting. There are semi-recessed and surface mounted versions.

A ring suspended below the opal acrylic diffuser creates a halo of light. The steel housing is finished white.

There is a choice of 16W or 38W size. A high power factor circuit is fitted as standard.

2D Glorie is designed to take advantage of the slim 2D lamp and measures only 92mm deep. It is suitable for corridors and entrance halls in prestige offices,



hotels and retail outlets.

Reader Service No 151

More efficient exit sign

JSB Electrical is marketing a low energy exit sign called Etalite (from the greek ETA which is used as the symbol for efficiency). It uses electroluminescent technology and is claimed to provide a saving of at least 75% on operating costs compared with conventional exit signs.

The light source provides an even illumination over the face of the sign and because no heat is generated, the batteries remain cool even in the compact dimensions of this fitting.

An expected lamp life of over 70 000 hours (eight years) significantly reduces maintenance costs.

Etalite operates in the maintained mode with three-hour battery back-up. Single and double-



sided versions are offered with a choice of exit legends complying with BS5499.

Reader Service No 152

Metal halide is instant switch-on

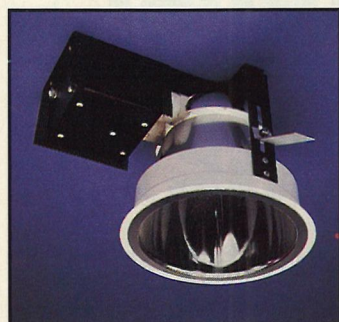
A metal halide wall mounted uplight called Toro, with opal glass panels, has been introduced by Ora Lighting. The 70W version uses a state-of-the-art electronic ballast that is claimed to give near instant light after it is switched on, so that an auxiliary lamp is not necessary.

Other lamp options are: 150W/250W metal halide, compact fluorescent and tungsten halogen. Reader Service No 153

Shallow fitting downlights save energy and space

Profile Lighting Services has extended its range of recessed downlights to include a 220mm diameter unit.

It uses either single or twin, 13W or 18W, PLC compact fluorescent lamps mounted horizontally on the side of the control gear box.



The open-topped aluminium reflector may be specified with either polished or matt finish.

Reader Service No 156

Artistic lighting for hotels

Nuvola Petalo range of wall, ceiling and table lights from Crescent Lighting shows a sophisticated blend of art and illumination. The design is based on a single, gracefully curved and folded frosted glass diffuser.

The lampholder, with open-mesh enclosure, can be fixed at two angles allowing the fitting to be installed horizontally, vertically, at an outward angle from the wall, or flat to the ceiling. The glass shape also forms an unusual table lamp.

Wall and ceiling fittings use PL 13W compact fluorescent lamps.

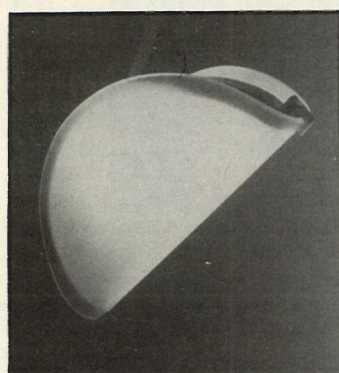


Table lamps accommodate tungsten halogen or standard tungsten lamps up to a maximum of 100W.

Overall length of the fitting is 270mm; depth when flat to the wall is 140mm.

Reader Service No 157

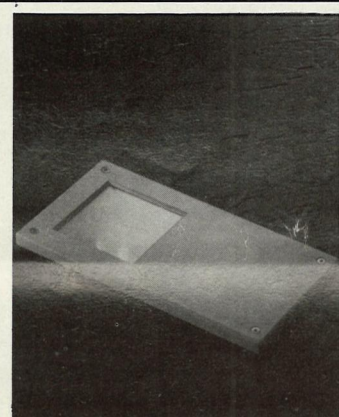
Extra footlights introduced

Lightgraphix has extended its range of recessed amenity footlights to include square and rectangular shapes.

The 100mm square model uses a choice of 12V 20W tungsten halogen lamps and requires a remote transformer. An alternative rectangular model incorporates a transformer.

Another version is in the form of an illuminated sign with either an arrow or no entry symbol to define routes along outdoor paths or through buildings.

There is also a rectangular recessed wall light with polycarbonate diffuser which accepts either low voltage tungsten halogen, PL type compact fluorescent, or tubular incandescent lamps.



Self-adhesive numerals can be attached to indicate house numbers.

Footlights are of diecast aluminium construction and ingress protection rated IP65. White, black, polished brass and chromium plated finishes are available

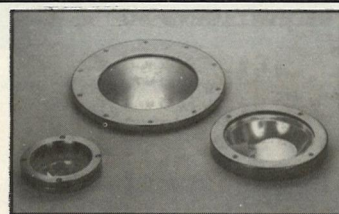
Reader Service No 158

Buried uplights reveal outdoor features

A range of outdoor uplights for burying in the ground has been introduced by Outdoor Lighting Supplies for illuminating landscape and architectural features, building fascias and signs.

Called Pharo, there are three models, all with stainless steel housings and toughened safety glass. Ingress protection rating is IP66.

Pharo 1 is the smallest of the luminaires. Only 180mm in diam-



eter it accepts either a low voltage tungsten halogen lamp up to 100W or a PAR38 type.

Pharo 2, which is 230mm in diameter, uses either a 50W mercury, 70W metal halide, or up to 150W mains voltage tungsten halogen lamp.

Mercury or metal halide lamps up to 250W are used by Pharo 3, which is 330mm in diameter.

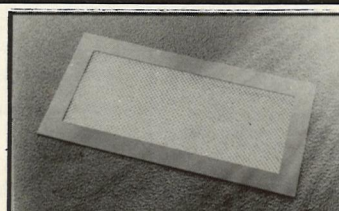
Reader Service No 159

Emergency luminaires are recessed

Crompton Lighting has introduced a range of self-contained, recessed emergency luminaires designed for use in modular-tile ceilings.

The single or twin lamp luminaires use 8W fluorescent lamps.

Module is available in maintained, non-maintained and sus-



tained versions with either opal, or clear prismatic panel. White, brass plated or chromium plated bezels offer a choice to suit most commercial applications.

Sealed nickel cadmium batteries provide light for at least three hours.

Reader Service No 160

LIF LINE

Rule of thumb for office lighting maintenance

The Code of Practice drafted by the Health and Safety Executive which forms part of the consultative document on the Workplace Regulations says in regard to the maintenance of lighting:

"8.11 Any equipment provided in pursuance of this regulation, should be properly placed, installed, protected and maintained.

8.12 The lamps and diffusers of artificial lighting should be cleaned and defective lamps should be promptly replaced.

8.13 Lamps which are subject to deterioration of their performance should be replaced before the level of illumination falls below that at which health or safety are prejudiced."

To put this into words the office layman can understand: employers should have those fluorescent luminaires cleaned every year and the tubes in them replaced in the third year of use (or fourth year if electronic gear is installed).

It is no longer acceptable to allow levels of illumination to fall below recognised standards. Fluorescent tubes must not be left to run beyond their useful life and luminaires must not be left to accumulate years of dirt. Apart from having to implement a maintenance schedule and to plan group tube replacement there are of course many benefits which give the employer good reason for doing this anyway.

Keeping the lighting up to the recommended levels means you avoid those complaints about headaches, absenteeism and poorly executed work, and that general malaise that leads to a drop in productivity.

Why every three years? Today's fluorescent tubes can last for many thousands of hours, but during that time the light output steadily depreciates, so that if the tubes are operated until they fail electrically, the light output could be half or less of what it was initially. Such deterioration is gradual and barely noticeable.

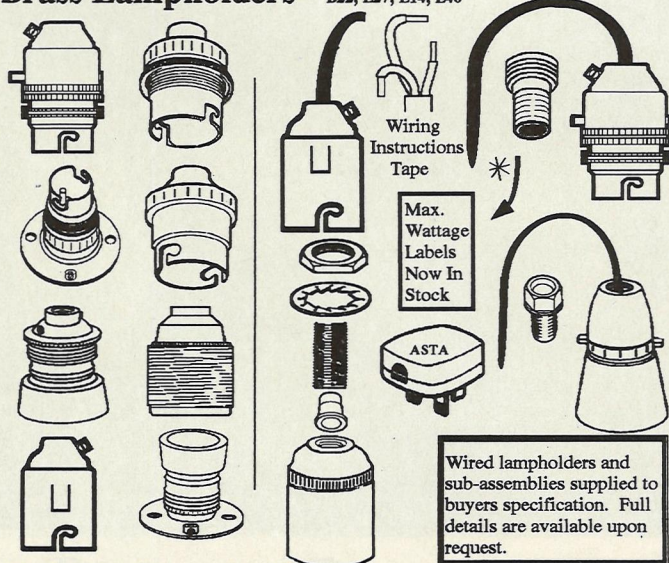
But, taking standard test conditions, it has been established that the light output from triphosphor/multi-band depreciates by 25% after 12 000 hours, while for halophosphate tubes 25% depreciation occurs after 10 000 hours. In both cases the initial loss is steep and then it levels out. However, depreciation in practical installations is usually faster and more easily observed during the first 2000 hours of tube life. After that the decline is steady and less obvious. Naturally, the rate varies with tube type, rating, colour and make, and so reference should be made to the technical literature of the manufacturers.

As a rough guide, fluorescent tubes should be group changed in their third year of use, bearing in mind that:

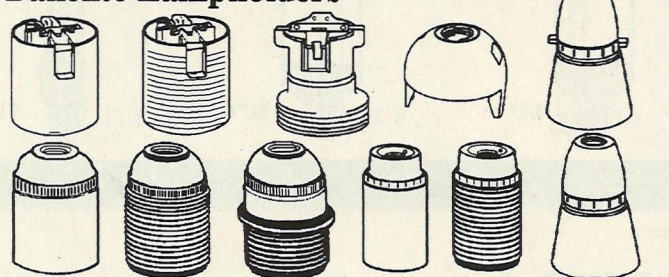
1. Where there would be an interruption to a production process, replacement can be planned for a non-production period.
2. Tubes will be of matching output and colour at the start of their life and over the service period.
3. Replacing tubes before electrical wear-out reduces the possibility of failure of control gear.
4. Tubes costs can be reduced by phasing the replacement cycle to fit the cleaning cycle.

So, the message is that in four years time, because of the Workplace Regulations, we are going to have maintenance schedules in place. But because of the benefits such a regime brings, why not do it now?

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Bakelite Lampholders



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Reader Service No. 7

Fibre optic lighting: where is it leading?

Piping light along fibre optic cables holds out interesting technical and environmental opportunities for the lighting profession. This article looks at the state of the art in indoor lighting.

Fibre optic lighting is being used in a wider variety of applications as manufacturers strive to attain its full potential. The main benefits to be gained are low running costs, long intervals between relamping, easy access for maintenance, and no ultra-violet or infra-red radiation. The difficulties are those of piping useful quantities of light of an acceptable quality along flexible fibres.

A major technical step forward has been the use of the single-ended 150W metal halide lamp in an efficient light box to feed more light into the common end of the fibre optic harness than was previously possible.

Coupled with this, manufacturers have started to use standard components in the light head and harness to help to bring prices down.

Several companies are now offering fibre optic systems that are claimed to produce sufficient light to be used in place of 35W low voltage tungsten halogen luminaires.

There are many options available in designing a fibre optic system, such as how many tails to run off each lamp, the diameter of the tails and the quality of the fibre used in the cables, and the lighting results vary accordingly. It is important, therefore, that customers see a system demonstrated before making a choice.

Edison Halo's managing director, Mike Morrison, says that he wants to "bring fibre optic lighting to the masses". He plans to produce equipment in volume to enable the price to be reduced.

The improvement in light output of Edison Halo's system is due to several factors. One is the high quality of glass fibre used, which has a low light loss (150dB). Others are the precise polishing of the ends of the fibres and the quality of the resin used to hold the fibres together in the

m	24 deg	Lux	m	22 deg	Lux
1	0.45	2000	1	0.40	2500
2	0.9	480	2	0.8	610
3	1.3	210	3	1.2	250
4	1.75	120	4	1.6	150

35W medium dichroic

Optical Head

Light output comparison between Edison Halo optical head and a 35W LV tungsten halogen lamp.

ends of the tails.

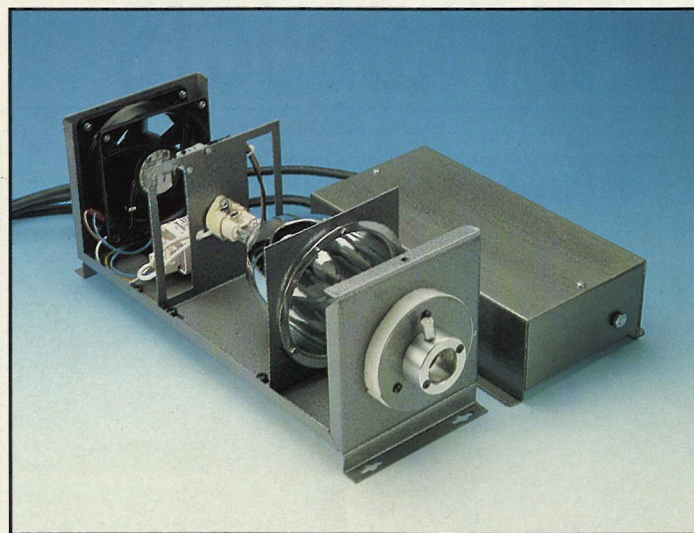
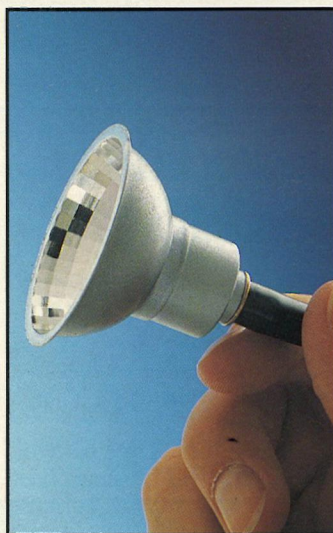
A 150W single-ended metal halide lamp with a colour temperature of 4000K is used as the light source. The relative position of the lamp, reflector and common end of the eight tails is precision adjusted at the factory because this also affects the light output.

An interesting point about Edison Halo's new light box is the cooling system. A two-stage air filter has been added at the front to prevent dust from collecting on either the ends of the glass fibres or the reflector while a fan pulls air through from the front to the back of the box. This was designed by the company's engineering director who previously worked for Electrolux!

Cooling helps to optimise the performance of the lamp and prevent the resin from melting in the ends of the fibre optic tails, which are also protected by an infra-red filter. Control gear for the lamp is in a separate box.

On the other end of each 3m-long tail there is a precision ground glass lens fitted into a 50mm diameter multi-mirror reflector of the type used with low voltage tungsten halogen lamps. The lens gives a 22° beam angle.

As there are eight tails in each



An optical head and a view of the inside of Edison Halo's light box.

harness, eight luminaires, or optical heads, can be powered from each light box. Edison Halo guarantees that each luminaire will produce 2500 lux at a distance of 1m.

A standard range of optical heads is available in the form of fixed, adjustable and decorative downlights, and a surface mounted spotlight, but the com-

pany can convert its own or other manufacturers' low voltage tungsten halogen fittings.

A complete eight-tail system can now be supplied from standard components for about £800, which is roughly half the previous market price, although it is still more expensive than a comparable low voltage system.

Fibre optic lighting is installed

in Edison Halo's conference room, where 16 of the recessed downlights, run from two light boxes, provide lighting over the table and circulation area.

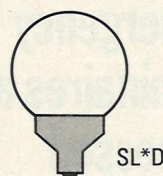
Hotel installations

Absolute Action is currently completing an hotel installation in London where fibre optics are providing lighting for paintings,

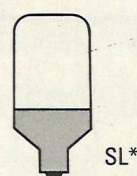
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SO DO OUR COMPACT
FLUORESCENTS



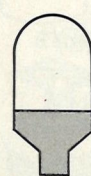
Ambassador Hotel dining room with fibre optic ceiling lights.



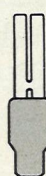
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Philips Lighting



Right:spiral staircase with fibre optic lighting in handrail.

statues and floral displays.

Fibre Lite has supplied a fibre optic lighting system for the Ambassador Hotel, near St Helier in Jersey. It was originally planned to install 120 low voltage downlights, with additional wall lights, to provide general lighting for the ground floor, including restaurant and lounge.

Up to 14 fibre optic downlights are being powered from each 150W metal halide lamp. Nine light boxes on platforms in the suspended ceiling power the 120 downlights. This system uses 8mm diameter cast polymer cables. The company quotes as an example a light output of 560 lux at a distance of 1m when using ten 2m-tails from one light box and lenses that give an 18° beam angle.

The inclusion of a colour change wheel in the light boxes for the restaurant saved having to install an additional special effects lighting system for the dance floor. White light is provided while guests are dining,



then at the flick of a wall switch when dancing starts the colour wheels turn.

New applications

Lighting designers are thinking of new ways to exploit the particular advantages offered by fibre optics, that is in addition to museum and retail display case lighting, illumination for historic

buildings and decorative effects, for which it was first used.

A spiral staircase in Caesar's Tower at Warwick Castle has been lit by Eurotec using fibre optic techniques.

Conventional lighting from above is unsatisfactory on such staircases because people on the steps then cast shadows on the treads. An additional problem

with many spiral staircases, as at Warwick, is that the building fabric must not be damaged by fixings and the equipment must not be obtrusive.

The difficulties were overcome by incorporating fibre optic cable into the spiral handrail. Every 350mm along the 48m rail the end of a fibre optic tail emerges. A total of 147 tails, powered by three 150W metal halide lamps, are used to light the staircase evenly.

So successful is the installation that the castle's other five towers are to be lit the same way.

Miles Pinniger, of Pinniger and Partners, has designed a variety of fibre optic installations. A current project is the lighting of a triangular reception desk in Exchequer Court in the City of London.

A hollow, stainless steel handrail above the front edge of the three work surfaces carries the fibre optic cable, with 54 tails emerging at 160mm intervals to light the desk top. An additional 18 tails in the front section of the desk give upward light onto an etched glass shelf for the use of visitors. The installation is pow-



Fibre optic emergency lighting in a new office in Bristol.

ered by two light boxes.

A residential installation designed by Miles Pinniger provides night lighting on a grand scale. One hundred fibre optic heads in gold plated brass cowlings, powered by 12 light boxes, are recessed into the polished granite skirting throughout an apartment. A single switch in the master bedroom operates the whole installation.

Emergency lighting is another application area. Menvier has already designed several systems for prestige interiors where conventional emergency luminaires were considered too obtrusive.

The future

Companies in Britain, the USA and Japan are working to produce more efficient fibre optic systems.

Edison Halo hopes to have equipment that will produce a light output equivalent to a 50W low voltage tungsten halogen lamp by the 1993 Hanover Fair.

Philips has a system but is

being reticent about it and says it will not be available in the UK until 1993.

GE Lighting has a miniature xenon metal halide lamp that operates on an electronic power supply and is developing it for fibre optic applications.

Iwasaki of Japan is said to be designing a dedicated metal halide lamp and reflector combination for fibre optic use.

In the field of environmental issues also, Miles Pinniger feels that fibre optic lighting has a major part to play. Not only does it save energy, it requires less light sources throughout the life of a system, the principal materials involved (metal and glass) are easily recycled, and a fibre optic installation can be expected to last about three times as long as a low voltage installation.

Better – and brighter – things can therefore be expected from fibre optic lighting systems in the future.

At Philips, we believe in providing total solutions to your lighting needs.

That's why our range of compact fluorescents offers such a comprehensive choice of shapes, sizes and wattages. To give you the freedom to use any number of different light fittings to produce the effects you want to create.

The PL-L, for example, comes in both HF and switchstart versions, in a range of sizes to fit ceiling luminaires from 300mm to 600mm, and will complement the most modern interior designs.

The PL-C, on the other hand, is perfect for downlights, task lights and display purposes.

And there are several alternatives for directly replacing ordinary light bulbs in a variety of functional and decorative areas.

But there's one thing these versatile lamps all have in common. The high energy-saving that makes compact fluorescent lamps such a sound business proposition.

Bringing light to life

For over 100 years, Philips Lighting has led the way in research, technology and understanding the needs of our professional and consumer customers, for one reason only – because we want you to have the very best lighting solutions.

For a better way to work and a better quality of life. But then light is our life!

BRINGING YOU BETTER LIGHT

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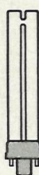
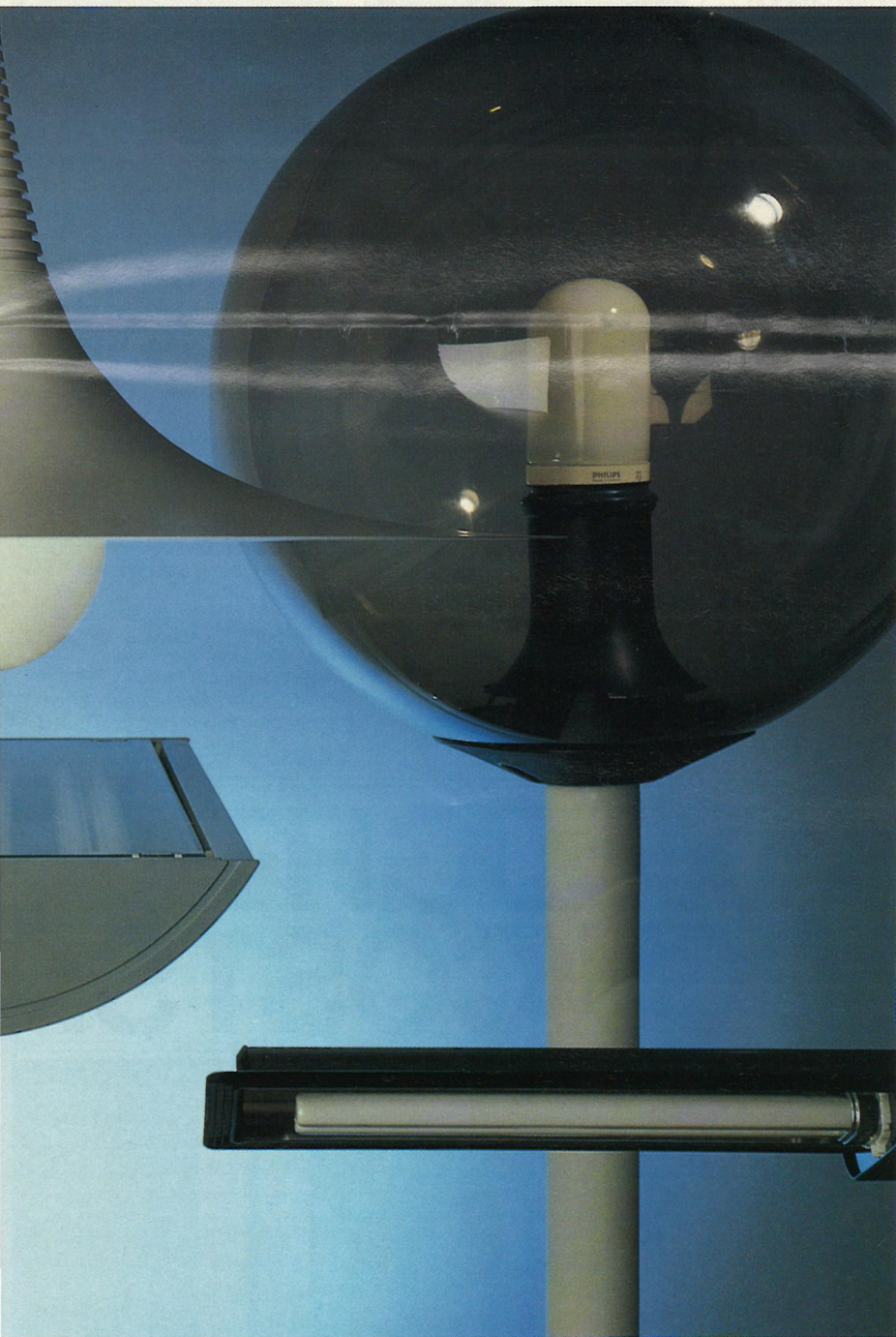
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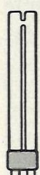
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PL-C



PL-S

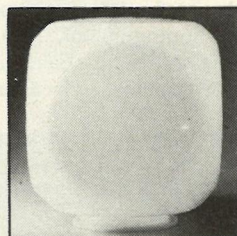


PL-L

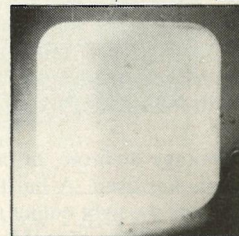
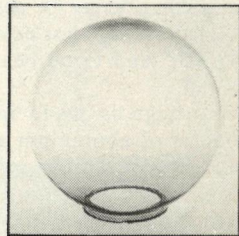
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Taking an advance look at Hilight

Commercial and industrial lighting will be on show at Hilight exhibition from 10-12 November at the Business Design Centre in North London. The exhibition will be accompanied by a conference on the theme *Quality light works*.

