

# LIGHTING EQUIPMENT NEWS

JULY 1993

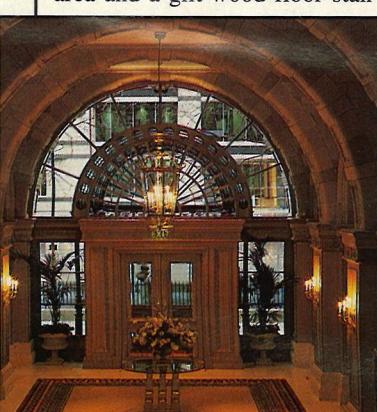
THE ONLY PUBLICATION DEVOTED TO ALL ASPECTS OF LIGHTING

## Hotel lighting challenge

Winning a lighting contract worth over £380,000 to supply and install lighting throughout the Regent Hotel, Marylebone, presented Chelsom with what it describes as its greatest challenge yet. The company had only seven weeks to manufacture and install all the fittings, over 90% of which were specials, working to a design brief which emphasised energy conservation.

The bedrooms are situated on either side of a central corridor and most of the suites have a Regency-style marble bathroom, a lobby and a sitting room furnished in muted golds and creams.

Most bedrooms have five light fittings, two palm-gilded wall lights either side of an Adam-style fireplace, an urn shaped antique silver nightstand ceramic lamp, a crystal lamp with shade on the writing desk in the sitting area and a gilt-wood floor stan-



dard. All these fittings have been specially converted to accept low energy compact fluorescent lamps with integral control gear.

In the corridors and interlinking areas, where there is little or no natural light, Chelsom has designed special low energy wall sconces in the shape of angels' wings, finished in an antique gold leaf effect. To boast low lux levels further, ceiling-mounted and brass galleried square flush fittings from the Paris range illuminate the walkways, each taking two 18W compact fluorescent lamps. Some fittings have an emergency facility.

Chelsom has also supplied more than 20 chandeliers, many of them over 2.5m in diameter, for the public rooms.

Reader Service No 170

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## Thorn sold for £162 million

Following more than six months of discussions, Thorn Lighting has been purchased from Thorn EMI for a sum of £162m. The acquisition was arranged on behalf of a group of investors by international investment group Investcorp. Completion of the deal is expected to take place at the end of this month.

It has been common knowledge in the industry for a long time that Thorn Lighting was up for grabs, so it is perhaps only the purchasers that will come as a surprise to most people. Within Thorn the general feeling seems to be mainly one of relief, partly because it has happened at last and partly because the purchaser is not another lighting company. Indeed, Investcorp's other assets, which include Gucci, Tiffany's and Sachs, are far removed from this industry.

Investcorp will hold most of the shares but Thorn EMI is to retain 12% and the senior management will hold 3%. Depending on circumstances, there is the possibility of this management share increasing to 13%. The deal includes the transfer of all but one of the company's remaining obligations to G E Lighting, following the purchase of the lamps business. The remaining obligation is for Thorn to supply G E Lamps in its ready-lamped fittings, unless there is no suitable lamp in the G E range. This obligation continues for about another two years.

### Core businesses

Thorn EMI's decision to divest itself of the lighting business is in line with its concentration of the core businesses of music and rental. The lighting division will continue to use the name Thorn Lighting, though there will be some re-design of the logo to distinguish it from other Thorn companies.

Investcorp is said to see itself as a medium term investor, with a view to supporting the company until such time as it can be launched on the stock market. This is expected to be within about five years but will depend on progress, the economy and the investment climate.

Joining the existing management team is Michael Frye, previously chairman of Concord Lighting. Mr Frye will be a non-executive director, with special responsibility for the architectural, display and decorative lighting. Thorn has about 5%



Mr Bryce, (Thorn) and Mr Buscombe, (Investcorp) shake on the deal

of this market in Europe and clearly sees room for taking greater market share.

Also joining the company is Phillip Rhodes, who was previously a director of BET. Mr Rhodes has been involved in the discussions with Investcorp for some time and will have special responsibility for indoor lighting. He will also be the executive responsible for the UK, Ireland, Germany and central Europe.

Thorn, with the backing of Investcorp, will continue to invest in the company, with an emphasis on new product development. There will also be a greater emphasis on dealings with continental Europe, where about 50% of the company's business is carried out.

"With the impetus provided by the formation of the new group, I am confident that we can now realise our profit potential while developing our international strengths. The group's focus on customers and innovation will continue," said Mr Bryce.

Thorn Lighting has a commanding position in its industry and a strong proven management team with an excellent track record for growing profits even in recent times," said Philip Buscombe, a member of Investcorp's management committee. "It is well positioned to benefit fully from recovery in its principal markets. This investment is a

## CFL production increased

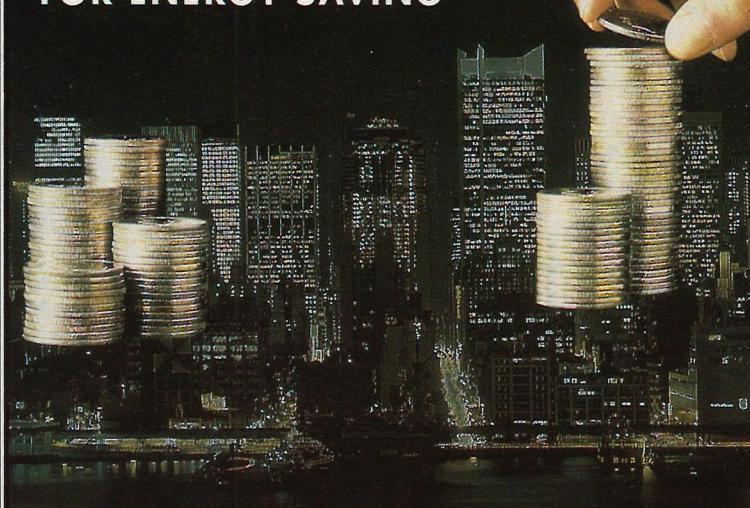
(Shipley), of course, this investment is enormously important because it confirms us as SLI's centre for the production of compact fluorescent to supply all of its sales operations world wide." The company certainly anticipates considerable growth in the market for CFLs. "We expect a growth rate of over 100% for single compact fluorescent lamps and a quadrupling for double compact fluorescent in Europe between now and 1999," said chief executive officer Norman Scoular. "The investments you see SLI make will not bring instant returns, rather our investments are strategic," he added.

"The company under GTE has had many strengths but was not successful. What it lacked then and has now is active local management, empowered to act in a simple decentralised company - high capital investment in new process technology and in new products - with a fierce determination to be cost competitive," he continued.

Following the closure of the company's Malmesbury fixture assembly plant, Mr Scoular said there were no plans for further rationalisation in the immediate future. By 1997 he intends to take SLI into public ownership, with the opportunity for all employees to acquire shares in the company.

"Our goal is not to be