Luminaires of special interest to look out for at the show are an intelligent lighting fitting for offices, a giant "organic" uplight, and spotlights with components ready marked for easy sorting and recycling.

There will also be sophisticated lighting controls, computer lighting design packages and the latest side-lit fibre optic lighting which is competing now with neon lighting.

To obtain tickets, which are free of charge, ring the hotline: 071-288 6088. For general information telephone the Business Design Centre on 071-359 3535.

Trilux will show luminaires for ambient lighting in free standing and wall mounted versions that offer flexibility for lighting circulation and fringe areas in offices. They use 24W PL type compact fluorescent lamps.

There will also be recessed downlights with white louvres for twin 18W PL type compact fluorescent lamps. These luminaires can be rotated through 360° and will also pivot. They are suitable for lighting sales and reception areas, corridors, conference rooms, hotels and restaurants.

The Dancer spotlight programme will be launched by Staff Lighting. These spotlights are in three groups, each of which has a common body and a number of interchangeable heads. The supporting stem is hinged.

Adjustable focus

Micro-dancer, the smallest, is for use on low voltage track.

Dancer 25 is designed for mains voltage track and incorporates a transformer on the luminaire supporting arm for use with lamps up to 50W.

Dancer 33 is compatible with mains track and larger lamps such as double-ended metal halide, double-ended 240V tungsten halogen and compact fluorescent.

Dancer luminaires feature a focusing system which changes the position of the lamp relative to the reflector, offering the possibility of increasing spot beams from 10°-20° and flood beams from 30°-60°.

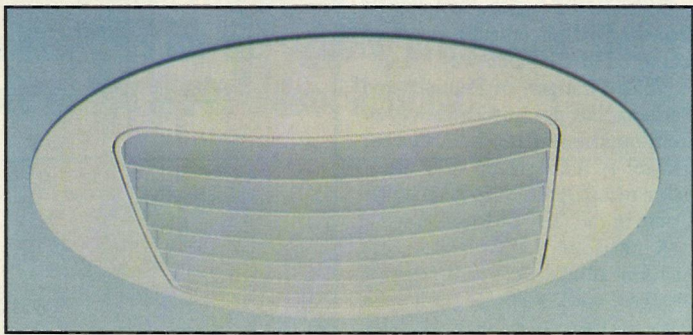
Dancer range is made in a combination of aluminium and recyclable plastics and every part is marked with its own code to permit simpler and more efficient recycling when required.

Solartron spotlight will also be shown. Transformer and luminaire are housed side by side in a unit small enough to fit into the hand.

Low voltage dichroic, or capsule lamps are used. A built-in dimmer alters the light output and offers the possibility of lengthening lamp life.

Shopkit Designs specialises in low voltage lighting for retail, exhibition and office applications. Its products include lighting suspended on cables, track lighting and a new jack plug fitting.

Designed for showcase, ceiling or wall mounting, the jack plug spotlight stands on telescopic legs



Recessed, compact fluorescent downlight from Trilux.

that allow it to be positioned from 240mm-557mm from the fixing plane. It can be rotated through 360° in the plug and also at the spotlight head. A variety of diffusers can be fixed in front of the lamp.

Zig-Zag is also a spotlight with telescopic arms, but is suspended on vertical cables. It can be used in conjunction with shelving and is easily re-positioned. Diffusers in different sizes and colours are available for fixing in front of the lamp.

Optelma, Swiss specialist in low voltage systems, will be launching two new products to complement the extensive range of precision display lighting.

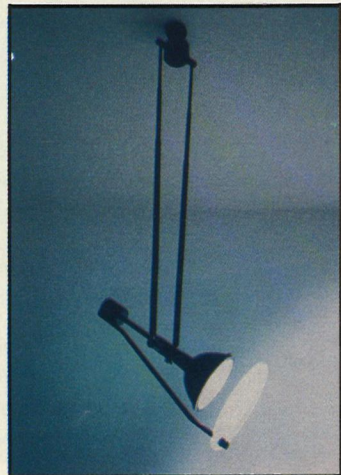
ILAO is a 12V modular lighting system using dichroic and metal reflector lamps. It allows creative control of exterior lighting with unobtrusive fittings.

Six luminaires on spikes, clamps, wall and canopy fixings can be easily fixed up to 18m from the transformers. Of particular note is the Nemo light which uses the 50W 111mm aluminium reflector lamp, available in a variety of beam widths as tight as 5°.

Power is a range of dimmable, cone-shaped toroidal transformers with state-of-the-art electronics. They incorporate overload protection giving milli-second response to any malfunction, including short circuit. Measurements are 200mm in diameter, by 100mm deep, and they are available in a full range up to 300VA. An instant power plug connection system ensures that all low voltage connections are made and the softstart allows lamp life to be extended.

A new range of low voltage spotlights, using the latest 50W 35mm dichroic lamps, is available for use with Yuma, Miko, Mono and Xen low voltage systems, including telescopic and pendant adaptations.

Thorn Lighting's stand will emphasise the company's increasingly homogeneous European organisation with a selection of the latest luminaires from each of



Shopkit's jack plug luminaire.

its European operations.

Of particular interest will be compact fluorescent fittings Band, Efekti, Glorie and Section for entrances, reception areas and other modern interiors.

Developments in display lighting include Adagio, from France, a spotlight designed for a variety of lamps, including metal halide, White SON and tungsten halogen.

Thorn will also exhibit its architectural linear lighting system from Italy, Multilite Systema 8000, a lighting "rail" that can give a variety of lighting effects when different products are suspended from it. Additions to the metal halide uplight range include the simple, triangular-section Libretto and Opus.

UK products shown will include Sensa, the stand-alone, intelligent, lighting management fitting for offices, now with a VDT louvre, and Specline, a competitively priced recessed modular fluorescent fitting.

Crescent will demonstrate its side-lit fibre optic lighting system, which has recently been improved. A substantial increase in light output has followed development work by the USA makers.

The 13mm diameter, clear, pvc tubing emits a continuous line of light and is now said to be visually comparable with neon lighting, but offers advantages. It will withstand wet and even hazardous environments and can be used under water.

Miniature track

Fibrestars tubing has a 50mm minimum bend radius enabling it to be shaped into free-flowing designs, graphics or motifs. It can be used in interior or exterior applications, for example as decorative accent lighting.

The 401 Gold version provides effects lighting for discos.

Crescent has introduced B-Light Universal, an all-metal,

miniaturised track capable of housing a number of light sources. It is primarily designed for undershelf or display cabinet use, or for cornice lighting.

The system accepts eye-ball style clip-in adaptors for 20W 12V dichroic lamps; flat, clip-in adaptors for 5/10/20W 12V tungsten halogen lamps; or special spring-clip adaptors for 12V or 24V 5-10W xenon lamps and 12V or 24V 3-15W festoon tungsten lamps.

On display also will be the Wip range of floodlights produced to IP65 ingress protection rating. These luminaires are capable of accommodating a choice of light sources and are equally at home indoors or outdoors.

Accessories include a recessing box for wall mounting and aluminium columns and base plates for conversion to bollard fittings.

Forma will introduce a collection of modern, Murano glass lighting by ITRE which includes

There is always more

... more energy saving, for example, with OSRAM DULUX® compact fluorescent lamps. However, OSRAM offers even more. Our aim is to use the benefits of these products to help you beat the recession.

OSRAM DULUX® lamps are one of those few products which really give more for less. These highly efficient light sources give more light for less electricity compared to conventional incandescent lamps. That saves money. Not surprisingly, sales of compact fluorescents have risen by more than 24% per annum over the past five years. OSRAM is determined to ensure that potential purchasers continue to learn about their benefits. Our investment in advertising and promotion is second to none and our message is aimed at all groups from the private consumer to the architect and

from the interior designer to the luminaire manufacturer.

Then there is the OSRAM CHEQUE EXPRESS, our high profile innovative promotion which will pay you to recommend and install the range in more and more applications.

Because of the recession there's never been a better time to switch to OSRAM DULUX® compact fluorescents.

More for less with OSRAM

Every OSRAM DULUX® lamp uses 80% less electricity than its equivalent incandescent. That means less carbon dioxide emission from electricity generation and a drastic reduction in energy costs. Based on a price of 7.5p per kWh, the cost of electricity consumed during the 8000h life of a 20W OSRAM DULUX® EL is only £12 compared to £60 for the equivalent 100W conventional incandescent.

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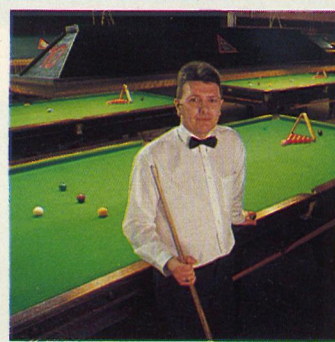


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More light, smaller size, less energy - these are the benefits of the innovative OSRAM DULUX® F 36W compact fluorescent lamp. Its small size and 2800 lumen output makes it ideal for 300mm square recessed or surface modules. Wall lights, sign lights and uplighters can all benefit from the OSRAM DULUX® F.

Available in Cool White and Warm White colours it can be operated with either conventional or electronic HF control gear. For optimum luminous efficacy and long life use OSRAM QUICKTRONIC® ECG.

Reader Service No. 11



Snookered? try CIRCOLUX® EL

Potting the black is seen in a new light at Wembley's Starlight Snooker Club thanks to OSRAM CIRCOLUX® EL lamps.

The tables have an even spread of light and at the same time the club enjoys significant cost savings. Each table is lit by three 32W OSRAM CIRCOLUX® EL lamps replacing three 150W conventional incandescent lamps. As there are 19 tables, that's a total energy saving of 6726 watts! Before, at least one incandescent lamp was replaced daily. Since CIRCOLUX® was installed five months ago, not one has failed.

Reader Service No. 12

A RAY OF LIGHT ON ENERGY COSTS:



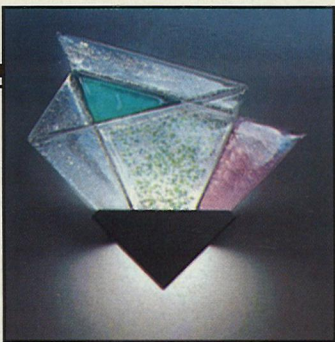
downlights, pendants, wall lights, free standing and table lamps in imaginative designs.

The downlights in particular are selected with architects and designers in mind. There are six different shapes of glass in white satin, aqua or amethyst colours. These miniature low voltage luminaires can be grouped on the ceiling to form patterns and have matching upward and downward wall lights, and pendants.

Tangram range of task lights will also be seen. The two-segment arm is counter balanced and can be used with different supports to form a desk, wall, clamp or floor light.

Concord's new range of Control Spots is a modern kit of spotlights for mains and low voltage lighting. A wide range of lamp types and accessories allows the designer full creative potential.

The range includes two projectors, one a low voltage tungsten halogen model, the other a 100W



Forma's Andromeda wall light.

White SON projector. Both have a wide range of specialist attachments such as framing head, iris head, gobo holder, gel holder and lens options.

The six spotlights use a variety of lamps: low voltage tungsten halogen, 70/150W metal halide, 100W White SON, PAR30, PAR 38 or halogen DLX.

All fittings can be used either with Concord's single, twin or multi-circuit mains track, or be individually surface mounted.

The design of Hazel Duct, a giant uplight, was motivated in part by found objects, hazel

branches and commercial air-conditioning duct, to form a freestanding lighting totem.

Two versions are available, the understated Rational model, or the visually tongue-in-cheek Organic variety with its metal "hazel" branches.

At 2.75m high the fitting is provided with its own "ceiling" — a 1200mm diameter reflector. A 150W single-ended metal halide lamp is used.

Dramatic, functional and portable, Hazel Duct provides solutions for hard-to-light spaces.

DZ Light will show its Prisma I and II amenity post top luminaires. They are constructed in cast aluminium alloy with fasteners in stainless steel and are stated to be corrosion resistant. Ingress protection rating is IP44.

There are versions to accept mercury, high pressure sodium or PL type compact fluorescent lamps.

Lutron's dimming equipment

will be on display, from the simple Nova A dimmer switch to the Orion microprocessor system designed to control lighting for an entire building complex.

Controls are provided for homes, offices, pubs, restaurants, hotels, shopping malls and leisure centres, including effects lighting.

Among the products are Hi Lume, a dimming ballast created specifically for PLC compact fluorescent lamps and the Aurora control which consists of four preset scenes, each containing up to 12 independently adjusted lighting zones.

Zumtobel will exhibit its system of personal light control.

Luxmate is designed to meet the variety of lighting requirements of the modern office, from meeting rooms to areas of intensive VDTs. At the press of a button, one of five programmable lighting scenes can be called up according to the personal requirements of the user.

Lamps

Osram will be displaying a range of shorter, triple and twin turn, Dulux EL electronic compact fluorescent lamps.

A reduction in size of the 15W and 20W and the introduction of a 23W version was made possible by creating three U turns instead of two. All are available with either BC or ES caps.

Modifications mean that at 145mm long the new 15W lamp is as short as the previous 7W and 11W twin turn versions, while at 168mm long the new 20W lamp is shorter than the previous twin turn 15W lamp.

The addition, the Dulux EL 23W, is stated to have a greater light output than a 100W incandescent lamp and is only 178mm long.

It not only offers individually programmable lighting moods but also provides an interface between the user and ambient daylight.

The system reduces costs by allowing switching or dimming of individual luminaires, groups of luminaires or the whole room. Changes can be made to the set-up without extensive installation work by using decentralised bus technology which remains independent of the original room layout.

A wall mounted linear uplight added to the Spheros fluorescent range will also be seen.

Gfc will show contract lighting from Sweden, particularly compact fluorescent luminaires.

For example, the Uranus pendant is intended to give indirect ambient lighting. Three compact fluorescent lamp versions are available: 3 x 36W in a 650mm diameter shade and 6 x 36W or 6 x 55W in an 850mm diameter shade.

Electrosonic will launch a range of lighting controls called Imagine, which is the result of two years' development work.

The heart of the system is a new ES9100 Sceneset unit which controls 128 dimmer channels over 1024 scenes. Eight of these units can run on one control bus giving a system capacity of 1024 dimmers. All commonly encountered loads can be handled, including electronic transformers.

Bi-directional RS485 communication is used both between the Sceneset and its dimmers, and between Sceneset and the Scene Commander remote control panels. This allows distances of up to 1000m between the components

New shorter, twin turn 7W and 11W lamps have improved light distributions and intensity.

The new lamps are well suited for domestic lighting and ambient lighting in commercial interiors.

More decorative globe shaped versions will also be available at the exhibition and a lamp with integral reflector.

BLV Licht und Vakuumtechnik GmbH will be exhibiting its lamps.

Among new products being shown will be a range of coloured, low voltage dichroic lamps known as Popstar, in red, yellow, green and blue. The strong colours given by these lamps are achieved by refraction rather than glass filters, thus reducing loss of brightness. They can be used in place of conventional 50mm dichroic lamps. A 3500 hours' life is claimed.

of a complete system.

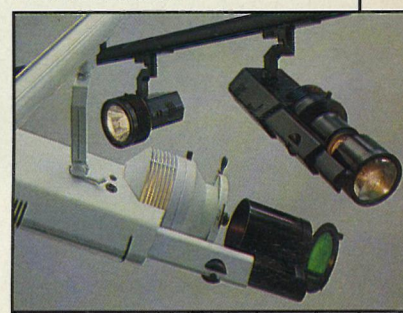
Image control system is easily programmed using the new ES9500 Scenemaker. This includes a large graphics screen.

Philips will feature a wide range of products and lighting systems.

The star of the stand will be the QL induction lamp, with a 60 000 hour life, which has now started to appear in installations throughout the UK.

Other products will include the Ergovision office lighting system and the new Master range for accent and display lighting.

Guzzini will show indoor and outdoor luminaires.



Control spot range by Concord.

A new compact fluorescent downlight range will be seen that uses horizontally burning lamps from 1 x 10W to 2 x 26W.

There will be examples of new "cut-off" exterior ranges, giving precision control over light distribution. Among other outdoor lighting will be the Edge range of floodlights for mounting on window sills.

Metal halide uplights and a system of fluorescent cornice lighting will be other exhibits.

Computer lighting design packages will also be on show.

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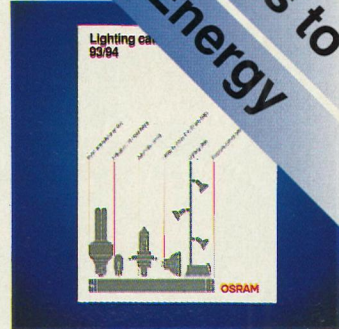
Reader Service No. 14

Get to know more about Lighting

OSRAM is committed to helping you understand the latest innovations in lighting. For OSRAM, this means FOCUS 2, a monthly one day training seminar held at our Wembley LIGHTSTUDIO.

The FOCUS 2 seminars are practical, interactive courses run by OSRAM's lighting specialists.

Reader Service No. 15



The New OSRAM Lighting Catalogue

OSRAM have launched the new 1993/94 Lighting Catalogue, the definitive reference work for the industry on light sources and electronic control gear. If you would like to receive your copy, please circle the reply number.

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For Further Information on any subject mentioned in this feature circle the appropriate reply number or contact the OSRAM Marketing Department on 081-904 4321

OSRAM DULUX®

The energy-saving OSRAM DULUX® EL.

With E27 or B22d base the OSRAM DULUX® EL fits all normal lampholders.

It has a similar warm colour appearance and even light distribution of conventional incandescent lamps, but uses only 20% of the power and lasts eight times as long.

The integral electronic ballast of OSRAM DULUX® EL ensures instant flicker-free start, and radio interference is fully suppressed.

The energy-saving OSRAM DULUX® D.

The OSRAM DULUX® D combines the economy of a fluorescent lamp with the convenient size of an incandescent lamp.

Yet it is one third the width of incandescents, has eight times the lamp life and uses 80% less power.

Single ended with an integral starter, it generates less heat and is ideal for downlighters.

OSRAM DULUX® D/E: Four-pin base version for use with HF electronic control gear, for emergency lighting and dimming operation.

The energy-saving OSRAM DULUX® S.

This uses 80% less power than an equivalent incandescent

lamp and has an average life of 8000 hours. This single ended lamp with integral starter is easily installed. Suitable ballasts are readily available.

OSRAM DULUX® S/E: Four-pin base version for use with HF electronic control gear, for emergency lighting and dimming operation.

The compact fluorescent OSRAM DULUX® L.

The same lumen package as conventional fluorescent lamps of equal wattage, but approximately one third the length.

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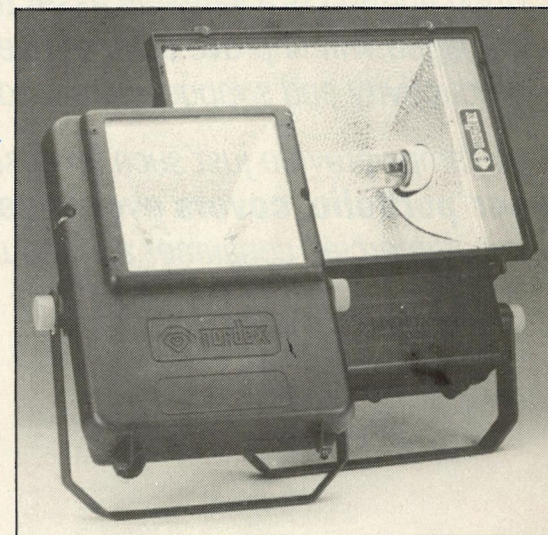
OSRAM DULUX® L is available in four colour appearances: 21 LUMILUX Cool White; 26 LUMILUX White; 31 LUMILUX Warm White and 41 LUMILUX INTERNA all with very good colour rendering. Also available in three DE LUXE colours.

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*Standard GLS average rated life is 1000 hours

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*Average rated life of Precise™ ConstantColor™ 50W



USA

LIGHTING

GE Lighting
a genius for light

Making light work of it

The nature of industry in Britain has changed, and lighting consultant *Gerry Worthington* questions the criteria traditionally used in designing factory lighting.

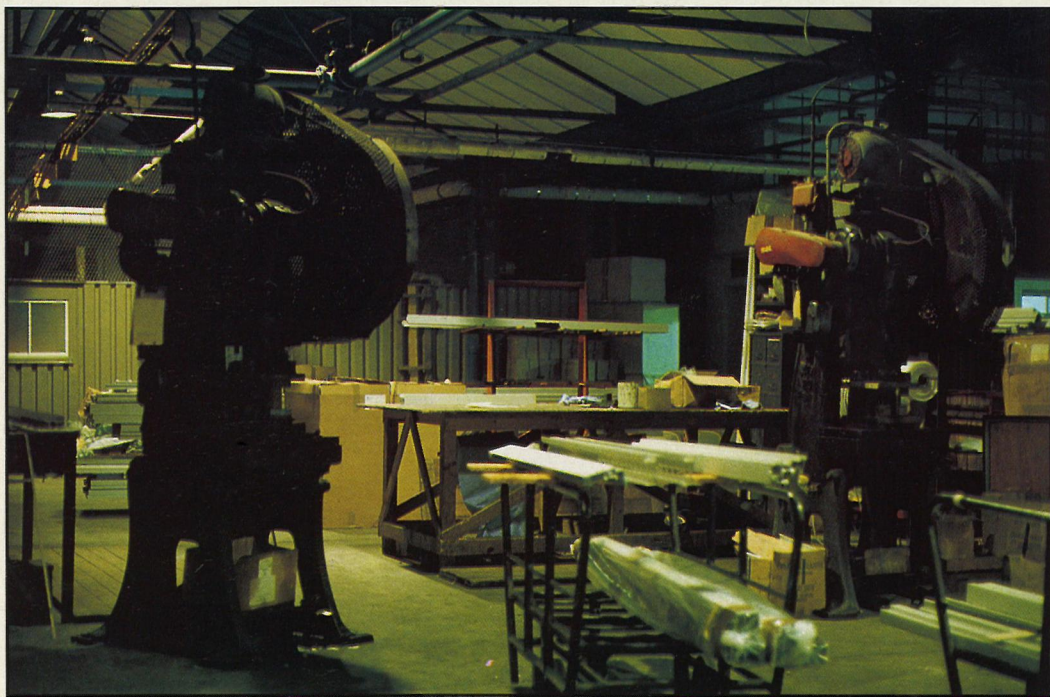
Many purists believe that current criteria for industrial lighting have origins in work performed in offices but appropriately modified to allow for a decreased emphasis on comfort.

Whether or not this is accurate, there is little doubt that historically, the only justification used by industry for spending money

on lighting is pure economics. Where lighting is considered as a production tool, values of illuminance are installed or enhanced to effect improvements in productivity, to reduce the incidence of errors or rejects, or as a response to increasing energy costs by taking advantage of new technology.

The direct and positive influence of good lighting on productivity has been clearly

demonstrated over many years. Although it is universally acknowledged that it should also contribute a benefit to the overall work environment, lighting continues to be installed as a result of economic decisions and not because of any significant desire on the part of managements to provide their staff with the benefit of a comfortable and pleasant work environment.



As the general standard of factory lighting has improved it has become more difficult to demonstrate an effect upon productivity and profits as the benefits accrued to a factory from a continuous programme of lighting improve-

ments become less and less directly measurable, and even the industrial engineer's concept of energy conservation seems simply a most convenient and expedient way of doing what his managing director wants him to do - that is to save money!

Although the cost of energy is still a significant proportion of industrial on-costs, in general lighting it is responsible for only about 7% - 8% of the total electrical costs. Developments in light sources have enabled luminous efficacies to be increased quite dramatically, and the lighting industry must ensure that the extra light obtained at less energy cost is not at the expense of quality.

Similar issues - different approaches

Industrial lighting is concerned with an extremely broad range of visual tasks, operating conditions and economic considerations. The work task 'object' may be infinitely small or extremely large. It can be pure white, black or any shade between. It may be opaque, translucent or transparent; flat or contoured; and it may present to the observer either a specular or diffuse surface. Whatever its nature, lighting must be sufficient and suitable to provide optimum visual ability enabling the task to be performed accurately and quickly.

Physical and environmental hazards may exist within the work areas and the illumination must contribute effectively to the

Use of inappropriate luminaires, unsuitable positioning or excessive spacing, resulting in machinery being inadequately illuminated in work areas become an offence under the Workplace Safety Regulations

safety and well-being of the workers involved. So, effective industrial lighting must be designed with care to cope with many and various conditions within a framework of energy effectiveness.

But, lighting of any work environment should fulfill three functions. It should:

1. enable work tasks to be performed as accurately and speedily as possible.
2. ensure the safety of the people within the interior.
3. aid the creation of an appropriate visual environment.

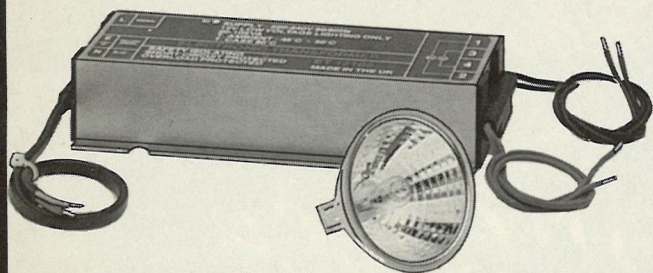
These objectives are not mutually exclusive nor are they applicable solely to industrial lighting. This fact is demonstrated clearly in the 1984 CIBSE Code for Interior Lighting. The schedule of lighting recommendations does not discriminate between the visual needs of the industrial process worker and those who work at less onerous tasks in offices. Instead, it concentrates on defining clearly the visual effects of lighting and how visual discomfort requires to be eliminated and safety ensured.

It has been evident for some

RAM

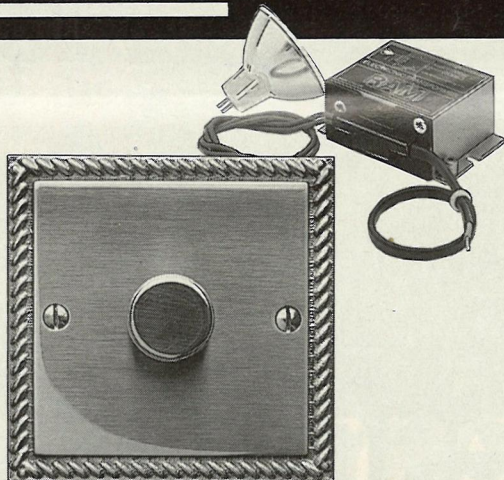
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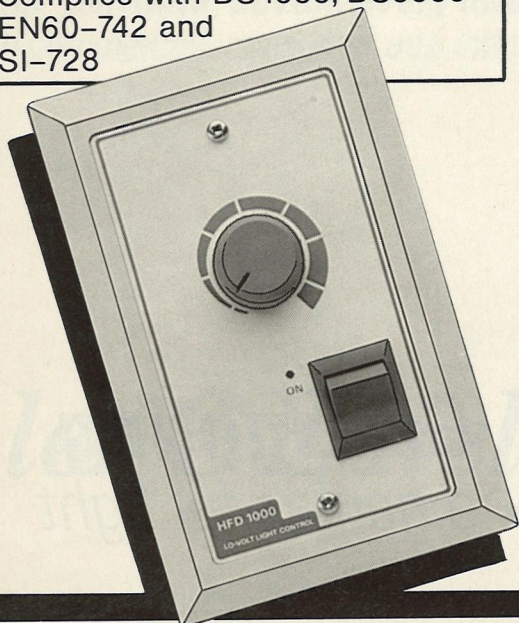
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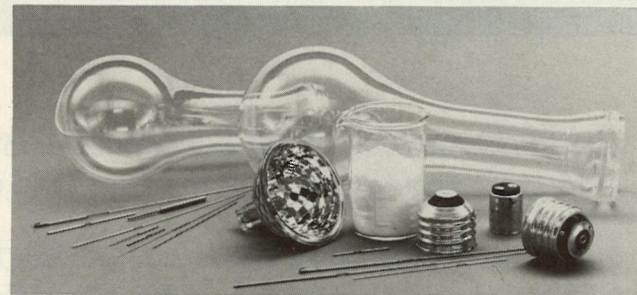


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High Pressure Sodium lamps in industrial reflector luminaires are eminently suited to the needs of small industrial units such as this double glazing company in Uckfield. Vertical illuminaires are excellent, and a mere 4kW of installed lighting load achieves an illuminance of 400 lux.

time, as a result of both market forces and prolonged periods of unfavourable economic pressures, the industrial manager has not been persuaded to invest money in visual quality. Two other factors have contributed: a significant lack of lighting education at regional level where managers and contractors could get involved, and economic spin-offs from the energy crisis. This has meant that any route to improvement in industrial lighting has been influenced by the financial benefits offered by simply introducing new light sources into the work areas.

A change to greater lighting efficiency is no guarantee that the visual working environment has also been improved.

The traditional view that a worker spends his entire working day at a bench or machine concentrating on an object at a specific angle is no longer applicable to industry. The work task is unlikely to be fixed at one point and the worker may be required to move completely around the task and executive operations in a variety of work planes. Equally, a neighbouring worker may be required to inspect very small objects at a fixed point on a constant plane. It is extremely unlikely that the same lighting system will adequately satisfy two such different conditions.

So, a severe downward pressure on finance, lofty and open factory construction employing sheds or northlight roofs, the ease of refurbishing older lighting systems using lamps and luminaires of considerably greater efficiencies, all these factors have ensured that the range of industrial lighting options have remained relatively simplistic.

With the demise of many of the traditional labour-intensive industries, the base of British industry is to be found in a myriad of individual compact units on small industrial estates, often in prime locations. Typical activities include light precision engineering, electronic and consumer-durable assembly, printing and textiles and food. Lying somewhere between the extremes of heavy manufacturing industry and modern office spaces, these new industrial work areas demand a visual environment far superior in terms of quality than those considered so far.

To assist in resolving the many



complex visual problems encountered in industry, the lighting designer may refer to the CIBSE Lighting Guides 'The Industrial Environment' and 'Outdoor Lighting' which give specific guidance on industrial tasks and locations. With changes in the structure of industry and the introduction of new EEC Directives which include lighting at work the employer must now think in terms of lighting for work environments in general, and the lighting designer should not discriminate between factory and office.

Performance-related pitfalls

In the past, senior managers have not been expected to make the subjects of light and vision a personal 'technology target'. In general, factory lighting problems have been resolved in house through the mechanical or electrical engineer and so on through trade routes to an engineering solution. Eventually the lighting proposal is allocated to a specific objective for the purposes of financial approval.

If a company considers the costs involved as an unavoidable expense, then any efficient manager will emphasise capital cost, and the lighting proposal will be diminished to reach the minimum cost figure acceptable. So much existing industrial lighting is representative of this form of expedient necessity rather than forward planning. Evidence of this financially motivated decision-making became noticeable as the original Energy Management in Lighting Awards Scheme gained popularity. The excellence of many refurbished lighting installations, which become category winners, was diminished by the many

entries whose only claim to fame was one of improved system efficiency through reductions in electrical lighting loads, and not

through any real improvement in the visual work environment.

It was generally considered by the scheme's assessors that the fairly simplistic method of point for point replacement of light sources to remove many kilowatts of installed lighting energy while maintaining or increasing illuminances might well reduce energy costs in the short term but undermined the true purpose of improved lighting technology by perpetuating outdated installations and reducing the opportunity of achieving real progress in visual quality.

Such exploitation of the genuine concept of energy efficiency to effect reductions in lighting costs still remains but, more importantly, expedient decision-making of this nature may have undesirable effects on the visual environment. High pressure sodium lamps have exerted a tremendous influence on refurbished lighting installations.

Unfortunately, many factories have sought the energy benefits of changing from fluorescent or mercury HID to SON without the necessary skill and sensitivity. Experi-

ence indicates that industrial staff used to working under 'white' sources should be kept informed of the intention to – and economic reasons for – change. Difficulties arising from a general unwillingness on the part of staff to accept an unexpected change in the colour of the working environment can be unnecessary and severe.

Luminaire spacing

Modern luminaires use sophisticated optical systems which permit relatively wide spacing between luminaires, the intensities at the higher angles being tightly controlled to restrict glare. Many installations intended for EMILAS embodied design assumptions that the precise control of light emitted from these luminaires with widespread distributions assured visual comfort and quality. But, note that the restriction of glare as a criterion of comfort, though important, is a negative approach. Designing for visual comfort and effectiveness is a far more demanding and productive task.

Take care not to over-space the modern luminaires because of their

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Under the new regulations high-bay luminaires used at low mounting heights risk being considered as giving excessive light, inappropriately positioned, or causing an obstruction to the skylight.

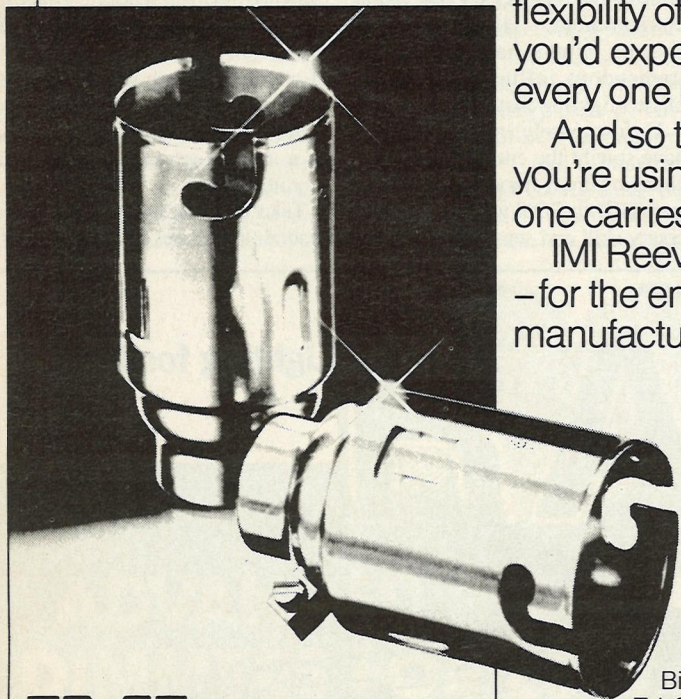
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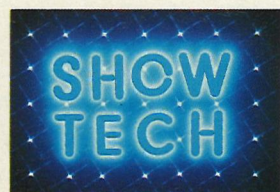
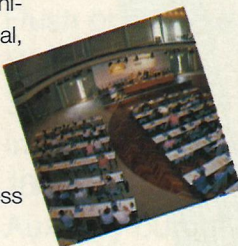
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sophistication. There are two dangers in this practice. Uniformity will be found unsatisfactory and any shadows formed within the space become larger and more definite. Moreover, when an area is underlamped the failure of any one lamp can seriously affect a large area of the workplace. This condition may become critical in hazardous working areas where the consequent loss of contrast may conceal detail.

Hazardous environments

Hazardous working areas exist in large-scale situations such as oil platforms, refineries and chemical plants, but are also present in small locations like paintshops, flour mills and garages. To provide lighting in these areas luminaires are constructed to meet specific standards. If the luminaire complies with these standards the manufacturer will be issued with a certificate of assurance and a licence to apply the certification mark to the luminaire. The requirements of the Health and Safety at Work etc Act ensures that certification is always demanded.

Classification of hazardous areas as detailed in Part 2 of BS 5345 recognises three sets of condition known as zones:

Zone 0 is the highest hazardous rating. It occurs where an explosive gas/air mixture is continuously present or may be present for long periods.

Zone 1 is defined as an area where an explosive gas/air mixture is likely to occur in normal operation.

Zone 2 is where an explosive gas/air mixture is not likely to occur in normal operation and if so, would only be present for a short period.

Once the zonal classification and type of protection has been established it is necessary to further classify the luminaire in terms of its normal surface temperature and relate that to the ignition temperature of the gases/vapours involved. The maximum surface temperature (T) of the luminaire must not exceed the ignition temperature of the gas/vapour. Ignition temperatures can vary considerably, eg for town gas/air it is over 600 °C and for petrol/air about 250 °C.

Class	Maximum surface temperature °C
T1	450
T2	300
T3	200
T4	135
T5	100
T6	85

New directions with constant values

Significant changes are expected in health and safety laws by the end of 1993. Consultative documents have been issued by the Health and Safety Executive based upon EEC directives and these details have been presented to readers of *LEN* in earlier issues.

Under the Workplace Directive, many employers will have to upgrade their standards of house-keeping substantially. Suitability of workstations, maintenance and safety, lighting and emergency lighting feature strongly.

The Display Screen Equipment Directive deals with an employer's obligations to workers who use and occupy visual display workstations. The requirements are comprehensive and workstations commissioned after the 31 December 1992 must meet the minimum requirements. Although employers have a period of four years in which to adapt existing workstations to



High technology weaving shed at Carrington Novare in Carlisle. The relighting installation ignored traditional methods of industrial lighting and revolutionised the accepted concept of a weaving mill. The company reported increased productivity and improved morale due to the significant improvement in the working environment.

comply with the minimum requirements, current health and safety legislation already covers some of the requirements in the directive.

Legislation will now require the VDU screen to be free of any reflections or glare. This implies that task or supplementary lighting will have to be used carefully.

The directive also calls for an appropriate contrast between the screen and the background environment. Workstations will have to be so designed that sources of light, windows, wall surfaces or excessively brightly coloured fixtures do not create direct glare and, so far as is practical, no reflected images on the screen.

Employers must analyse each workstation and take appropriate measures to remedy any of the problems. The matters are not optional: employers must comply with the extensive requirements for health and safety in the workplace. So far as lighting and vision is concerned, the directives may be interpreted as being more technically prescriptive and detailed than the type of 'objective setting' regulations found in the Factories' Act and the Offices, Shops and Railway Premises Act.

Recent surveys appear to confirm a marked increase in workers' dissatisfaction with the visual

appeal of the work environment, so there seems every reason to conclude the need for managers at every level to understand more about lighting and vision.

Magistrates are now imposing substantially increased fines for breaches of the Health and Safety at Work Act, so industrial managers ought to be aware of what legislation now requires from lighting and how the influence of visual and aesthetic values within the work space may help to satisfy that legislation.

LIF has recently published details of the new structure of its prestigious National Lighting Awards Scheme. Entries will be accepted up to 30 October and industry has now the opportunity to enter innovative lighting installations free of the pressure that the overriding requirement to win an award is to demonstrate massive reductions in installed load.

Lighting Equipment News has itself been a pathfinder in taking stock of not only the successes but the shortcomings of the lighting industry. Even in the January 1992 Silver Anniversary edition it had the good sense to acknowledge that the lighting industry cannot afford to indulge itself in nostalgia.

Lighting is now about people and opinions in the work-place – not buildings!

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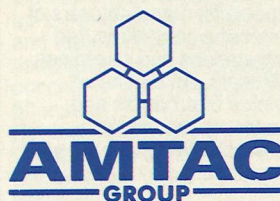
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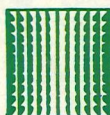


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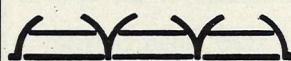


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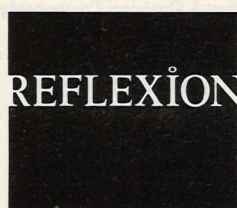


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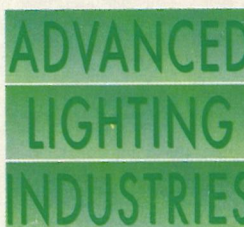


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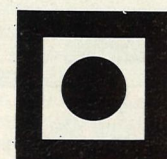


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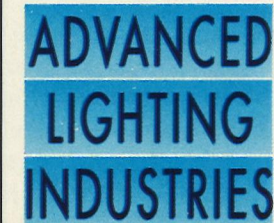
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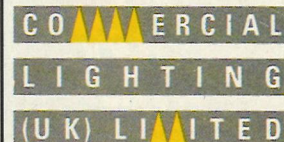
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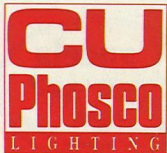
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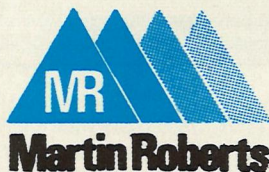
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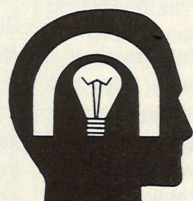
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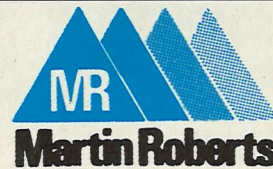
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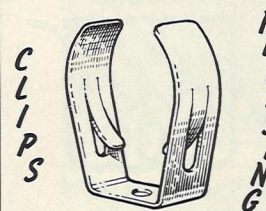


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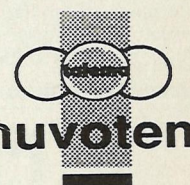
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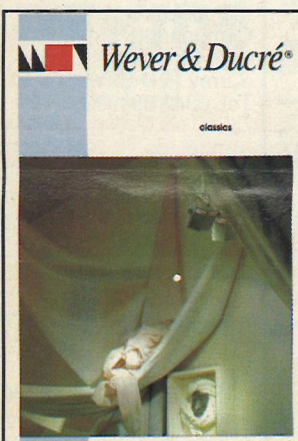
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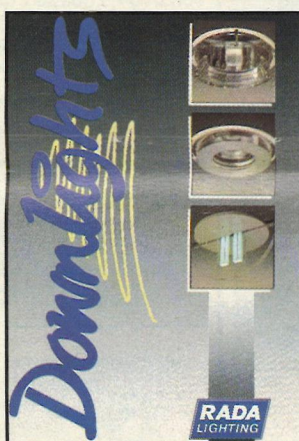
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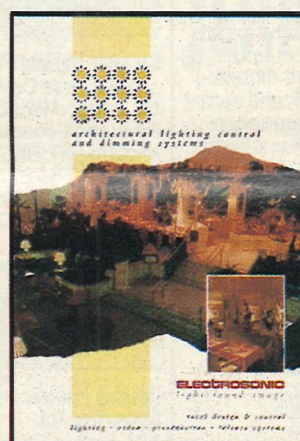
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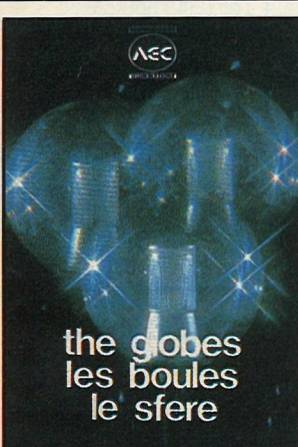
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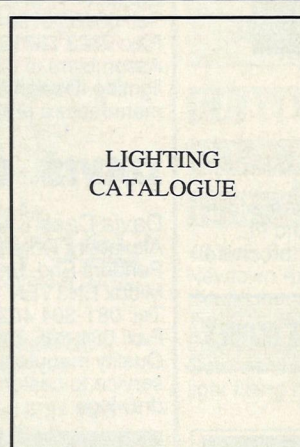
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As part of their continuing expansion programme, Program Lighting have a vacancy for a luminaire design engineer with particular experience in the design of fluorescent products for the commercial office interiors market - metal work production engineering bias.

The applicant should have innovative design skills and be experienced in all aspects of modern design and manufacturing techniques. The successful candidate will be working as part of a highly successful team developing luminaire designs for major project applications.

Applications should be submitted in writing, together with a full CV to:

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Health and safety regulations laid

Regulations to implement the European Community Framework Directive on measures to improve the health and safety of workers at work have been laid before parliament. The new regulations are the first in a series to implement six EC directives.

The 'Management of Health and Safety at Work Regulations 1992' (The Management Regulations), previously called the Health and Safety (General Provisions) Regulations, will come into force on 1 January 1993.

The Framework Directive sets out general principles of EC health and safety law. Some provisions are already implemented through existing health and safety legislation, notably the Health and Safety at Work etc Act 1974, the Management Regulations introduce only the additional health and safety measures. The main requirements on employers are:

- ☐ To assess risks to the health and safety of their employees and others and identify the measures needed to comply with

relevant health and safety law.

- ☐ To make arrangements for implementing the health and safety measures required by the risk assessment. Arrangements for planning, organisation, control, monitoring and review will need to be covered.

- ☐ To appoint competent people to help with the implementation of the health and safety arrangements.

- ☐ To set up emergency procedures.

- ☐ To provide information to employees, as well as adequate training and instruction.

- ☐ To work together with other employers sharing the same workplace.

In addition, employees are required to use equipment only in accordance with the training they have received, and to report dangerous situations and any shortcomings in their employers' health and safety arrangements.

Copies of the regulations are available price £2.30. An approved code of practice will be published in November 1992.



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Existalite, a major leader in emergency lighting is looking to recruit a sales representative for their Fibre Optics Division.

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Busy furniture store in Solihull, West Midlands, has space to let to a lighting business. Sizes available from 400 sq.ft.-1000 sq.ft. Rent negotiable dependent upon instore location. Applications invited in writing please to:- B. Mc Cabe. Wendovers Ltd. 34 Molesey Road. Hersham, Surrey. KT12 4RQ



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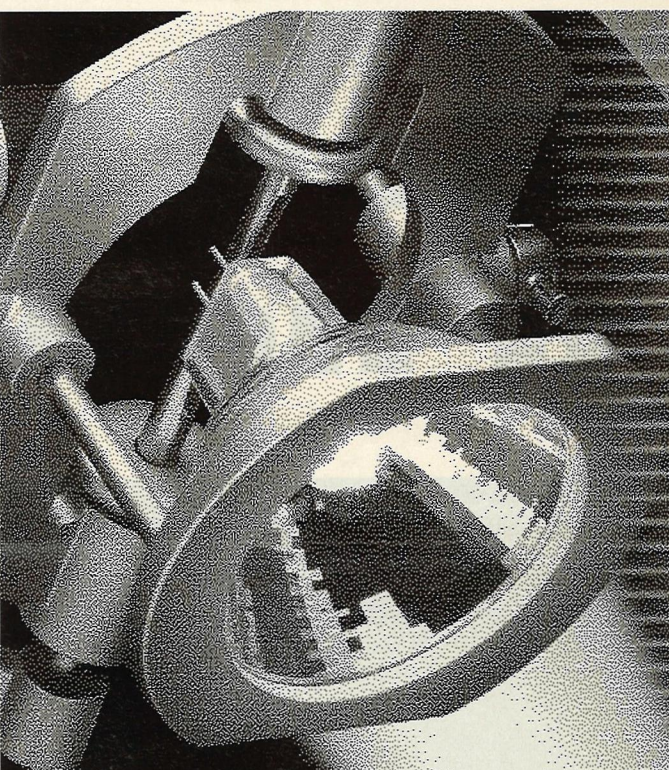


NEWS



Efficiency and clean modern design are the keynotes of this new Pegasus service station on the Colchester by-pass. The lighting includes uplighters using 3 supermetalarc 400W Sylvania lamps which are fitted to columns on the pump stations. Concord Lighting has developed a new reflector for uplighters of this type.

The extra strong construction of the column end lights is of aluminium, powder-coated white with pebble-dash reflectors. All luminaires are fitted with borosilicate safety glass and mesh shields to exclude insects.



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The world's largest QL scheme to date has been installed in the National Westminster Bank building in Ayle Street, London E4. A total of 142 Philips QL fittings has been used in recessed and pendant luminaires over two floors of the office building.

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Further detailed information on the new standard lighting range is available through your wholesaler/stockist or by contacting us direct.



JSB Electrical plc, Manor Lane, Holmes Chapel, Cheshire, CW4 8AB. Telephone: 0477 37773 Fax: 0477 35722

Building projects targeted by 1993 THERMIE programme

The Commission of the European Communities has highlighted energy efficient buildings as a key target for its 1993 round of grants under the THERMIE programme.

This is the EC's programme for the promotion of new and innovative energy technologies across all sectors of energy supply and use.

EC member states are committed to stabilising carbon dioxide emissions at their 1990 levels by the year 2000. Energy efficiency will obviously play a vital role in helping to achieve this objective. In the 1993 Call for Projects the Commission is giving preference to projects which show a potential to reduce carbon dioxide

emissions across the Community.

The Commission is placing particular emphasis on projects which demonstrate significant but economically viable energy savings and reduce carbon dioxide emissions from buildings. Eligible building projects will feature novel combinations of design methods, materials, services and management systems to produce a building which is both effective and energy efficient.

The brochure 'THERMIE 1993 – Information and Procedures for Submitting Projects' gives details on procedures, and is available from the Commission of the European Communities, Directorate-General for Energy, (THERMIE programme) rue de la Loi 200, B-1049, Brussels.

Proposals must reach Brussels by 1 December 1992. Further information from BRECSU, Building Research Establishment, Garston, Watford WD2 7JR.

IN YOUR NEXT ISSUE

The street scene is central to urban life. Few things can add more to the quality of the built environment than safe, well-lit streets and attractive public buildings picked

out in light. In November *LEN* will examine the latest trends and developments in street and amenity lighting, and look at some recent installations in this field.

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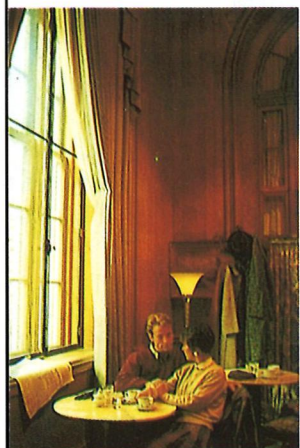
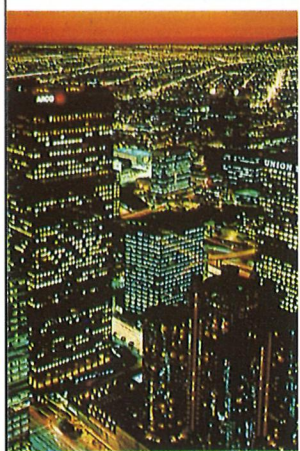
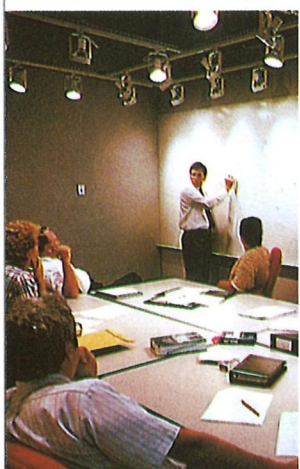
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Lighting Association



Buyers' Guide 1992/93

- Success story
- Single market
- Improving training

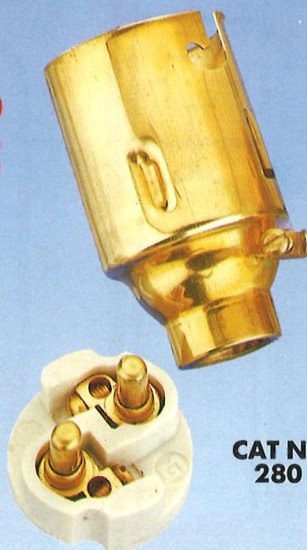


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Reader Service No. 301

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Lighting Association Buyers' Guide 1992/93



Front cover: Number One, South Audley Street in London's West End. The property, built in 1878 by George Aitchison, has been beautifully restored by architects Carlisle Associates for The John Ellerman Foundation to provide prestige office accommodation. Existing lighting was renovated and purpose designed period style fittings supplied by Dernier & Hamlyn; R & S Robertson also supplied luminaires for the project. One particular challenge was to copy a wall bracket, the only original lighting feature, for the lighting of the panelled staircase. *Photo: Keith Parry.*

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HOW TO USE THIS GUIDE

First refer to pages 21-28 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 11-19.

This listing has been compiled on the basis of information supplied to Lighting Equipment News by LA member companies as at 1 June 1992. For further information on the decorative lighting industry contact the Lighting Association, Bryn, Bishops Castle, Shropshire SY9 5LE. Telephone: 0588 84658.

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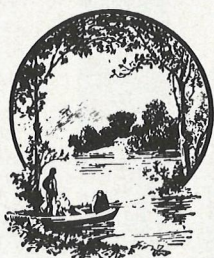
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President's message: A success story

The last 12 months have been, without doubt, some of the most eventful in the history of the Lighting Association.

We set ourselves some very demanding targets because we realised that there had never been a better time to seize the initiative if the association was to progress and become a truly effective trade organisation.

So what exactly has been achieved during this momentous year? In my view a tremendous amount. Some of the highlights include the following:

□ A new image

By dropping the word 'Decorative' and becoming known as the Lighting Association I believe we now have a new, dynamic, progressive and professional corporate identity that will serve well into the 1990s and beyond.

□ Lightshow success

Our calculated gamble in moving the Lightshow to Earls Court 2 – Britain's most modern and best equipped exhibition centre – proved to be an overwhelming success. Record crowds and good business reports from nearly every single exhibitor made Lightshow '92 one of the best and happiest for many years, despite the difficult trading climate. I am delighted to report that next year's show (February 14-17) is already shaping up to be even better, and will be the largest lighting exhibition ever staged in the UK.

The event is greatly strengthened with the full support of the Lighting Industry Federation (LIF) and the Council of European Luminaire Manufacturers' Associations (CELMA).

□ A New code of practice

As promised, our code of practice has been totally revised and updated. Its primary objective is

to help members produce and sell luminaires that conform to UK and European safety standards while still allowing for innovative design, cost effective manufacture and assembly.

□ Policing of standards

The association now has its first, full-time, technical services officer – Keven Kearney. Keven is constantly on the road conducting routine spot checks and advising members how they can improve and upgrade their manufacturing procedures. Policing of standards is one of our main objectives for the year ahead. It must be if we are to provide you – our members – with protection against unfair competition, and from inferior products, from the Far East and elsewhere.

□ New laboratory

The association's very own test laboratory is now up and running in Coventry. This specialist laboratory for luminaires means your association can now offer you a fast, efficient and cost effective service. The laboratory will also pay an increasingly vital – but totally independent – role in promoting the highest standards of manufacture and in helping members to develop new products.

The Coventry location is a transitional arrangement until our brand new, purpose-designed and NAMAS accredited test laboratory is operational in the association's new headquarters, currently being built in Telford. This is of course a major investment, and is all part of your association's commitment to the future.

□ BS5750 – A major goal

It is heartening to see more and more of our members winning BS 5750. We, as a trade organisation, are also working towards this goal and we certainly hope to be accredited by this time next year.

□ Technology at work

Now operational within the association is our new computerised management system. This long overdue investment in modern technology is already paying dividends. Our management systems are now far more efficient and cost effective. All credit to our staff who have really got to grips with the change so quickly.



Peter Hunt, this year's LA president.

□ Government liaison

Government lobbying at all levels – local, national and European – is becoming an increasingly important role of your association. Together with our colleagues in the Lighting Industry Federation, we now operate an increasingly influential joint lobby to the Houses of Parliament and we are, of course, joint UK members of CELMA. The lobbying consists of face to face meetings with MPs in the houses of parliament about issues that affect association members.

□ The European connection

As you probably know, our association currently holds the secretariat for CELMA. Apart from promoting better understanding, CELMA, under the presidency of LIF's Mike Lippold is also seeking to generate new business opportunities between the European partners. Together we hosted the first such symposium in Stratford-upon-Avon in May. It was, I hope, just the beginning of many new business initiatives.

□ Industry collaboration

Our association's new working relationship with LIF has been a tremendous achievement. The lighting industry must work together and speak as one voice. We cannot afford to be insular in our thinking. We have to seize every opportunity to move forward and – when and where necessary – change with the times.

□ Lifeline for the future

The association continues its sponsorship of the Student Lighting Designer Awards. Each year they attract over 100 entries from some of the UK's best designers currently studying at our leading art and design colleges. This sponsorship must continue because it is so important to encourage talented young designers whenever and wherever we can. They are, after all, our industry's lifeline for the future.

□ Retail initiatives

The Lighting Association's totally revamped Retailer Training Scheme unveiled earlier this year has generated tremendous interest. This distance learning course has been especially devised to help retailers, and their staff, have a better understanding of lighting. This is vitally important so they can better serve their customers and also play a key, front line role in increasing overall consumer awareness of the benefits of good lighting. The course is proving so successful that it is now being adopted by most leading retail stores and forward thinking independents both large and small.

Home Lighting Month and our 'See the Difference' campaign attracted nationwide interest from the consumer press and special campaigns in such publications as *Traditional Homes* brought their rewards. Publicity initiatives of this kind are all part of our association's wide range of services to the membership.

□ Better communications

In setting out our stall last year we promised to keep members better informed about the work of your association. We sincerely hope that we have kept this promise. Spotlight, our own regular newsletter, has been well received by both members and those outside the association. Particularly with the current demise of *Lighting* magazine, it has certainly proved its worth and has great potential for the future.

These are just some of what I believe to have been our success stories over the last 12 months.

There is, however, still a great deal to be done. The association must continue to move forward. I can assure you that the next 12 months will be no less challenging for the Lighting Association.

PETER HUNT
President, LA

Training course proves itself

As the industry becomes increasingly more sophisticated retail staff need to be better trained to help customers with their lighting problems. We look at the LA scheme one year on.

One year old – and the Lighting Association's Retailer Training Scheme has proved itself. This is the verdict of the students who pioneered the first course.

After a year back at the sharp end, at the sales counter, answering customers' questions and quibbles, they are now able to reflect on the accumulated benefits of enhanced lighting product knowledge and improved customer care expertise they gained from the scheme.

Desmond Smith, Customer Services Manager with Christopher Wray Lighting, commented: "I took the course after having worked for Christopher Wray for nine years and found there were still new things to learn.

"The course has been a great help and I always keep the training documents with me. I am glad to have this information, it is indispensable. It is here on my desk and a useful item it has proved to be.

"The course work was also very informative. I found it a great help.

"I would certainly recommend the course to others. I found it extremely instructive in just about every aspect.

"I find that no matter how long you have been in the business there is always something new to learn."

Tony Maloney, who is in charge of staff training for Christopher Wray's nationwide network of lighting emporiums, is equally enthusiastic about the training scheme.

"I have been a big supporter right from the beginning and would thoroughly recommend anyone in retailing to take the course," he said.

"It is a good scheme and all our people who have taken it say it was extremely useful and they learned a lot. We sent 14 on the first course and four took the next one."

More than 130 people have completed this innovative, distance learning course which has been especially written and devised by experts to help retailers and their staff to gain a better all-round understanding of lighting.

It has been designed to be comprehensive, cost-effective and easy to understand, concentrating on sales, safety and many of the technical matters that customers often ask about and rarely receive a satisfactory answer to.

The core of the training course is made up of five modules or "Work Books" containing information on the following subjects:

☐ **Basic electrical knowledge**
This module provides a practical

introduction to the nature and effects of electricity while also dealing with common terms and measurements used in electric lighting. In addition, basic safety precautions, the advantages and limitations of low voltage systems and basic precautions for plug connections, lampholders and other luminaires are discussed.

☐ **Lamps – their functions and uses**

Subjects tackled include the identification of the various lamp types used in the domestic situation, together with an understanding of lamp construction, use and light production methods. This module also compares various lamp types including efficiency, running costs, life expectancy, colour properties and how to guard against lamp life-shortening factors.

☐ **Product knowledge – luminaires**

Students are given a good insight into the function of luminaires as well as their versatility, adaptability and safety. Also reviewed are materials, workmanship and perceived value of luminaires, as well as style and period lighting, installation and maintenance, plus outdoor, security and bathroom lighting.

☐ **Designing lighting in the home**

Style, shape, colour and materials, together with the need to provide sufficient light for visual tasks and safety are all discussed in this module. In addition useful tips to help create an attractive and

appropriate scene, lighting distribution, positioning and colour characteristics of lamps are also provided.

☐ **Safety and the law as it affects the lighting retailer**

This module provides a very useful basic introduction to the three main areas of the law which affects retailers including health and safety; their responsibility to sell safe goods and their obligation to bring about a fair and lawful transaction.

Having completed the five core modules, students can then choose from one of the following optional workshops:

☐ **Basic selling techniques**

This lively module includes self analysis, the importance of product knowledge and the mechanics of selling.

☐ **Advanced product knowledge**

A more in depth look at new technology, light sources, accessories and security devices.

☐ **Marketing for retailers**

The importance of knowing your customer, their needs and desires, the marketing mix, making promotions pay and the media maze are all included in this module.

Students are sent work books on a monthly basis and an average of between three and four hours a week is required for study and to complete the set activities.

The amount of time an individual spends on each module will of course vary, depending on among other things, on his or her



Retailer training scheme: Christopher Slinger is presented with his certificate.

previous knowledge and experience on the particular subjects in question.

At the end of each work book there are some assignments for the students to complete which are then returned to the course tutor.

One of the distinct advantages of this distance learning course is that students can decide when they want study and can enrol anytime during the year. They do not have to attend tutorials at set times and most of the course assignments can be completed while actually working in the store.

A student hotline is also available during office hours to help answer any queries and provide further expert advice where appropriate.

The Lighting Retailer Customer Care and Product Knowledge Foundation Study Course has been of lasting benefit to Christopher Slingerland, proprietor of Slingerlands of Beaconsfield, Buckinghamshire.

"I found it very beneficial, and still do a year later," he said. "I think it is important to bring your own knowledge up to date before sending someone else on a course."

"The training scheme is a very good idea, of particular benefit to new people coming into the industry. There is a lot of technical information, the nitty gritty, which they need to get to grips with. It means they don't have to waste time asking some one else."

The Lighting Association's objective is a continuing programme of technical development updates for retailers and expanded knowledge of all lighting retailer matters.

As Carolyn Shaw, who has special responsibility for co-ordinating the scheme, points out: "Students are obviously well aware of the fact that consumers are becoming much more discerning about lighting and how different schemes need special explanation."

"The Lighting Retailer Training Scheme means they need never be stuck for an answer, or worse, unwittingly give out misleading information," she adds.

For more information about the retailer training scheme contact: Carolyn Shaw at the Lighting Association, Bryn, Bishop's Castle, Shropshire SY9 5LE or telephone: 0588 640658.



Lightshow '92 at the new Earls Court 2 venue.

Lightshow — the future

When Lightshow '92 opened at the UK's best exhibition venue, Earls Court 2, in January of this year, there was acclaim from exhibitors and visitors alike.

For years at Olympia, Lightshow had occupied a unique position as the only major UK showcase dedicated solely to lighting. The move to Earls Court 2 signified that the Lighting Association, were getting serious about realising its potential.

The Lighting Industry Federation's formal support for Lightshow '93 as the official UK showcase for its membership added muscle to the organisers' declared aim of establishing the exhibition as a more significant date on the European and world lighting calendars.

And its acceptance by European suppliers was assured when CELMA (the Council of European Lighting Manufacturers' Associations) agreed to nominate it as one of the favoured Euro-shows, alongside Hanover, Milan and Paris.

Advance space bookings for Lightshow '93 are already heavy enough to assure the organisers of

a successful event. And, the uptake has given them more reason than ever to look at the longer-term potential of the show.

"London is an established platform for truly international exhibitions. It was one of the main reasons we opted for the new Earls Court 2 rather than going to Birmingham, and we know the numbers of mainland European visitors to rise as Lightshow broadens its appeal and becomes a more mature show," says the organiser, LA company secretary, Graham Samuel.

Although some will argue that Lightshow remains an exhibition run primarily by and for the decorative sector, the more open minded will acknowledge that, while this has been the case historically, the first signs of a major expansion from that solid base are now in evidence.

"Lightshow will remain a first-class show for UK retailers to source wares at. But we are building out from there to take in the specifier, architectural and commercial lighting suppliers," says Graham Samuel.

Lightshow '92 attracted some early exhibitors from these sectors, and they have been delighted at the response they have

received from visitors.

Cryselco, who specialise in office, shop and warehouse lighting, were impressed by the quality and quantity of inquiries. Osram and G E Lighting also reported heavy inquiries. Interest at their Lightshow stands also delighted Reggiani and Holophane. And at least one company — Micromark — chose Lightshow to launch into the commercial lighting sector for the first time, again with excellent results.

Over the years, many trade bodies have sold title to their industry shows to the professional exhibitions industry for large cash payments — a temptation the Lighting Association has always rejected.

The result is a show which is consistently moving forward because its aims are fully understood by its organisers. In addition, Lightshow's considerable profits are available to the association to strengthen and service its industry.

So while Lightshow will unashamedly continue to attract the UK retailer, visitors can also expect to see it grow by the year to take in the whole range of lighting and to rank alongside the mainland European shows.

It's the Micromark 'extras' that make our fittings work

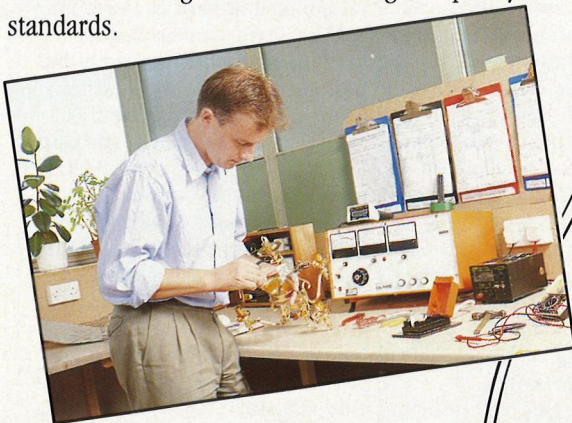


It takes more than just pieces of metal and glass to make a light fitting. As the exploded drawing shows, scores of different parts and electrical components are required to make the luminaire look right and work properly.

It's the same with Micromark. Our fittings are backed by a host of 'extras' – super packaging, massive stocks, fast distribution, hard-working sales aids – all designed to make your selling job easier.

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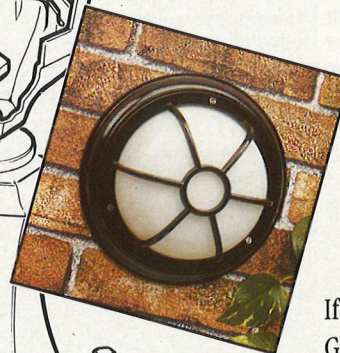
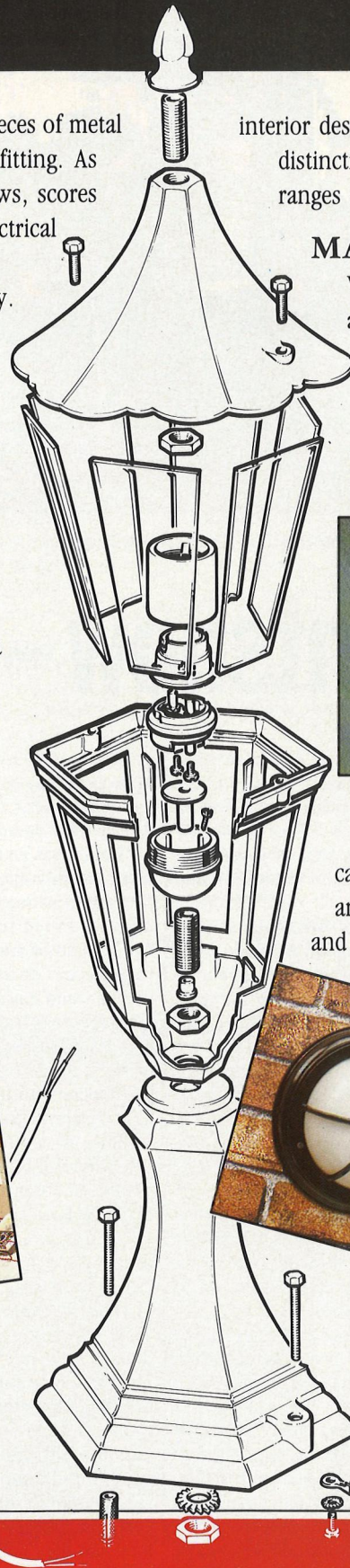
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TESTING

The correct use of materials, lamps, control gear and components is vital in luminaire design and manufacture to ensure that the product is safe and has a good standard of performance to suit the intended application. Designers and manufacturers today are very conscious of their duty of care responsibility and the legal requirement to supply safe products.

EC Directives and UK legislation require products for sale within the European Community to be safe. This legal requirement applies to all suppliers within the Community – with the term ‘supplier’ being all-embracing and including manufacturers, assemblers and suppliers.

We live in an age of increasing levels of standards and legislation. Much of the recent (and forthcoming) legislation that affects lighting originates from Brussels including the directives concerning low voltage, electromagnetic compatibility, the CE mark, the workplace, energy labelling and the ecolabelling system.

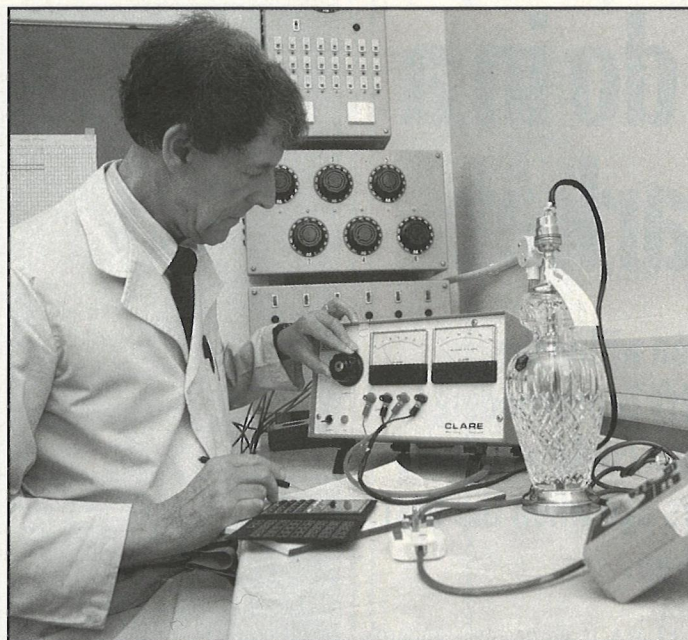
The burden of standards and legislation can seem awesome, but the benefits to the consumer in terms of safety and product/system performance are very substantial indeed.

In fact, there are also benefits to the manufacturer and distributor of lighting products. Good quality products are at a commercial advantage, and Ernest Magog's feature in the April 1992 issue of *Lighting Equipment News* leaves little doubt about the opening up of the Single European Market and the importance of the work undertaken by CELMA (the Committee of EEC Luminaire Manufacturers Association) in respect of legislation.

The rate of technical development in the lighting industry has resulted in a vast, and ever increasing, range of lamp types and components which the designer incorporates into luminaires.

In many cases the application of these lamps or components will impose limitations or special requirements on luminaire design. These limitations may be in terms of mounting methods within luminaires, wiring or distance between components for safety or product performance reasons.

This large range of lamps and components makes formidable the luminaire designer's task of



Testing a fitting at the LA's new Coventry test laboratory.

Getting it right

Lighting consultant *Gerry Brown* looks at the question of luminaire design, testing and certification

achieving optimum performance and product safety (in electrical, thermal, optical, or UV terms). So, it is increasingly important that clear and comprehensive technical information is provided by lamp and component manufacturers and suppliers to facilitate the design process. Where small tungsten halogen lamps are used, for example, it is important that the maximum permitted temperature of various parts of the lamp are not exceeded.

Some lamp manufacturers not only provide the technical documentation, detailing maximum permitted temperatures, but also recognise that luminaire designers may have problems in measuring the actual values achieved. Accordingly they make available a selection of halogen lamps fitted with thermocouples so that the necessary temperature measurements can easily be made. This type of technical support can make a major contribution to good quality levels in the industry.

Luminaire manufacturers can have product testing carried out by one of the independent test houses accredited by NAMAS

(National Measuring Accreditation Service) and the Lighting Association has its own test laboratory staffed by lighting specialists at Coventry.

The test houses and the LA laboratory provide a wide range of testing services covering all major UK and European luminaire standards – BS 4533 : 1990 and EN 60598 : 1989.

The LA laboratory also provides assistance to association members with the development of new products and prototypes. This is particularly useful where small production runs or ‘specials’ are required – often at short notice.

The current LA facilities are housed in a temporary base, but a new purpose-designed NAMAS accredited laboratory is due to open at the LA's new Telford headquarters in 1993.

The Lighting Association Code of Practice scheme is aimed at providing an essential design assessment covering safety, quality control during manufacture, and final inspection and testing for LA members. The code is intended to form the basis of a supplier self-declaration that

products have been manufactured in accordance with good engineering practice, taking account of the relevant standards.

It is essentially based on:

- ☐ Design assessment by examination and type test.
- ☐ Maintained level of inspection and quality control related to satisfactory inspection and test procedures.
- ☐ Use of correctly maintained and calibrated test equipment.
- ☐ Maintenance of records.

Where the Code has been complied with to the Association's satisfaction, then the Lighting Association Code of Practice label may be used on the manufacturer's products. The Code of Practice has recently been reviewed and updated and is now presented in a more ‘user friendly’ format.

From a practical day to day trading viewpoint the consumer and the market place have more teeth!

It is becoming increasingly common for retail outlets to demand compliance with standards and to insist on seeing evidence in the form of a test certificate or certificate of compliance for the products they purchase.

Equally, design and engineering consultants are insisting on compliance with standards for the products they specify in scheme design work and, often, customers will favour manufacturers which hold BS 5750.

At the end of the day it is really all about a professional approach to getting the highest quality levels throughout the industry. Much has already been accomplished.

The user of lighting is entitled to expect good quality products and surely deserves much more help and information about the use of lighting and the contribution good lighting makes to interior decor. The rapid rate of introduction of new lamps and products, in particular, can be confusing for the consumer.

The Lighting Association Retail Training Scheme, a distance learning course covering most aspects of lighting, looks set to make a major contribution here.

An increased level of expertise in lighting products and their application at the retail end of the chain will be both welcomed by the consumer and good for the lighting industry.

Much to do in a single market

International cooperation within the European lighting industry is proceeding far further and far faster than could ever have been imagined four years ago when the first tentative steps were taken.

Back in 1989, an enterprising Frenchman named Jacques Vidal had a vision. Formerly head of Verre Luminière and, for the past few years chairman of the French Groupement des Industries du Luminaire, Vidal is the man responsible for the formation of CELMA – the Committee of European Lighting Manufacturers Associations.

Vidal says that the creation of a European quality mark was one of CELMA's primary objectives. However, in just four years the role and remit of CELMA has been dramatically extended far beyond Vidal's original expectations.

Countries now represented on CELMA include the following: Belgium, Denmark, France, Germany, Greece, Italy, Netherlands, Portugal, Spain and the United Kingdom.

Current President of CELMA is Mike Lippold of the Lighting Industry Federation, and the Secretariat is run by the Lighting Association with Graham Samuel the Secretary General.

CELMA's main objectives now include:

European mark

Establishing a European mark for luminaires, albeit on a voluntary basis initially, but as a useful stepping stone towards a single mark in the years to come.

Government lobbying

Lobbying for legislation and mandated common policing of standards.

Fair trade

Pressing for fair trade and business practices. For example,

CELMA is preparing standards for surface coating of decorative luminaires which, when adopted, will help stem the tide of substandard imports, particularly from the Far East.

Market intelligence

Producing useful and meaningful market information by a full exchange of national statistics so that a far more accurate picture of the single European market can be achieved.

Trade shows

Rationalising the number of lighting trade shows by developing a policy towards the establishment of single national exhibitions in each member country for the benefit of both exhibitors and buyers.

Cross border collaboration

Creating a framework in which European companies can get to know and trust one another to the extent that they feel able to do business with one another.

Together into Europe

"While CELMA has a number of objectives, the one closest to my heart is cross border collaboration," says Mike Lippold.

Seizing the initiative, the Lighting Industry Federation and the Lighting Association hosted the first such Business Symposium in Stratford upon Avon in May 1992.

Nearly 100 delegates from all EC member countries got together to discuss their hopes and aspirations for the single market. So successful was this first CELMA business to business venture that a very useful 'blueprint' has been established for similar events in the future.

"British companies must fully understand the new European markets before they can successfully hope to penetrate them," says Keven Verdun, immediate Past President of the Lighting Association and a committed European.

Lobbying and policing of standards

"From the Lighting Association's point of view, we see our involvement with CELMA as the most effective way we can help our members achieve this goal."

"CELMA is the ideal vehicle through which we can interpret the mass of European legislation and standards affecting lighting. Equally important, via CELMA we can positively and constructively work with the people who are responsible for drafting these new rules, regulations and standards to ensure that they are not only fair but workable," he adds.

Policing of standards is a major priority of both the Lighting Association and LIF. That's why the LA has recently totally revamped its code of practice and now has its own full time technical services manager to help ensure that they are being enforced. In addition, the association has its own specialist test laboratory, staffed by trained lighting experts to provide a fast, efficient and cost effective service.

Britain must have its own house in order, if it is to successfully encourage its European partners to adopt common standards that can be uniformly enforced.

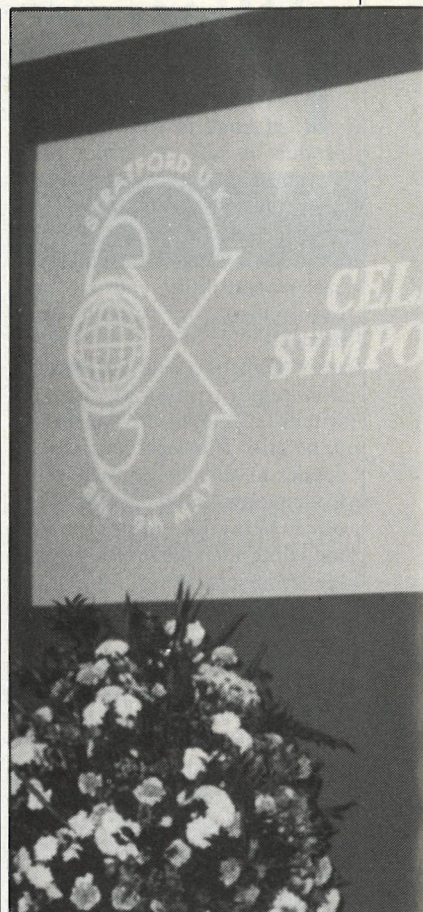
Market intelligence

Meaningful European market intelligence is another priority for both the LIF and the LA in the single European market.

Trading statistics submitted voluntarily by member companies will be invaluable in helping to assess not only the state of the market, but also what the market wants.

One of the Lighting Association's primary objectives over the next 12 months is to create an effective information gathering system – similar to that already operated by the LIF – to which member companies will contribute on a completely confidential basis.

In return for supplying product and production information, participating companies will receive reports giving an accurate picture on the state of the



Dr Verdiani of EC Commission DG III a

overall market. This will give members a much better idea of their share of the market and of trends concerning products and new applications.

Such statistics, combined with those from our European partners, will put the lighting industry in a much stronger position to provide valid information to professional data collection services, thereby preventing badly researched information from appearing in reports, which – in turn – can adversely affect the health of the industry as a whole.

The association's aim of creating an effective information – gathering system is timely, since from 1 January 1993, new EEC-wide regulations mean that any company which has dealings with another European firm will have to supply statistics to HM Customs and Excise through its VAT returns.

Too many trade fairs

Four years on and CELMA is more convinced than ever that there are far too many trade fairs in Europe.

CELMA's goal is to avoid the proliferation of fairs. For example, Spain has as one fair in Valencia, another in Seville and yet another in Barcelona.

EUROPE



the recent CELMA Symposium.

This situation not only causes problems for manufacturers who might think they have to exhibit at all three and thereby disperse their efforts and resources, but is equally confusing for buyers.

The fact that each country wants its own fair is understandable, but at least the dates should be co-ordinated to avoid clashes such as that between Germany's Hanover Fair and Italy's EuroLuce, which are both held in one and the same month.

Despite attempts by rival, independent exhibition organisers, France's own highly successful Salon International du Luminaire (400 exhibitors, 30 000m² and 26 000 visitors in 1992) is run by the industry for the industry.

"We own our own fair and are proud of it. It allows us to finance our professional association and things like our new testing laboratory," says Jacques Vidal.

France and Britain have exactly the same philosophy on trade fairs. That is why the European Lightshow '93 (Earls Court 2, London, February 14-17) organised by the Lighting Association, and supported by members of the LIF, will be the biggest lighting event ever mounted in the UK.

"Just like Salon International du Luminaire our show is run by the lighting industry for the industry. We have no vested interest other than to see it succeed. Any profits that we do make are ploughed back into the lighting industry," says Peter Hunt, current president of the Lighting Association.

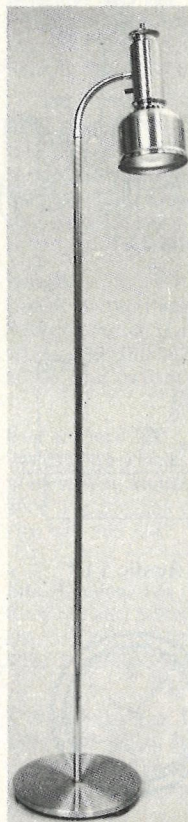
Overseas trade missions

Peter Hunt is equally committed to the European market and says: "Historically because of the proliferation of exhibitions, we have been unable to attract sufficient numbers of member companies to mount a joint trade mission to any one particular overseas show.

"However, the national and international exhibition scene is changing thanks to CELMA. There is definitely a growing interest amongst our members now wishing to participate in joint trade ventures and we are now seriously talking to the DTI and others about a number of new initiatives in this direction."

"The Single European Market presents the lighting industry a tremendous challenge. CELMA is a superb example of just what can be achieved by everyone working together," he concludes.

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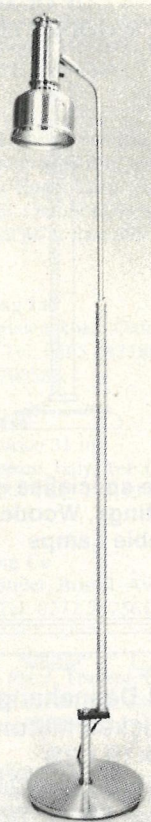


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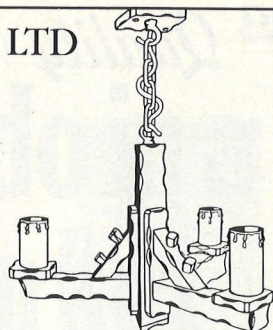
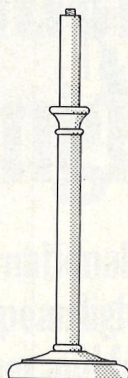
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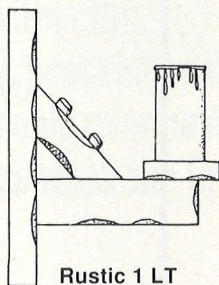
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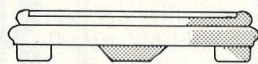


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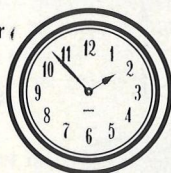


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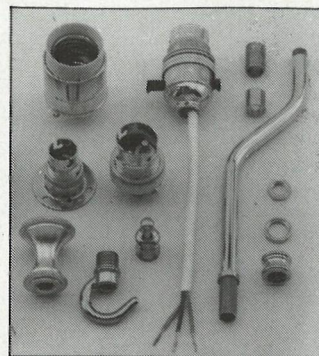
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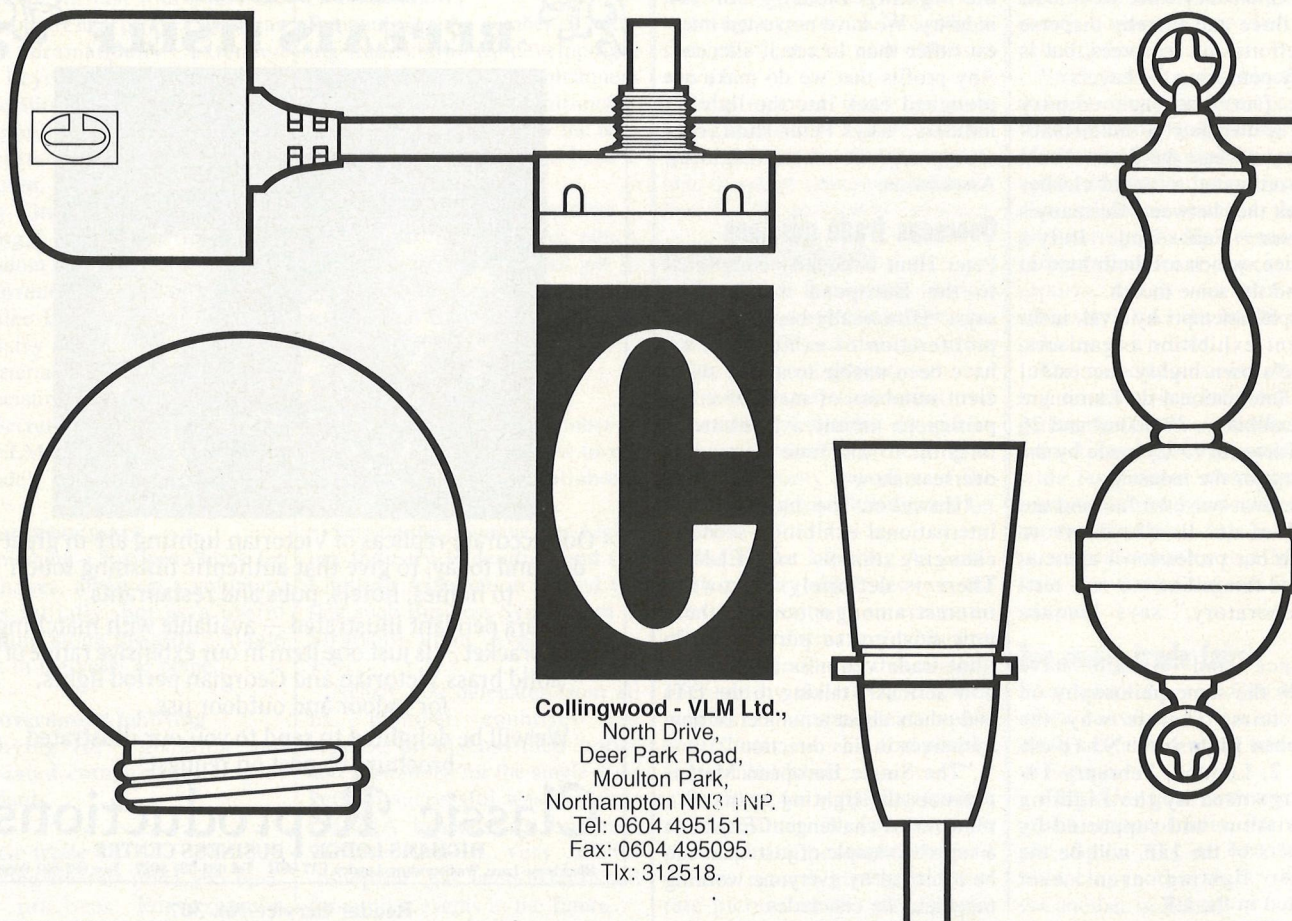


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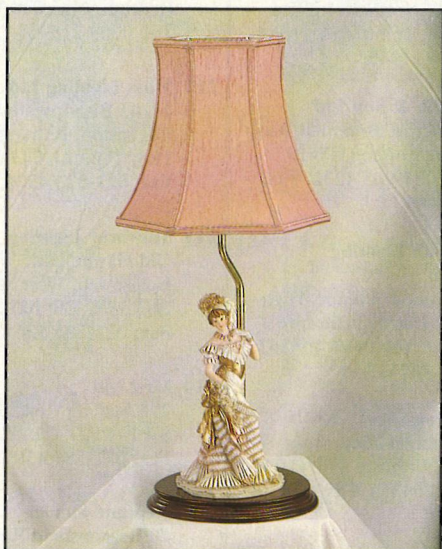
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Kent ME10 3RN. Tel: 0795
424442. Fax: 0795 420779.
- 201 Metal & Arts (1982) Ltd**
26 Newman Street, London
W1P 3HA. Tel: 071-580 3642.
- 202 Metalarte SA**
Ayda Barcelona 4, 08970 Saint
Joan Despi, Barcelona, Spain.
Tel: 010 34 3477 00 69. Fax:
010 34 3477 00 86.
- 203 Metamec Clocks & Lighting
Ltd**
South Green, Dereham, Norfolk
NR19 1PP. Tel: 0362 692121.
Fax: 0362 693022.
- 204 Micromark**
550 White Hart Lane, London
N17 7RQ. Tel: 081-881 2001.
Fax: 081-889 3615.
- 205 J H Miller & Sons Ltd**
Fallons Road, Wardley
Industrial Estate, Worsley,
Manchester M28 5NJ. Tel: 061-
794 6013. Fax: 061-794 2834.
- 206 Mitre Marketing**
Unit 4, Building 15, The Royal
Ordnance Depot, Weedon,
Northamptonshire NN7 4PC.
Tel: 0327 842533. Fax: 0327
842533.
- 207 The Modern Lighting Company**
Brakeshear House, 164 High
Street, Barnet, Hertfordshire
EN5 5XP. Tel: 081-449 3556.
Fax: 081-449 3556.
- 208 Montrose International**
47/48 Berners Street, London
W1P 3AD. Tel: 071-580 5316.
Fax: 071-636 0243.
- 209 W Moorcroft Plc**
Sandbach Road, Burslem,
Stoke-on-Trent ST6 2DQ. Tel:
0782 214323. Fax: 0782
283455.
- 210 E N Morgan Ltd**
The Corner House, Coach Lane,
Redruth, Cornwall TR15 2TR.
Tel: 0209 215965.
- 212 Moss Lighting Ltd**
44/45 Bishopsgate Street,
Edgbaston, Birmingham B15
1ES. Tel: 021-643 0529.
Fax: 021-633 4576.
- 213 Mowbray Lighting**
Old Hawne Lane Works,
Halesowen, West Midlands
B63 3SN. Tel: 021-550 1101.
Fax: 021-585 5361.
- 214 Mr Light**
275 Fulham Road, London
SW10 9PZ. Tel: 071-352 7525.
Fax: 071-581 4399.
- 215 Neptune Shades**
20 Beaconsfield Road, Deal,
Kent CT14 7BY. Tel: 0304
362397. Fax: 0304 381635.
- 216 New Gala Lampshade
Manufacturers Ltd**
63A Cricklewood Broadway,
London NW2 3JR. Tel: 081-
452 1430.
- 217 Noma Lites Ltd**
Southey House, Avro Way,
Brooklands, Weybridge, Surrey
KT13 0YU. Tel: 0932 336433.
Fax: 0932 336014.
- 218 Noral Ltd**
Vincent Avenue, Crownhill,
Milton Keynes MK8 0AB. Tel:
0908 561818. Fax: 0908
569785.
- 219 Norden Lights Ltd**
Roundwell Street, Tunstall,
Stoke-on-Trent, Staffordshire
ST6 5AN. Tel: 0782 835594.
Fax: 0782 835608.
- 220 Northern Lights**
Units 26/29 Storforth Lane
Trading Estate, Hasland,
Chesterfield, Derbyshire
S41 0QL. Tel: 0246 279569.
Fax: 0246 208948.
- 221 Nuthall Lighting Ltd**
High Holborn Road, Codnor
Gate Industrial Estate, Ripley,
Derby DE5 3NL. Tel: 0773
570000. Fax: 0773 570508.
- 222 O'Neill's Home Lighting**
90 Nottingham Road, Derby
DE2 6AQ. Tel: 0332 367369.
- 223 Opal Lighting**
23A Knights Hill, West
Norwood, London SE27 0HS.
Tel: 081-670 9885. Fax: 081-
761 9233.
- 224 Osram Ltd**
PO Box 17, East Lane,
Wembley, Middlesex. Tel: 081-
904 4321. Fax: 081-904 1178.

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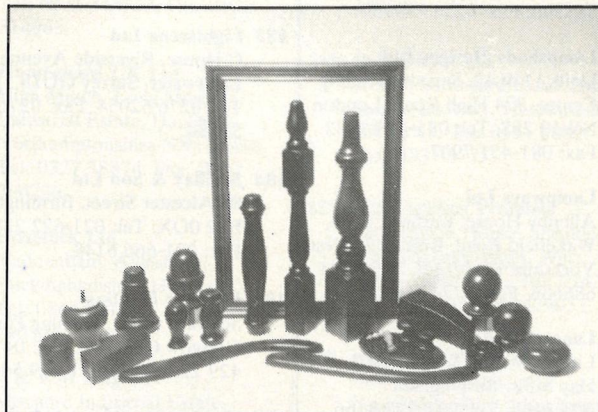
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LIST OF MEMBERS

- 225 PLMC Ltd**
PLMC House, 8/10 Trading Estate Road, London NW10 7LU. Tel: 081-961 2828. Fax: 081-965 7831.
- 226 P M Lighting**
10 Oakhill Road, Beckenham, Kent BR3 2NQ. Tel: 081 650 9330. Fax: 081-650 9330.
- 227 Palmers Textile Ltd**
Station Road, Facit, Whitworth, Lancashire OL12 8RT. Tel: 0706 852909. Fax: 0706 852960.
- 228 Panorama Lighting Ltd**
Unit 9, Willersey Industrial Estate, Willersey, Broadway, Worcestershire WR12 7PR. Tel: 0386 852171. Fax: 0386 853521.
- 229 Park Rose Ltd**
Carnaby Covert Lane, Bridlington, East Yorkshire YO15 3QT. Tel: 0262 602823. Fax: 0262 400202.
- 230 J & M Parker Ltd**
9 New Summer Street, Birmingham B19 3QN. Tel: 021-359 8897. Fax: 021-359 4497.
- 231 Jonathan Perant Lighting**
Europa House, Coronation Avenue, Harrogate, North Yorkshire HG2 8BY. Tel: 0423 873201. Fax: 0423 879736.
- 232 Philips Lighting**
City House, 420 London Road, Croydon, Surrey CR9 3QR. Tel: 081-665 6655. Fax: 081-665 5102.
- 233 Piggery Pottery**
Y Glyn, Llanberis, Gwynedd LL55 4EL. Tel: 0286 872529. Fax: 0286 870961.
- 234 D J Plaster Ltd**
Arragon Lodge, Santon, Isle of Man. Tel: 0624 824650.
- 235 Poole Lighting Ltd**
Cabot Lane, Creekmoor, Poole, Dorset BH17 7BY. Tel: 0202 697344. Fax: 0202 600166.
- 236 C & H Powell (Meopham) Ltd**
12 Haven Close, Istead Rise, Meopham, Kent DA13 9JR. Tel: 0474 832367/812019. Fax: 0474 812313.
- 237 J N Preedy Ltd**
Unit 12, Camberwell Trading Estate, 117/119 Denmark Road, London SE5 9LB. Tel: 071-737 0351. Fax: 071-737 2787.
- 238 Premier Decorations Ltd**
Premier House, Brember Road, South Harrow, Middlesex HA2 8BD. Tel: 081-423 7890. Fax: 081-423 5232.
- 239 Pressac Ltd**
Acton Grove, Long Eaton, Nottingham NG10 1FW. Tel: 0602 461600. Fax: 0602 461648.
- 240 Prima Lighting Ltd**
Giltland House, 12 Chester Road, Borehamwood, Hertfordshire WD6 1LT. Tel: 081-953 0855. Fax: 081-207 3923.
- 241 Product Assessment Services Ltd**
37 Eaton Bray Road, Northall Village, Dunstable, Bedfordshire LU6 2EU. Tel: 0525 222117. Fax: 0525 222613.
- 242 W J Purvis**
Unit 4 Gidleys Meadow, Christow, Exeter, Devon EX6 7QB. Tel: 0647 52351.
- 243 Quality Lighting Design (Major Progress Ltd)**
15 Dulverton Road, Witton, Birmingham B6 7EQ. Tel: 021-327 2992. Fax: 021-327 3773.
- 244 R V Lamps Ltd**
Victoria Works, Sion Street, Radcliffe, Manchester M26 0SB. Tel: 061-723 5039. Fax: 061-724 9078.
- 245 Rain Ltd**
26 Voltaire Road, London SW4 6DH. Tel: 071-498 7351. Fax: 071-498 0893.
- 246 Reader's (Isle of Wight) Ltd**
Place Road, Cowes, Isle of Wight PO31 7AF. Tel: 0983 292131. Fax: 0983 296042.
- 247 Reeswood Lighting Fittings**
Unity Road, Lowmoor Road Industrial Estate, Kirkby-in-Ashfield, Nottinghamshire NG17 7LE. Tel: 0623 754456.
- 248 Reflective Lighting Ltd**
Cape House, Boddington Industrial Estate, Drove Road, Biggleswade, Bedfordshire SG18 8HB. Tel: 0767 314386. Fax: 0767 317946.
- 249 Reggiani Ltd Lighting**
Giltland House, 12 Chester Road, Borehamwood, Hertfordshire WD6 1LT. Tel: 081-953 0855. Fax: 081-207 3923.
- 250 La Reine (UK) Ltd**
7 Brassey Road, Winton, Bournemouth BH9 1PW. Tel: 0202 512411. Fax: 0202 533056.
- 251 The Carlos Remes Lighting Co**
10 New Quebec Street, London W1H 7DD. Tel: 071-262 9963. Fax: 071-262 9227.
- 252 Renker Ltd**
9 Blacklands Way, Abingdon Business Park, Abingdon, Oxfordshire OX14 1DY. Tel: 0235 554100. Fax: 0235 534770.
- 253 Ring Lighting**
Gelderd Road, Leeds, West Yorkshire LS12 6NB. Tel: 0532 791791. Fax: 0532 638708.
- 254 Ringslade Plastics Ltd**
Angel Road Works, Angel Road, Edmonton, London N18 3BE. Tel: 081-807 0665. Fax: 081-884 1161.
- 255 R & S Robertson Ltd**
36 Bankhead Drive, Edinburgh EH11 4EQ. Tel: 031-442 1700. Fax: 031-442 4356.
- 256 Rochamp Ltd**
Unit 5, Shaftesbury Industrial Centre, The Runnings, Cheltenham, Gloucestershire GL51 9NH. Tel: 0242 525385. Fax: 0242 227546.
- 257 Clive Rowland (Lighting)**
The Studio, 4A Hyde Park Place, London W2 2LH. Tel: 071-723 4093. Fax: 071-723 1807.
- 258 Royal Winton Ltd**
Norfolk Street, Shelton, Stoke-on-Trent, Staffordshire ST1 4PA. Tel: 0782 286774. Fax: 0782 287572.
- 259 P Ruddiman Ltd**
Ashbrow Mills, Sheepridge, Huddersfield, West Yorkshire HD2 1DT. Tel: 0484 516705. Fax: 0484 547586.
- 260 Russell Electrics Ltd**
43/45 Grays Inn Road, London WC1X 8PP. Tel: 071-405 1052. Fax: 071-242 3567.
- 261 Russell Lowe Ltd**
Unit 26, Broomhills Industrial Estate, Braintree, Essex CM7 7RW. Tel: 0376 45825.
- 262 Philip Salter & Son Ltd**
Cobden Mill, Gower Street, Farnworth, Bolton, Lancs BL4 7HD. Tel: 0204 707277. Fax: 0204 861890.
- 263 C Sandberg & Son Ltd**
Felnex Road, Cross Green Industrial Estate, Leeds, West Yorkshire LS9 0SS. Tel: 0532 492755. Fax: 0532 484519.
- 264 Saville E S Ltd**
24 Longfellow Road, Worcester Park, Surrey KT4 8BB. Tel: 081-337 0874. Fax: 081 337 4107.
- 265 Saville Pottery Ltd**
Unit 7C, Whitebridge Industrial Estate, Whitebridge Lane, Stone, Staffordshire ST15 8LQ. Tel: 0785 818626. Fax: 0785 812114.
- 266 Scurry Shades**
51 Market Hill, Maldon, Essex CM9 7QA. Tel: 0621 855519.
- 267 Searchlight Electric Ltd**
Searchlight Trading Estate, Water Street, Manchester M3 4JU. Tel: 061-834 5452. Fax: 061-832 0316.
- 268 J Segal (Electrical) Co Ltd**
Unit F, Harbet Road, Lea Valley Trading Estate, Edmonton London N18 3LD. Tel: 081-884 3458. Fax: 081-884 3634.
- 269 Serva Lighting/Jonathan Perant**
Europa House, Coronation Avenue, Harrogate, North Yorkshire HG2 8BY. Tel: 0423 871785. Fax: 0423 879736.
- 270 Servlite UK Ltd**
Caroline House, Caroline Street, Manchester M7 9SS. Tel: 061-839 4229. Fax: 061-834 6947.
- 271 Shades of Glasgow**
91 McPhail Street, Bridgeton, Glasgow G40 1ND. Tel: 041-551 9850. Fax: 041-554 5005.
- 272 Shelf Pottery Ltd**
Denholme Gate Road, Hipperholme, Halifax HX3 8JR. Tel: 0422 205858.
- 273 Shire Wholesale Furnishings Ltd**
65 High Street, Colchester, Essex CO1 1DN. Tel: 0206 47163. Fax: 0206 47163.
- 274 The Silk-Gate Collection**
Foundation Unit No 5, Westfield Road, Slyfield Industrial Estate, Guildford, Surrey GU1 1RR. Tel: 0483 37752. Fax: 0483 31598.
- 275 Silver Lynx Products/Crest**
Lynx House, 10/11 Amber Business Village, Amber Close, Tamworth, Staffordshire B77 4RP. Tel: 0827 311888. Fax: 0827 311880.
- 276 Simon & Simon (Lampshades) Ltd**
Fitzwarren Street, Salford, Lancashire M6 5JF. Tel: 061-745 7985. Fax: 061-745 9856.
- 277 Barry R Skinner Lighting**
Unit 3, Clipstone Brook Industrial Park, Cherry Court Way, Leighton Buzzard, Bedfordshire LU7 8TX. Tel: 0525 850562. Fax: 0525 851623.
- 278 Tony Skinner Oriental Arts**
Unit 1, Brightwell Industrial Estate, Norton Road, Ferryfield, Newhaven, East Sussex BN9 0JF. Tel: 0273 517000. Fax: 0273 516134.

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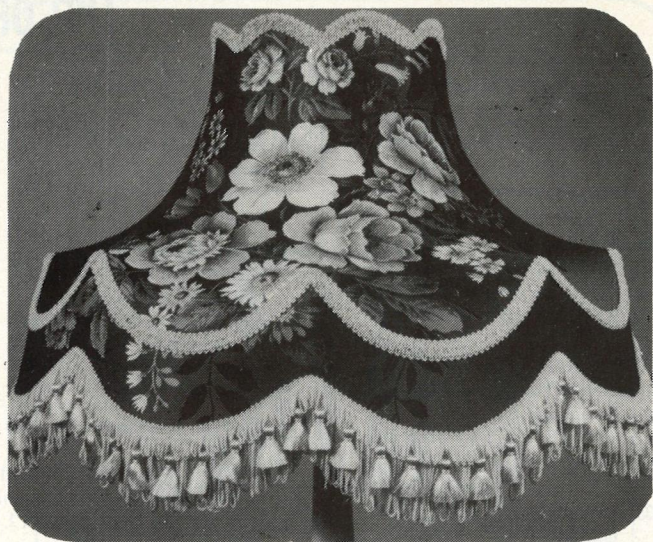
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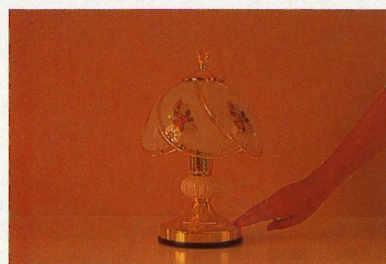
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- 279 Arnold Smart Ltd**
Gadlys Industrial Estate,
Depot Road, Aberdare,
Mid Glamorgan CF44 8DL.
Tel: 0685 811822. Fax: 0685
882723.
- 280 S Smith (Electrical Fittings) Ltd**
85 Abercromby Avenue, High
Wycombe, Buckinghamshire
HP12 3BB. Tel: 0494 521667.
Fax: 0494 444532.
- 281 Smithbrook Ltd**
Smithbrook, Cranleigh, Surrey
GU6 8LH. Tel: 0483 272744.
Fax: 0483 267863.
- 283 Spearmark International Ltd**
Howard Road, Eaton Socon, St
Neots, Cambridgeshire PE19
3ET. Tel: 0480 213633. Fax:
0480 217048.
- 284 Spectrum Luminaires Ltd**
2/2 Stanmore Industrial Estate,
Bridgnorth, Shropshire WV15
5HP. Tel: 0746 761449. Fax:
0746 766445.
- 285 Speights Ltd**
Classic Works, Mirfield, West
Yorkshire WF14 8BJ. Tel: 0924
494176. Fax: 0924 480691.
- 286 Squire Lighting Ltd**
Hartford House, Weston Street,
Bolton, Lancashire BL3 2AX.
Tel: 0204 380813. Fax: 0204
382355.
- 287 Starlite (Chandeliers) Ltd**
127 Harris Way, Windmill
Road, Sunbury-on-Thames,
Middlesex TW16 7EL. Tel:
0932 788686. Fax: 0932
780283.
- 288 Laura Stevens Lighting**
Tunwell Mills, Victoria Road
Industrial Estate, Eccleshill,
Bradford, West Yorkshire BD2
2HE. Tel: 0274 640044.
- 289 The Straits Trading Co Ltd**
Pendle View, Bournes Row,
Hoghton, Preston, Lancashire
PR5 0DR. Tel: 0254 854363.
Fax: 0254 853400.
- 290 Strathearn Lighting**
49 Burrell Street, Crieff,
Perthshire PH7 4DG. Tel: 0764
2509. Fax: 0764 3599.
- 291 Studen Products Ltd**
Hedgehog House, Unit 8,
Caldershaw Centre, Rooley
Moor Road, Rochdale,
Lancashire OL12 7NR. Tel:
0706 45225. Fax: 0706 50791.
- 292 Summerbank Pottery (1970)
Ltd**
38 High Street, Tunstall, Stoke-
on-Trent, Staffordshire ST6
5TH. Tel: 0782 834578. Fax:
0782 834412.
- 293 Supashades Ltd**
Nelson Way, Nelson Industrial
Estate, Cramlington,
Northumberland NE23 9BL.
Tel: 0670 735218. Fax: 0670
735017.
- 294 Supertrim Ltd**
Harrington Mills, Leopold
Street, Long Eaton, Nottingham
NG10 4QG. Tel: 0602 727265.
Fax: 0602 722022.
- 295 Sussex Brassware Ltd**
Napier Road, Castleham
Industrial Estate, St Leonards-
on-Sea, East Sussex TN38 9NY.
Tel: 0424 440734. Fax: 0424
853862.
- 296 Bernard S Sutcliffe Ltd**
105 Stainbeck Road, Leeds,
West Yorkshire LS7 2PR. Tel:
0532 680409.
- 297 Swan Lighting**
Unit 12, Queens Court, Greet
Green Road, West Bromwich,
West Midlands B70 9EG. Tel:
021-522 4733.
- 299 Synchron PSB**
Unit 4D, 13/15 Anne Road,
Smethwick, Warley, West
Midlands B66 2NZ. Tel: 021-
558 6137. Fax: 021-555 5473.
- 300 Bernard Szeps Lighting Ltd
(Montrose International)**
47/48 Berners Street, London
W1P 3AB. Tel: 071-580 5316.
Fax: 071-636 0243.
- 301 Take Ltd**
73 Prince of Wales Road,
London NW5 3LT. Tel: 071-
267 3937/4124. Fax: 071-267
3997.
- 302 Tally Ho Lighting Co Ltd**
Unit 31, Cam Centre, Wilbury
Way, Hitchin, Hertfordshire
SG4 0TW. Tel: 0462 438336.
Fax: 0462 436669.
- 303 Tanner Lighting**
Unit 4, Boscomoor Industrial
Estate, Boscomoor Lane,
Penkridge, Staffordshire ST19
5NU. Tel: 0785 715098. Fax:
0785 715885.
- 304 Tempus Stet Ltd**
Trinity Business Centre, 305/
309 Rotherhithe Street, London
SE16 1EY. Tel: 071-231 0955.
Fax: 071-252 3820.
- 305 Helen Thomas Ltd**
Battle House, Naseby,
Northamptonshire NN6 8BZ.
Tel: 0604 740017. Fax: 0604
740708.
- 306 Andy Thornton Architectural
Antiques**
Ainleys Industrial Estate,
Elland, West Yorkshire HX5
9JP. Tel: 0422 375595. Fax:
0422 375455.
- 307 Thousand and One Lamps Ltd**
4 Barmeston Road, London SE6
3BN. Tel: 081-698 7238.
Fax: 081-698 6134.
- 308 Thurber Manufacturing Ltd**
109 Bordesley Street,
Birmingham B5 5PL. Tel: 021-
643 4677. Fax: 021-633 3557.
- 309 Tramar Ltd**
South Lane, Bishop Wilton,
York YO4 1SE. Tel: 0759
6741. Fax: 0759 6794.
- 310 Transomnia**
Unit 3, Mahatma Gandhi Estate,
Milkwood Road, London
SE24 0JF. Tel: 071-737 0260.
Fax: 071-733 0984.
- 311 Trident Manufacturing Ltd**
95 Greengate, Salford,
Manchester M3 7NG. Tel: 061-
832 0212. Fax: 061-832 7171.
- 312 Tridonic Ltd**
Thomas House, Hampshire
International Business Park,
Crockford Lane, Chineham,
Basingstoke, Hampshire RG24
0NA. Tel: 0256 707000. Fax:
0256 707002.
- 313 Tungsram Lighting Ltd**
Nene House, Drayton Way,
Drayton Fields Industrial Estate,
Daventry, Northamptonshire
NN11 5EA. Tel: 0327 77683.
Fax: 0327 76386.
- 314 Vaughan**
156/160 Wandsworth Bridge
Road, Fulham, London SW6
2UH. Tel: 071-731 3133. Fax:
071-736 4350.
- 315 Vectase Plc**
Units 4A, B & C, Gorrels Way,
Transpennine Trading Estate,
Rochdale, Lancashire OL11
9XX. Tel: 0706 341636. Fax:
0706 861332.
- 316 Vitrea (Merchants) Ltd**
43/51 New North Road,
London N1 6JD. Tel: 071-253
1777. Fax: 071-490 0088.
- 317 Vogue Lighting Ltd**
Station Works, Higham, Bury St
Edmunds, Suffolk IP28 7DE.
Tel: 02848 10569. Fax: 02848
11101.
- 318 D M Walker (Lighting) Ltd**
Audby Lane, Wetherby, West
Yorkshire LS22 4FD. Tel: 0937
580158. Fax: 0937 584153.
- 319 Walker Picton Manufacturing
Ltd**
Unit 5, Totteridge Works,
Totteridge Avenue, High
Wycombe, Buckinghamshire
HP13 6XG. Tel: 0494 439418.
Fax: 0494 448692.
- 320 Warminster Lighting Centre
Ltd**
Factory Lane, Warminster,
Wiltshire BA12 8LT. Tel: 0985
216624. Fax: 0985 215530.
- 321 Waterford Crystal (Lighting)
Ltd**
Butlerstown, Waterford,
Republic of Ireland.
Tel: 010-353 517 3311.
- 322 Waterford/Wedgwood**
Barlaston, Stoke-on-Trent,
Staffordshire ST12 9ES. Tel:
0782 204141. Fax: 0782
204402.
- 323 Webb & Kempf Ltd**
Denmans Dairy, Barrington,
Ilminster, Somerset TA19 0JW.
Tel: 0460 57080. Fax: 0460
54335.
- 324 Wenlock Pottery**
Shinerton Street, Much Wenlock,
Shropshire TF13 6HT.
Tel: 0952 727600.
- 325 West One Ltd**
Hillside House, Avon Dassett,
Leamington Spa, Warwickshire
CV33 0AL. Tel: 0295 89402.
Fax: 0295 89343.
- 326 Wickshades Lighting Ltd**
Unit 5A, St Francis Way,
Shefford Industrial Park,
Shefford, Bedfordshire SG17
5DZ. Tel: 0462 816321. Fax:
0462 815548.
- 327 Wilkins & Wilkinson (Elland)
Ltd**
Valley Mills, Park Road, Elland,
West Yorkshire HX5 9HP. Tel:
0422 373783. Fax: 0422
310027.
- 328 Peter Williams Wood Creations**
Unit 3, Granny Barbour's Road,
Grigorhill, Nairn, Inverness-
shire IV12 5HY. Tel: 0667
462188. Fax: 0667 455232.
- 329 Windsor Lighting Ltd**
Unit 1B, 221/231 High Street,
Slough, Berkshire SL1 1BY.
Tel: 0753 691681.
- 330 George Wood (Woodworkers)
Ltd**
Laundry Street, Pendleton,
Salford, Greater Manchester M6
6WJ. Tel: 061-736 6855. Fax:
061-745 9544.
- 331 Woodlust**
The Coach House, Firlands,
Burgfield Common, Reading,
Berkshire RG7 4JW. Tel: 0734
833290. Fax: 0734 845686.
- 332 Christopher Wray's Contract
Lighting**
600 Kings Road, London SW6
2DX. Tel: 071-736 8434.
Fax: 071-731 3507.
- 333 Yewtree Manufacturing Ltd
(Bayoak Ltd)**
43 Yewtree Lane, Yardley,
Birmingham B26 1AP. Tel:
021-706 8153. Fax: 021-706
1786.

MEMBERS SUPPLYING UNLISTED PRODUCTS

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|--|--|---|---|
| <p>8 Anglia Spinners
Spinnings, pressings, turned parts, metal components in aluminium and brass.</p> <p>12 Arden Manufacturing (Birmingham) Ltd
British hand blown glass.</p> <p>14 Ashley & Rock Ltd
Luminaire support coupler, lampholders, ceiling roses, batten lampholders — all wiring equipment.</p> <p>17 A Attenborough & Co Ltd
Braids, fringes and tassels for lampshades.</p> <p>21 BSB-Orion Ltd
Metal spinnings and pressings. Components and parts.</p> <p>39 The British Crystal Lighting Company
Custom made fittings, cleaning and restoration.</p> <p>40 British Electric Lamps Ltd
Lamps.</p> <p>42 Buchanan Lighting Services
Chandelier parts in crystal, pressings, stamping, castings, in brass, steel, wood and alabaster.</p> <p>47 C & M Packing Services
Contract packing and assembly services.</p> <p>49 Candela Traditional Lighting Ltd
Cowl backlights, illuminated bollards and Victorian street lighting.</p> <p>61 Chandelier Cleaning & Restoration Services Ltd
Chandelier cleaning and restoration.</p> <p>62 Chandelier Specialist Lamps Ltd
Lamps for chandeliers and wall-lights.</p> | <p>69 Collingwood VLM Ltd
Lampholders, plugs, switches, cable assemblies, cordgrips and other accessories, rise and falls, turnings and pressings, brass and aluminium castings, pendant fittings, glasses and dimmers.</p> <p>77 Crestworth Trading Ltd
Lava lamps and fibre optic lamps.</p> <p>78 Crompton Parkinson Lamps</p> <p>81 Martin Dannell & Co Ltd
Materials for lampshades and pottery lamp bases.</p> <p>93 Dencon Accessories Ltd
Lampholders, flex, plugs, connectors, switches, switch sockets and other electrical accessories.</p> <p>95 Deta Electrical Co Ltd
Festoon lighting, Christmas lights, brass and moulded lampholders, flex.</p> <p>102 Elstead Lighting Ltd
Traditional exterior lanterns with PIR.</p> <p>105 Eterna Lighting Ltd
Strip lights for the furniture industry.</p> <p>108 Fantasia Ceiling Fans Ltd
Decorative ceiling fans with light attachments.</p> <p>123 GE Thorn Lamps Ltd
Lamps.</p> <p>126 Gold Crest Lampshades Ltd
Shade carriers.</p> <p>127 Golden Peacock Overseas Pvt Ltd
Brass and ceramic lampholders, brass turned parts, casting and swivels.</p> | <p>139 Hartline Products
Brass castings, pressings, arms, glass, onyx/marble, cord sets, rise and falls and lampholders.</p> <p>144 E & E M Hughes
Light fittings assemblers, plug fitters.</p> <p>147 IMI Reeves
Lampholders in anodised aluminium, brass, brass-plated steel, ceramic and phenolic.</p> <p>159 Shirley James (Incorp. Horrocks Shades Ltd)
Lampshades.</p> <p>161 D A Jones Ltd
Acrylic dome lampshades.</p> <p>162 KVT Kristall Ltd
Crystal/glass and metal components, chandelier frames and restoration pieces.</p> <p>164 Konstsmide UK Ltd
Christmas lighting.</p> <p>179 Light Source Components Ltd
Ballasts, lampholders, capacitors, accessories, transformers, switches, cables and terminal blocks.</p> <p>180 Lighting & Electrical Components Ltd
Cable, lampholders, fasteners, metal components and silicone sleeving.</p> <p>184 S Lilley & Son Ltd
Lampholders and lighting accessories.</p> <p>190 MDC International Ltd
Fabrics, laminates, trims and pleated sleeves for lampshades.</p> <p>192 M & F Products (Croydon) Ltd
Wire lampshade frames.</p> | <p>193 MK Electric
Plug-in lighting accessories.</p> <p>198 Peter Martin Lighting Design Ltd
Pleated lampshades.</p> <p>204 Micromark
Electrical accessories.</p> <p>213 Mowbray Lighting
Victorian style lanterns, brackets and posts.</p> <p>224 Osram Ltd
Lamps.</p> <p>232 Philips Lighting.
Lamps.</p> <p>238 Premier Decorations Ltd
Christmas indoor and outdoor lights.</p> <p>239 Pressac Ltd
Interconnect wiring systems, lights for furniture industry.</p> <p>254 Ringslade Plastics Ltd
Injection moulded diffusers and louvres.</p> <p>275 Silver Lynx Products/Crest
Ceiling fans with lights.</p> <p>276 Simon & Simon (Lampshades) Ltd
Wire lampshade frames and parts.</p> <p>291 Studen Products Ltd
Bakelite and brass wired lampholders and wiring assemblies.</p> <p>312 Tridonic Ltd
Transformers, chokes, ignitors and electronic ballasts and transformers.</p> <p>327 Wilkins & Wilkinson (Elland) Ltd
Metal spinnings and pressings.</p> |
|--|--|---|---|

NOTES

PRODUCT CLASSIFICATION

OUTDOOR LIGHTS Traditional

Alabaster
280

Aluminium
40, 42, 43, 45, 49, 57, 63, 67, 88, 102, 118, 119, 123, 124, 131, 133, 142, 149, 151, 155, 157, 164, 165, 170, 181, 183, 188, 196, 200, 204, 205, 218, 220, 255, 260, 267, 284, 285, 290, 315, 332

Brass
31, 49, 52, 63, 65, 88, 103, 118, 119, 124, 132, 149, 151, 196, 220, 255, 302, 332

Brass-plated
119, 124, 149, 196, 302

Brass and glass
63, 65, 103, 119, 124, 149, 196, 267, 302, 332

Ceramic and porcelain
149

Chromium/stainless steel
302

Copper
45, 49, 65, 102, 119, 181, 220, 284, 332

Copper and glass
65, 119, 181, 332

Glass, blown
42, 88, 102, 149, 267, 281, 332

Glass, crystal
267

Glass, moulded
42, 149, 267

Iron
102, 119, 133, 149, 255, 267, 281, 332

Plastic
40, 42, 131, 149, 170, 204

Steel
27, 45, 105, 149, 204, 220, 281

Wood
280

OUTDOOR LIGHTS Modern

Aluminium
42, 45, 49, 63, 67, 78, 88, 110, 114, 118, 119, 123, 127, 131, 133, 142, 149, 151, 155, 164, 170, 183, 188, 200, 204, 218, 249, 255, 267

Brass
88, 149, 244, 255, 302

Brass-plated
149, 302

Brass and glass
149, 267, 302

Ceramic and porcelain
149

Chromium/stainless steel
244, 302

Glass, blown
42, 88, 149, 267, 268

Glass, crystal
267

Glass, moulded
42, 149, 267

Iron
149, 255, 267

Plastic
40, 42, 57, 101, 110, 119, 131, 149, 170, 204, 268

Steel
45, 78, 105, 114, 119, 149, 177, 204

CHANDELIERS AND MULTI-ARM FITTINGS Traditional

Alabaster
42, 63, 119, 149, 178, 181, 231, 260, 269

Aluminium
42, 145

Brass
22, 31, 34, 41, 42, 43, 45, 49, 52, 63, 65, 67, 70, 73, 88, 90, 109, 116, 118, 119, 124, 132, 133, 145, 149, 151, 154, 158, 162, 165, 172, 178, 181, 183, 196, 200, 204, 205, 220, 221, 223, 228, 231, 243, 244, 246, 255, 260, 263, 267, 268, 269, 270, 273, 285, 290, 296, 302, 303, 315, 316, 318, 332

Brass-plated
34, 43, 45, 57, 67, 70, 74, 90, 109, 119, 124, 133, 149, 151, 154, 172, 178, 181, 183, 196, 200, 204, 205, 212, 221, 223, 227, 231, 246, 255, 260, 263, 267, 269, 270, 290, 296, 302, 304, 308, 311, 315

Brass and glass
22, 31, 39, 41, 42, 43, 45, 52, 57, 63, 65, 67, 70, 73, 116, 118, 119, 124, 145, 149, 151, 154, 158, 162, 172, 178, 181, 196, 204, 221, 223, 231, 243, 246, 255, 260, 263, 267, 268, 269, 270, 290, 302, 314, 315, 316, 318, 332

Cane and basket
318

Ceramic and porcelain
45, 88, 133, 149, 151, 158, 196, 205, 221, 260, 263, 267, 316

Chromium/stainless steel
42, 133, 149, 151, 154, 228, 243, 244, 260, 302

Copper
42, 65

Copper and glass
42, 65, 118, 200

Glass, blown
39, 42, 45, 63, 116, 119, 124, 133, 149, 151, 162, 178, 181, 187, 204, 221, 223, 255, 263, 267, 268, 303, 311, 318, 332

Glass, crystal
2, 39, 42, 45, 57, 63, 73, 88, 109, 116, 119, 133, 149, 151, 154, 162, 178, 181, 200, 223, 231, 255, 260, 263, 267, 269, 285, 296, 311, 315, 316, 318, 322, 332

Glass, moulded
41, 42, 63, 133, 149, 151, 158, 162, 181, 187, 196, 204, 221, 223, 255, 260, 263, 267, 316

Gold-plated
42, 43, 45, 70, 109, 116, 119, 132, 133, 149, 151, 158, 162, 178, 181, 183, 200, 204, 205, 223, 231, 255, 260, 263, 267, 268, 269, 285, 296, 303, 315, 332

Iron
22, 42, 45, 63, 102, 119, 133, 145, 149, 151, 158, 177, 181, 268, 281, 332

Laminates
127, 221

Marble, stone
45, 149, 151, 178

Onyx
45, 149, 158, 223, 228, 316

Plaster
181, 304

Plastic
145, 174

Pottery

178

Shell
270, 318

Silver-plated
39, 42, 45, 70, 119, 133, 149, 151, 158, 162, 178, 183, 205, 263, 332

Steel
42, 45, 102, 145, 151, 174, 177, 263, 281

Tiffany
22, 41, 118, 149, 151, 158, 181, 187, 255, 318, 332

Wood
42, 45, 63, 70, 74, 88, 119, 124, 133, 151, 154, 158, 160, 178, 181, 183, 196, 204, 205, 210, 220, 247, 251, 255, 263, 267, 280, 285, 286, 290, 296, 303, 304, 308, 315, 332

CHANDELIERS AND MULTI-ARM FITTINGS Modern

Alabaster
42, 149, 231, 269

Aluminium
42, 110, 116, 145, 327

Brass
31, 41, 42, 45, 49, 63, 67, 88, 90, 110, 118, 119, 124, 127, 131, 132, 133, 145, 149, 151, 154, 162, 173, 176, 181, 200, 204, 220, 221, 223, 231, 243, 244, 246, 267, 268, 269, 290, 302, 303, 318, 327, 332

Brass-plated
45, 57, 67, 74, 90, 110, 119, 124, 133, 149, 151, 154, 181, 183, 200, 204, 221, 223, 231, 246, 267, 269, 270, 290, 297, 302, 308, 311, 327

Brass and glass
31, 41, 42, 45, 57, 63, 67, 118, 119, 124, 145, 149, 151, 154, 162, 181, 204, 221, 223, 231, 243, 246, 267, 268, 269, 270, 290, 302, 318

Cane and basket
318

Ceramic and porcelain
88, 149, 151, 221, 267

Chromium/stainless steel
42, 49, 110, 133, 149, 151, 154, 243, 244, 260, 302

Copper
42, 45, 176, 327

Copper and glass
42, 200

Glass, blown
42, 119, 124, 133, 149, 151, 162, 181, 221, 223, 255, 267, 268, 303, 311, 318

Glass, crystal
2, 42, 45, 88, 127, 133, 149, 151, 154, 162, 181, 223, 231, 267, 269, 311, 318

Glass, moulded
41, 42, 57, 63, 114, 149, 151, 162, 181, 221, 223, 255, 267

Gold-plated
42, 45, 110, 119, 132, 133, 149, 151, 162, 181, 183, 223, 231, 267, 269

Iron
42, 149, 151, 177, 181

Laminates
127, 221

Marble, stone
149, 151

Onyx
149, 223

Plaster
181

Plastic
110, 145, 174, 254

Shell
318

Silver-plated
42, 149, 151, 162

Steel
42, 45, 57, 78, 145, 151, 174, 327

Tiffany
149, 151, 318

Wood
42, 45, 74, 88, 119, 124, 129, 151, 160, 176, 220, 247, 263, 267, 286, 303, 308

PENDANT AND SINGLE LIGHT FITTINGS Traditional

Alabaster
42, 63, 96, 119, 181, 231, 332

Aluminium
8, 21, 42, 119, 145, 149, 151, 155

Brass
8, 12, 21, 22, 31, 34, 41, 42, 43, 45, 49, 52, 63, 65, 67, 70, 88, 90, 96, 109, 118, 119, 124, 132, 133, 145, 149, 151, 158, 162, 172, 181, 183, 202, 204, 205, 220, 221, 223, 231, 243, 244, 260, 263, 268, 269, 302, 303, 304, 318, 332

Brass-plated
21, 34, 43, 45, 57, 67, 70, 74, 90, 96, 109, 119, 124, 133, 149, 151, 172, 181, 183, 200, 204, 212, 221, 223, 227, 231, 260, 263, 269, 270, 302, 308, 311

Brass and glass
22, 31, 39, 40, 41, 42, 43, 45, 52, 57, 63, 65, 67, 70, 73, 118, 119, 124, 145, 149, 151, 158, 162, 172, 181, 202, 204, 221, 223, 231, 243, 260, 263, 268, 269, 302, 314, 318, 332

Cane and basket
21, 45, 119, 186, 187, 225, 246, 267, 290, 318

Ceramic and porcelain
12, 88, 96, 133, 149, 151, 158, 183, 205, 221, 260, 263

Chromium/stainless steel
12, 42, 96, 149, 151, 243, 244, 302

Copper
42, 65

Copper and glass
41, 42, 65, 118, 200

Fibre or glass optics
177

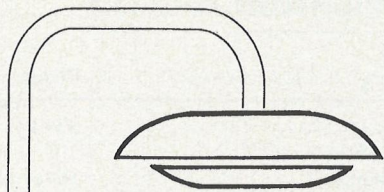
Glass, blown
39, 41, 42, 45, 70, 119, 124, 131, 133, 149, 151, 162, 181, 186, 200, 204, 221, 223, 231, 260, 263, 267, 268, 269, 270, 290, 297, 311, 318, 332

Glass, crystal
39, 42, 45, 63, 88, 109, 119, 132, 133, 149, 151, 162, 177, 181, 220, 223, 231, 263, 267, 268, 269, 311, 318

Glass, moulded
41, 42, 45, 70, 88, 131, 149, 151, 152, 158, 162, 181, 186, 204, 221, 223, 231, 260, 263, 267, 269, 270, 290

Gold-plated
12, 42, 70, 96, 109, 119, 132, 133, 149, 151, 158, 162, 181, 183, 204, 205, 223, 231, 260, 263, 267, 269, 332

Iron
22, 42, 63, 119, 149, 151, 158, 181, 183, 268, 281, 332



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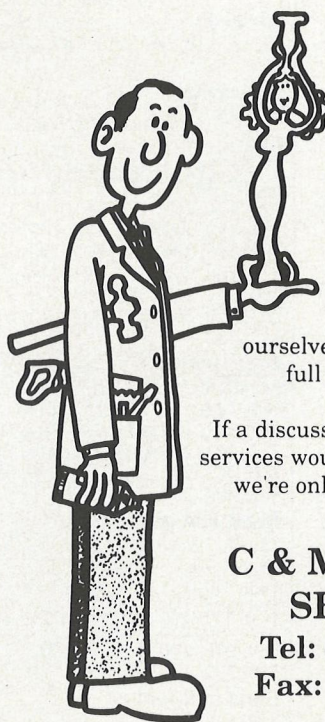
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PRODUCT CLASSIFICATION

PENDANT AND SINGLE LIGHT FITTINGS Traditional cont.

Laminates
11, 186, 221, 226, 246, 267, 270

Marble, stone
45, 151

Paper, card, parchment
11, 186, 225, 267

Plaster
119, 181, 304

Plastic
124, 145, 174, 186, 270

Pottery
149

Shell
42, 88, 133, 149, 225, 318

Silver-plated
39, 133, 149, 151, 162, 183, 332

Soft fabrics
11, 160, 186, 221, 246, 276, 296, 297

Steel
21, 42, 145, 151, 174, 281, 327

Tiffany
22, 24, 41, 42, 45, 118, 119, 124, 133, 149, 151, 152, 158, 160, 181, 186, 187, 220, 255, 318, 332

Wood
42, 63, 74, 88, 96, 124, 133, 149, 151, 158, 160, 181, 183, 204, 210, 220, 247, 280, 304, 308, 332

PENDANT AND SINGLE LIGHT FITTINGS Modern

Alabaster
42, 96, 119, 231

Aluminium
8, 21, 42, 45, 110, 114, 116, 131, 145, 149, 155, 249, 327

Brass
8, 21, 22, 31, 41, 42, 45, 49, 63, 67, 88, 90, 96, 110, 116, 118, 119, 124, 132, 133, 145, 149, 151, 162, 176, 202, 204, 220, 221, 223, 230, 231, 243, 244, 267, 268, 269, 302, 318, 327, 332

Brass-plated
21, 45, 67, 74, 78, 90, 96, 110, 116, 119, 124, 133, 149, 151, 183, 200, 204, 221, 223, 230, 231, 267, 269, 302, 308, 311, 327

Brass and glass
22, 31, 40, 41, 42, 45, 63, 67, 78, 89, 116, 118, 119, 124, 131, 145, 149, 151, 162, 202, 204, 221, 223, 230, 231, 243, 267, 268, 269, 302, 318

Cane and basket
21, 45, 186, 225, 246, 267, 290, 315, 318

Ceramic and porcelain
45, 88, 96, 133, 149, 151, 183, 221, 267

Chromium/stainless steel
42, 49, 63, 78, 96, 110, 116, 149, 151, 200, 202, 243, 244, 260, 302, 327

Copper
42, 176, 327

Copper and glass
41, 42, 200

Glass, blown
41, 42, 45, 119, 124, 131, 133, 149, 151, 162, 186, 221, 223, 267, 268, 269, 271, 290, 311, 315, 318

Glass, crystal
42, 63, 88, 149, 151, 162, 223, 231, 267, 269, 311, 318

Glass, moulded
41, 42, 45, 70, 78, 88, 89, 110, 114, 131, 149, 151, 152, 162, 186, 221, 223, 249, 267, 269, 271, 290, 315

Gold-plated
42, 96, 110, 132, 133, 149, 151, 162, 183, 187, 223, 231, 267, 269

Iron
42, 149, 151

Laminates
11, 161, 186, 221, 226, 246, 267, 276

Marble, stone
151

Paper, card, parchment
11, 161, 186, 225, 267, 276, 283

Plaster
2, 119, 181

Plastic
21, 78, 89, 110, 114, 119, 124, 145, 161, 174, 186, 226, 254, 267, 271, 315

Pottery
45, 149, 267

Shell
42, 45, 88, 133, 149, 225, 315, 318

Silver-plated
149, 151, 162

Soft fabrics
11, 160, 186, 221, 246, 267, 315

Steel
21, 35, 42, 145, 151, 174

Tiffany
24, 42, 45, 119, 149, 152, 160, 186, 220, 255, 315, 318

Wood
42, 74, 88, 96, 124, 149, 151, 160, 176, 220, 247, 267, 308

FLUSH FITTINGS Traditional

Alabaster
42, 63, 96, 181, 231, 255

Aluminium
42, 49, 102, 119, 149, 151, 183, 218

Brass
12, 21, 22, 42, 43, 49, 63, 65, 67, 70, 73, 88, 96, 109, 119, 124, 133, 149, 151, 157, 158, 162, 165, 181, 204, 205, 220, 221, 223, 231, 243, 255, 260, 263, 267, 268, 269, 302, 315, 332

Brass-plated
21, 34, 41, 42, 43, 57, 67, 70, 96, 109, 119, 124, 133, 149, 151, 158, 181, 183, 200, 204, 221, 223, 227, 231, 246, 255, 260, 263, 267, 269, 270, 302, 311, 315, 318

Brass and glass
21, 22, 34, 39, 40, 41, 42, 43, 45, 57, 63, 65, 67, 70, 105, 109, 118, 119, 124, 132, 149, 151, 158, 162, 181, 204, 221, 223, 231, 243, 255, 260, 263, 267, 268, 269, 302, 314, 332

Ceramic and porcelain
96, 149, 151, 221

Chromium/stainless steel
12, 42, 63, 96, 149, 151, 228, 243, 302

Copper
42, 49, 65

Copper and glass
42, 65

Copper, blown
39, 41, 42, 45, 88, 119, 133, 149, 151, 162, 181, 221, 223, 255, 260, 263, 267, 268, 270, 303, 311, 318, 332

Glass, crystal
21, 34, 41, 42, 57, 63, 73, 88, 105, 149, 151, 158, 162, 181, 187, 221, 223, 228, 255, 260, 263, 267, 270, 290, 315, 318

Gold-plated
12, 42, 70, 96, 133, 149, 151, 158, 162, 181, 183, 204, 205, 223, 231, 255, 260, 267, 269

Iron
42, 63, 151, 158, 281

Laminates
226, 270

Marble, stone
151

Plaster
181

Plastic
40, 88, 145, 186, 270

Shell
42, 133, 149, 225, 270, 318

Silver-plated
39, 151, 158, 162

Steel
21, 42, 151, 263, 281

Tiffany
22, 24, 41, 42, 118, 119, 149, 187, 220, 318

Wood
42, 96, 133, 151, 158, 183, 210, 242, 269, 280, 302, 318

FLUSH FITTINGS Modern

Alabaster
42, 96, 231, 255

Aluminium
42, 45, 49, 78, 110, 119, 123, 149, 151, 188, 194, 218, 226, 249, 327

Brass
21, 42, 45, 63, 88, 96, 110, 114, 119, 124, 133, 149, 151, 162, 176, 188, 194, 204, 220, 221, 223, 231, 243, 255, 260, 267, 268, 269, 302, 327, 332

Brass-plated
21, 41, 42, 45, 57, 67, 96, 110, 119, 124, 133, 149, 151, 170, 183, 194, 200, 204, 221, 223, 231, 239, 255, 260, 267, 269, 302, 311, 318

Brass and glass
21, 40, 41, 42, 45, 57, 63, 67, 89, 105, 118, 119, 124, 132, 149, 151, 162, 188, 204, 221, 223, 231, 243, 255, 260, 267, 268, 269, 290, 302, 332

Ceramic and porcelain
96, 149, 151, 221

Chromium/stainless steel
42, 45, 49, 63, 96, 110, 114, 123, 149, 151, 188, 243, 268, 302

Copper
42, 176

Copper and glass
42

Glass, blown
41, 42, 45, 88, 119, 133, 149, 151, 162, 221, 223, 255, 260, 267, 268, 303, 311, 318

Glass, crystal
42, 45, 63, 88, 105, 123, 149, 151, 162, 223, 267, 311, 318

Glass, moulded
21, 34, 41, 42, 45, 57, 63, 88, 89, 105, 110, 149, 151, 162, 221, 223, 249, 255, 260, 267, 290, 318

Gold-plated
42, 45, 63, 96, 110, 133, 149, 151, 162, 183, 188, 223, 231, 267, 269

Iron
42, 151

Marble, stone
151

Plaster
123, 181

Plastic
40, 78, 89, 110, 119, 145, 170, 186, 188, 226, 239, 270

Shell
42, 133, 149, 225, 318

Silver-plated
151, 162

Steel
21, 42, 114, 151, 194, 327

Tiffany
24, 42, 119, 149, 220, 318

Wood
21, 42, 96, 133, 151, 176, 183, 242, 269, 308, 318

Glass, moulded
21, 34, 41, 42, 45, 57, 63, 88, 89, 105, 110, 149, 151, 162, 221, 223, 249, 255, 260, 267, 290, 318

Gold-plated
42, 45, 63, 96, 110, 133, 149, 151, 162, 183, 188, 223, 231, 267, 269

Iron
42, 151

Marble, stone
151

Plaster
123, 181

Plastic
40, 78, 89, 110, 119, 145, 170, 186, 188, 226, 239, 270

Shell
42, 133, 149, 225, 318

Silver-plated
151, 162

Steel
21, 42, 114, 151, 194, 327

Tiffany
24, 42, 119, 149, 220, 318

Wood
21, 42, 96, 133, 151, 176, 183, 242, 269, 308, 318

FLOOR LAMPS Traditional

Alabaster
42, 50, 63, 132, 181, 231, 260

Aluminium
40, 42, 151

Brass
20, 31, 41, 42, 43, 45, 49, 52, 63, 64, 67, 70, 73, 88, 90, 118, 119, 130, 132, 133, 149, 151, 154, 158, 162, 165, 181, 183, 196, 202, 205, 220, 221, 223, 228, 231, 243, 244, 251, 255, 259, 263, 267, 269, 273, 293, 296, 302, 303, 314, 318, 332

Brass-plated
41, 57, 67, 90, 133, 149, 151, 181, 183, 196, 200, 221, 223, 228, 231, 255, 263, 267, 269, 302

Brass and glass
20, 31, 39, 41, 42, 52, 57, 63, 67, 118, 151, 158, 162, 181, 202, 221, 223, 243, 267, 269, 302, 332

Cane and basket
186, 225

Ceramic and porcelain
20, 88, 151, 186, 196, 221, 225

Chromium/stainless steel
42, 149, 151, 181, 228, 243, 244, 259, 302

Copper
20, 42, 177

Copper and glass
42

Glass, blown
39, 41, 151, 162, 221, 223

Glass, crystal
20, 39, 151, 162, 220, 223, 318

Glass, moulded
41, 151, 162, 181, 221, 223

Gold-plated
20, 42, 119, 132, 149, 151, 158, 162, 181, 183, 223, 267

Iron
42, 119, 151, 158, 177, 255, 281

Laminates
226

Marble, stone
20, 45, 151, 181

Onyx
20, 45, 88, 130, 223, 228, 244, 271, 296

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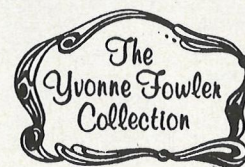
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Reader Service No. 325

LA Buyers Guide 1992/93

PRODUCT CLASSIFICATION

FLOOR LAMPS Traditional cont.

Paper, card, parchment

225

Plaster

304

Plastic

174

Pottery

20, 196, 225

Shell

225

Silver-plated

20, 39, 133, 149, 151, 158, 162

Soft fabrics

186, 221, 276

Steel

42, 149, 151, 174, 177, 281

Tiffany

24, 41, 119, 187, 332

Wood

20, 42, 43, 45, 57, 70, 74, 119, 130, 131, 132, 133, 151, 154, 158, 160, 177, 181, 186, 196, 205, 210, 212, 220, 242, 251, 255, 263, 267, 271, 273, 280, 286, 290, 296, 297, 303, 304, 308, 314, 315, 328, 330, 331, 332

FLOOR LAMPS Modern

Alabaster

42, 181, 231, 269

Aluminium

8, 42, 110, 114, 116, 131, 151, 194, 226, 249, 327

Brass

8, 31, 41, 42, 45, 49, 53, 63, 70, 88, 90, 110, 116, 118, 119, 131, 132, 149, 151, 162, 176, 181, 183, 194, 202, 204, 220, 221, 223, 231, 243, 244, 255, 259, 267, 269, 302, 303, 315, 318, 327, 332

Brass-plated

21, 41, 53, 67, 90, 110, 116, 131, 149, 151, 181, 183, 194, 200, 204, 221, 223, 231, 255, 267, 269, 271, 302, 315, 327

Brass and glass

31, 41, 42, 63, 67, 98, 116, 118, 131, 151, 162, 181, 202, 204, 221, 223, 243, 267, 269, 302, 332

Cane and basket

186, 225

Ceramic and porcelain

88, 114, 151, 186, 221, 225

Chromium/stainless steel

31, 42, 49, 59, 110, 116, 131, 149, 151, 177, 181, 183, 188, 202, 243, 244, 259, 302, 327

Copper

42, 176, 327

Copper and glass

42

Fibre or glass optics

116

Glass, blown

41, 59, 116, 151, 162, 223

Glass, crystal

116, 151, 162, 223, 318

Glass, moulded

41, 59, 114, 116, 151, 162, 181, 223

Gold-plated

42, 59, 110, 149, 151, 162, 181, 183, 223, 267

Iron

42, 59, 151, 177

Laminates

221

Marble, stone

45, 59, 151, 181

Onyx

45, 223

Paper, card, parchment

225

Plaster

181, 228

Plastic

110, 174, 226

Shell

225

Silver-plated

39, 149, 151, 162

Soft fabrics

186, 221

Steel

21, 42, 57, 59, 98, 149, 151, 174, 177, 307

Tiffany

24, 119

Wood

42, 45, 59, 74, 98, 119, 129, 151, 160, 176, 177, 181, 186, 225, 242, 263, 267, 290, 293, 303, 308, 330

WALL BRACKETS Traditional

Alabaster

42, 63, 67, 73, 96, 119, 149, 178, 181, 228, 231, 255, 267, 269, 332

Aluminium

8, 42, 49, 116, 145, 151, 155, 181, 218, 314

Brass

8, 12, 20, 22, 31, 34, 41, 42, 43, 45, 49, 52, 63, 65, 67, 70, 73, 86, 88, 90, 96, 105, 109, 116, 118, 119, 124, 132, 133, 145, 149, 151, 154, 158, 162, 165, 172, 173, 178, 181, 183, 202, 204, 205, 220, 221, 223, 228, 231, 243, 244, 246, 255, 260, 263, 267, 268, 269, 273, 285, 296, 302, 303, 304, 314, 315, 316, 318, 332

Brass-plated

34, 41, 42, 43, 45, 57, 67, 70, 74, 90, 96, 109, 116, 119, 124, 133, 149, 151, 154, 172, 178, 181, 183, 200, 204, 205, 221, 223, 227, 228, 231, 246, 255, 260, 263, 267, 269, 270, 296, 302, 308, 311, 315

Brass and glass

20, 22, 31, 39, 41, 42, 43, 45, 52, 57, 63, 65, 67, 70, 73, 116, 118, 119, 124, 145, 149, 151, 152, 154, 158, 162, 172, 178, 181, 202, 204, 221, 223, 231, 243, 246, 255, 260, 263, 267, 268, 269, 290, 302, 315, 316, 318, 332

Ceramic and porcelain

12, 20, 42, 67, 76, 96, 116, 119, 120, 133, 149, 151, 158, 165, 196, 205, 221, 255, 260, 263, 270, 316, 332

Chromium/stainless steel

12, 42, 63, 86, 96, 116, 133, 149, 151, 154, 181, 220, 228, 243, 244, 302

Copper

20, 42, 65, 133, 332

Copper and glass

41, 42, 65, 118, 200, 332

Glass, blown

41, 42, 119, 124, 149, 151, 162, 178, 181, 221, 223, 255, 260, 263, 267, 268, 270, 311, 332

Glass, crystal

20, 39, 42, 45, 63, 73, 88, 109, 119, 132, 133, 149, 151, 154, 162, 178, 181, 200, 220, 223, 232, 255, 260, 263, 267, 269, 285, 296, 311, 315, 316, 318, 322, 332

Glass, moulded

34, 41, 42, 45, 63, 63, 133, 149, 151, 158, 162, 181, 196, 220, 221, 223, 255, 260, 263, 267, 270, 316

Gold-plated

12, 20, 42, 43, 70, 86, 96, 109, 119, 132, 133, 149, 151, 158, 162, 178, 181, 183, 204, 205, 220, 223, 231, 255, 260, 263, 267, 268, 269, 285, 296, 303, 315, 332

Iron

22, 42, 45, 63, 102, 119, 133, 145, 149, 151, 158, 181, 183, 255, 268, 281, 332

Laminates

221, 226, 270

Marble, stone

20, 45, 149, 151, 178

Onyx

20, 149, 158, 223, 316

Plaster

73, 119, 133, 153, 183, 255, 263.

304, 332

Plastic

40, 145, 270

Pottery

20, 42, 120, 178, 181, 196, 263, 332

Shell

42, 133, 225, 270, 318

Silver-plated

20, 39, 42, 70, 86, 133, 149, 151, 158, 162, 178, 183, 205, 263, 332

Steel

42, 102, 145, 149, 151, 174, 263, 281

Tiffany

22, 24, 41, 42, 118, 119, 133, 149, 158, 187, 255, 318, 332

Wood

20, 42, 63, 70, 74, 88, 96, 119, 124, 129, 133, 151, 158, 160, 178, 181, 183, 204, 205, 210, 242, 247, 251, 255, 263, 267, 280, 285, 286, 290, 296, 303, 304, 308, 315, 328, 332

WALL BRACKETS Modern

Alabaster

42, 96, 119, 149, 181, 183, 231, 255, 269, 286

Aluminium

8, 42, 45, 78, 110, 114, 116, 119, 131, 145, 151, 155, 177, 181, 194, 218, 226, 249, 327

Brass

8, 22, 31, 41, 42, 45, 49, 63, 70, 88, 90, 96, 98, 105, 110, 114, 116, 118, 119, 124, 131, 132, 145, 149, 151, 154, 162, 172, 173, 176, 181, 188, 194, 202, 204, 220, 221, 223, 231, 243, 244, 246, 249, 255, 260, 267, 268, 269, 302, 303, 318, 327, 332

Brass-plated

41, 42, 45, 57, 67, 74, 90, 96, 110, 116, 119, 124, 133, 149, 151, 154, 172, 181, 183, 194, 200, 204, 221, 223, 231, 246, 249, 255, 260, 267, 269, 297, 302, 308, 311, 327

Brass and glass

2, 31, 41, 42, 45, 57, 63, 67, 70, 89, 116, 118, 119, 124, 145, 149, 151, 152, 154, 162, 172, 181, 202, 204, 221, 223, 231, 243, 246, 255, 260, 267, 268, 269, 290, 302, 318, 332

Ceramic and porcelain

42, 45, 67, 76, 96, 98, 99, 110, 116, 118, 119, 120, 133, 149, 151, 220, 221, 255, 332

Chromium/stainless steel

31, 42, 49, 59, 63, 96, 110, 116, 133, 149, 151, 154, 181, 183, 202, 220, 243, 244, 249, 268, 302, 327

Copper

42, 45, 176, 327

Copper and glass

41, 42

Glass, blown

41, 42, 45, 59, 116, 119, 124, 149, 151, 162, 181, 221, 223, 225, 260, 267, 268, 311

Glass, crystal

42, 63, 88, 116, 149, 151, 154, 162, 181, 223, 231, 260, 267, 269, 311, 318

Glass, moulded

34, 41, 42, 45, 59, 63, 78, 89, 114, 116, 149, 151, 162, 181, 220, 221, 223, 225, 260, 267

Gold-plated

42, 45, 63, 70, 96, 110, 116, 133, 149, 151, 162, 181, 183, 220, 223, 231, 249, 255, 260, 267, 269

Iron

42, 149, 151

Laminates

226

Marble, stone

45, 149, 151, 181

Onyx

149, 223

Plaster

73, 116, 119, 133, 153, 181, 183, 255, 263, 315

Plastic

78, 89, 110, 119, 145, 188, 226, 270

Pottery

42, 45, 99, 120, 263

Shell

42, 133, 225, 318

Silver-plated

42, 149, 151, 162

Steel

42, 53, 57, 59, 78, 114, 145, 149, 151, 174, 194, 327

Tiffany

24, 42, 119, 149, 187, 255, 318

Wood

42, 59, 74, 88, 96, 119, 124, 129, 151, 160,



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Reader Service No. 329

LA Buyers Guide 1992/93

PRODUCT CLASSIFICATION

SPOTLIGHTS continued

Copper

42, 45, 327

Copper and glass

42

Fibre for glass optics

249

Gold-plated

21, 42, 63, 96, 133, 149, 151, 183, 223, 228, 249

Iron

151, 231, 269

Laminates

221

Plaster

267

Plastic

21, 78, 110, 123, 133, 188

Silver-plated

151

Soft fabrics

221

Steel

21, 34, 40, 45, 57, 110, 151, 170, 194, 204, 231, 249, 307, 315, 318, 327

Wood

21, 42, 45, 57, 88, 96, 119, 133, 151, 165, 183, 263, 285, 290, 308, 328

TABLE LAMPS Traditional

Alabaster

20, 42, 43, 45, 50, 63, 74, 88, 96, 124, 132, 133, 149, 154, 178, 181, 183, 205, 212, 215, 228, 231, 246, 260, 263, 267, 269, 273, 280, 286, 303, 314, 315

Aluminium

8, 42, 263

Brass

8, 12, 20, 22, 31, 41, 42, 43, 45, 49, 52, 56, 63, 64, 65, 67, 70, 73, 86, 88, 90, 96, 116, 118, 119, 124, 130, 132, 133, 145, 149, 150, 151, 158, 162, 165, 172, 173, 178, 181, 183, 186, 196, 202, 205, 220, 221, 223, 225, 230, 231, 243, 244, 246, 251, 255, 256, 259, 260, 263, 267, 268, 269, 273, 285, 290, 296, 302, 303, 304, 305, 314, 315, 316, 318, 325, 332

Brass-plated

41, 43, 56, 57, 67, 70, 90, 96, 119, 124, 133, 149, 151, 172, 178, 181, 183, 196, 200, 221, 223, 227, 228, 231, 260, 263, 267, 269, 270, 302, 311, 315

Brass and glass

20, 31, 39, 41, 42, 45, 52, 56, 57, 63, 65, 67, 70, 109, 118, 119, 124, 145, 149, 151, 152, 158, 162, 172, 177, 178, 181, 202, 221, 223, 230, 231, 243, 260, 263, 267, 268, 269, 270, 296, 302, 305, 314, 315, 316, 318, 332

Cane and basket

186, 225

Ceramic and porcelain

11, 12, 13, 15, 16, 20, 22, 42, 43, 45, 63, 64, 66, 70, 73, 74, 76, 88, 96, 98, 99, 116, 117, 119, 120, 124, 130, 133, 135, 136, 150, 151, 154, 156, 158, 165, 177, 183, 186, 196, 199, 205, 209, 219, 220, 221, 223, 225, 228, 237, 246, 248, 251, 255, 256, 259, 262, 263, 264, 270, 274, 278, 289, 296, 305, 310, 314, 315, 322, 332

Chromium/stainless steel

42, 86, 96, 116, 149, 151, 200, 243, 244, 259, 302

Copper

20, 42, 45, 65, 77

Copper and glass

42, 65

Fibre or glass optics

151

Glass, blown

39, 41, 42, 45, 63, 116, 124, 151, 162, 181, 223, 267, 268, 270, 311, 314, 332

Glass, crystal

20, 39, 42, 45, 63, 116, 119, 132, 151, 162, 178, 181, 223, 231, 260, 267, 269, 311, 314, 316, 318, 322

Glass, moulded

41, 42, 45, 63, 116, 133, 151, 158, 162, 181, 196, 221, 223, 267, 270, 305, 314, 316

Gold-plated

20, 42, 56, 70, 86, 96, 109, 133, 149, 151, 158, 162, 181, 183, 196, 205, 223, 231, 260, 267, 269, 285

Iron

42, 45, 151, 158, 177, 183, 255, 256, 267, 281

Laminates

11, 186, 221, 226, 270

Marble, stone

20, 45, 124, 151, 177, 178, 186, 314, 332

Onyx

20, 45, 88, 124, 132, 133, 158, 223, 228, 244, 260, 290, 296, 315

Paper, card, parchment

11, 225

Plaster

304

Plastic

124, 145, 174, 186, 270

Pottery

16, 20, 38, 42, 43, 45, 58, 66, 74, 88, 99, 117, 119, 120, 132, 133, 136, 150, 151, 158, 160, 177, 178, 181, 183, 186, 196, 199, 209, 212, 219, 225, 248, 256, 259, 260, 271, 172, 285, 290, 293, 296, 297, 305, 315, 332

Shell

42, 225, 270, 318

Silver-plated

20, 39, 42, 56, 70, 86, 133, 149, 151, 158, 162, 178, 251, 260, 314

Soft fabrics

11, 124, 127, 186, 221, 293

Steel

42, 145, 151, 154, 174, 177, 260, 281

Tiffany

24, 28, 41, 42, 56, 119, 149, 152, 158, 186, 187, 237, 255, 318, 332

Wood

20, 42, 43, 45, 70, 74, 76, 88, 96, 119, 129, 132, 133, 151, 158, 160, 177, 178, 181, 186, 196, 210, 212, 215, 221, 236, 242, 247, 248, 251, 255, 256, 259, 262, 280, 285, 286, 289, 290, 296, 297, 303, 304, 305, 308, 310, 314, 330, 331, 332

TABLE LAMPS Modern

Alabaster

42, 74, 96, 116, 124, 133, 181, 183, 231, 246, 269, 286, 290

Aluminium

8, 21, 42, 56, 59, 101, 110, 116, 131, 177, 194, 226, 249, 327

Brass

8, 21, 22, 31, 41, 42, 45, 49, 63, 88, 90, 96, 110, 114, 116, 118, 119, 124, 127, 131, 132, 149, 151, 162, 172, 173, 176, 177, 181, 183, 186, 194, 202, 220, 221, 223, 225, 230, 231, 243, 244, 246, 249, 255, 259, 269, 302, 303, 315, 318, 325, 327, 332

Brass-plated

41, 45, 67, 90, 96, 110, 116, 119, 124, 131, 149, 151, 172, 181, 183, 194, 200, 221, 223, 231, 249, 269, 270, 271, 302, 311, 327

Brass and glass

31, 41, 42, 45, 63, 67, 70, 116, 118, 124, 131, 149, 151, 152, 162, 172, 176, 181, 202, 221, 223, 230, 231, 243, 269, 270, 302, 318, 332

Cane and basket

186, 225

Ceramic and porcelain

11, 15, 22, 42, 45, 56, 59, 74, 76, 88, 96, 98, 99, 116, 119, 120, 124, 135, 136, 151, 154, 165, 177, 183, 186, 219, 220, 221, 223, 225, 229, 245, 246, 248, 255, 256, 259, 262, 264, 270, 274, 283, 289

Chromium/stainless steel

31, 42, 49, 56, 59, 96, 110, 116, 131, 149, 151, 177, 183, 200, 202, 243, 244, 249, 259, 302

Copper

42, 45

Copper and glass

42

Fibre or glass optics

88, 116, 151

Glass, blown

32, 41, 42, 45, 116, 124, 151, 162, 181, 223, 268, 270, 311, 315

Glass, crystal

42, 116, 151, 162, 181, 223, 231, 269, 311, 318

Glass, moulded

41, 42, 45, 57, 114, 116, 151, 162, 181, 221, 223, 270

Gold-plated

42, 45, 56, 59, 70, 96, 110, 116, 149, 151, 162, 181, 183, 223, 249, 269

Iron

42, 59, 151, 177

Laminates

11, 186, 221, 270, 293

Marble, stone

45, 124, 151, 186

Onyx

45, 74, 124, 223

Paper, card, parchment

11, 225, 259

Plaster

74, 116, 181

Plastic

110, 114, 124, 174, 186, 226, 270, 307

Pottery

38, 42, 45, 58, 74, 88, 99, 120, 132, 133, 136, 151, 177, 181, 183, 186, 215, 219, 225, 236, 248, 256, 271, 272, 293, 297

Shell

42, 225, 270, 318

Silver-plated

42, 56, 151, 162, 332

Soft fabrics

11, 124, 127, 186, 221, 293

Steel

21, 40, 42, 57, 59, 114, 131, 151, 174, 177, 249, 307, 327

Tiffany

24, 42, 119, 149, 152, 186, 318

Wood

42, 45, 59, 70, 74, 76, 88, 96, 98, 119, 129, 151, 176, 177, 181, 186, 221, 225, 247, 248, 255, 259, 262, 271, 286, 289, 303, 308, 315, 316, 330

LAMPSHADES Traditional

Alabaster

42, 63, 159

Aluminium

42, 145

Brass

90, 145, 223, 259, 304, 325, 332

Brass-plated

90, 223

Brass and glass

42, 45, 145, 221, 223, 332

Cane and basket

42, 119, 133, 186, 187, 225, 246, 290, 293, 318, 326

Ceramic and porcelain

45, 219, 237

Chromium/stainless steel

42

Copper

42

Copper and glass

42

Cork

186

Glass, blown

42, 43, 45, 63, 70, 74, 88, 132, 133, 145, 181, 183, 205, 220, 223, 263, 296, 318, 332

Glass, crystal

42, 132, 181, 223, 332

Glass, moulded

63, 70, 132, 145, 152, 181, 183, 187, 205, 220, 221, 223, 332

Gold-plated

181, 223

Laminates

11, 22, 76, 118, 122, 126, 161, 165, 177, 181, 186, 198, 212, 215, 221, 226, 246, 248, 255, 262, 270, 326

Paper, card, parchment

11, 45, 70, 73, 74, 119, 122, 126, 133, 136, 161, 165, 177, 181, 186, 187, 198, 212, 216, 220, 225, 248, 251, 256, 262, 269, 270, 285, 305, 314, 326

Plaster

PRODUCT CLASSIFICATION

LAMPSHADES Modern

Aluminium

42, 45, 145, 194, 267

Brass

45, 90, 127, 145, 223, 244, 259, 267, 325

Brass-plated

90, 194, 223

Brass and glass

42, 45, 89, 145, 221, 223, 332

Cane and basket

42, 119, 124, 133, 186, 225, 246, 290, 293, 318, 326

Ceramic and porcelain

45, 219, 267

Chromium/stainless steel

42, 244, 259

Copper

42

Copper and brass

42

Cork

186

Glass, blown

42, 45, 74, 88, 132, 133, 145, 181, 183, 220, 223, 267, 318

Glass, crystal

42, 181, 223, 267

Glass, moulded

45, 89, 132, 145, 152, 181, 183, 220, 221, 223, 267

Gold-plated

181, 223

Laminates

11, 13, 22, 48, 76, 118, 122, 126, 149, 161, 177, 181, 186, 198, 212, 215, 221, 226, 229, 236, 246, 248, 255, 262, 264, 267, 270, 276, 293, 326

Paper, card, parchment

11, 13, 45, 59, 70, 73, 74, 119, 122, 126, 133, 136, 149, 161, 177, 181, 186, 198, 205, 212, 216, 220, 225, 231, 248, 251, 262, 267, 269, 270, 271, 276, 283, 290, 297, 315, 326

Plastic

32, 70, 89, 145, 161, 186, 212, 216, 254, 270, 290, 315, 316

Pottery

219

Shell

42, 45, 133, 136, 225, 270, 290, 315, 318

Soft fabrics

11, 15, 31, 32, 45, 74, 76, 88, 118, 119, 122, 126, 127, 133, 136, 145, 149, 160, 177, 186, 198, 215, 221, 225, 246, 259, 262, 267, 270, 272, 274, 290, 293, 297, 315, 326

Steel

183

Tiffany

24, 42, 74, 119, 122, 136, 160, 181, 186, 212, 220, 259, 276, 318

NOVELTY AND EFFECTS LIGHTING

Brass

63, 164

Ceramic and porcelain

117, 259

Chromium/stainless steel

149

Copper and glass

217

Fibre or glass optics

43, 133, 165

Iron

149

Plastic

101, 104, 217, 226

Pottery

45, 117, 272

Soft fabrics

88

Steel

149, 164

Wood

164

LIGHTING CONTROLS

Aluminium

119

Brass

88, 119, 132, 137, 170, 332

Brass-plated

119, 133

Chromium/stainless steel

119, 137

Plastic

101, 119, 137, 170

Steel

119

Wood

119

DECORATIVE FLUORESCENT FITTINGS

Aluminium

42, 74, 114, 123, 181, 249, 327

Brass

63, 181, 249, 263, 268, 327, 332

Brass-plated

133, 170, 181, 249, 263

Brass and glass

181, 249, 263, 268, 332

Chromium/stainless steel

249

Glass, blown

111, 133

Glass, crystal

188

Glass, moulded

40, 111, 188

Gold-plated

133, 249

Plastic

40, 101, 111, 170, 188

Steel

78, 114

SECURITY LIGHTING

Aluminium

45, 49, 56, 78, 119, 123, 133, 142, 149, 170, 204, 290, 315, 332

Brass

149, 151

Brass-plated

149

Brass and glass

40, 149

Chromium/stainless steel

149

Glass, blown

149

Glass, moulded

111, 149

Gold-plated

32

Iron

149

Plaster

2

Plastic

34, 101, 111, 119, 133, 170

Steel

78, 105, 111, 119, 149, 170

LOW VOLTAGE LIGHTING

Aluminium

8, 42, 110, 114, 116, 119, 123, 149, 157, 181, 188, 194, 204, 226, 249, 290

Brass

8, 21, 41, 42, 43, 45, 63, 73, 90, 105, 110, 114, 116, 118, 132, 137, 149, 151, 170, 173, 181, 188, 194, 204, 220, 223, 228, 243, 244, 249, 255, 263, 267, 268, 290, 302, 332

Brass-plated

21, 40, 41, 42, 78, 90, 110, 118, 119, 133, 137, 149, 151, 157, 181, 183, 194, 204, 220, 223, 228, 249, 263, 267, 302

Brass and glass

42, 119, 151, 181, 223, 263, 258, 302, 332

Ceramic and porcelain

42, 117, 181

Chromium/stainless steel

42, 45, 78, 110, 116, 119, 137, 183, 188, 226, 228, 243, 244, 249, 302

Copper

42

Copper and glass

217

Fibre or glass optics

249

Glass, blown

226, 268

Glass, crystal

226

Glass, moulded

226

Gold-plated

21, 42, 110, 133, 183, 188, 223, 228, 263

Iron

267, 281

Laminates

221

Plaster

2, 181

Plastic

131, 188, 217, 267, 307

Pottery

117

Silver-plated

149

Soft fabrics

221

Steel

21, 45, 110, 114, 119, 131, 149, 170, 194, 204, 249, 290, 307

Wood

42

CHILD APPEAL LIGHTING Traditional

Cane and basket

186

Ceramic and porcelain

117, 186, 219, 221, 259

Laminates

221

Paper, card, parchment

186

Pottery

117, 219, 233, 272

Soft fabrics

88, 133, 136, 149, 186, 221

Wood

186

CHILD APPEAL LIGHTING Modern

Cane and basket

186

Ceramic and porcelain

88, 99, 186, 219, 221, 259, 283

Laminates

221, 276

Paper, card, parchment

45, 186, 212, 276, 283

Plastic

119

Pottery

99, 219, 272

Soft fabrics

136, 149, 186, 221

Wood

119, 186

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KLIK the unique modular connector system for lighting is designed with safety in mind. All live contacts are inaccessible and earthing connection is made before any connection is made. Strong load grips provide support for 10 kg load, ensuring safe installation of all light fittings.

Just plug in
faster with
KLIK

THREE WAYS BETTER

There's yet another new chapter in the KLIK story. Three brilliant developments that extend the potential of plug-in lighting. To make life simpler for the installer. Offer more opportunities for the specifier. And introduce more design options to the end-user.

ONE

We've introduced a surface mounted socket. The same that any standard ceiling rose can be changed to KLIK quickly and simply. There's no need to cut into the ceiling or obtain access to the ceiling void. The ceiling or wall mounted socket is a standard 100mm x 100mm. The new surface mounted socket is a standard 100mm x 100mm. The new surface mounted socket is a standard 100mm x 100mm.

TWO

We've introduced a new standard socket. The same that any standard ceiling rose can be changed to KLIK quickly and simply. There's no need to cut into the ceiling or obtain access to the ceiling void. The ceiling or wall mounted socket is a standard 100mm x 100mm. The new standard socket is a standard 100mm x 100mm.

THREE

We've introduced a new standard socket. The same that any standard ceiling rose can be changed to KLIK quickly and simply. There's no need to cut into the ceiling or obtain access to the ceiling void. The ceiling or wall mounted socket is a standard 100mm x 100mm. The new standard socket is a standard 100mm x 100mm.



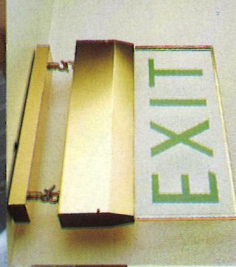
A three contact interface, proven superior for all standard lighting installations.



The world's first, three contact, specially keyed and colour coded interface, for Functional Extra Low Voltage applications.



A clever design four contact interface for special circuit applications, enabling a second supply or special connection to be made.



The demand for KLIK by the professionals is growing at a rapid rate throughout Europe. 'Ashley & Rock are leading the way' and developing products to meet these needs. Will you be ready to meet the demands?

Ashley & Rock Limited,

Ulverston, Cumbria, LA12 9BN.

Telephone: 0229 53333. Fax: 0229 57659.

Ashley & Rock

ELECTRICAL CONNECTION,
PROTECTION & CONTROL

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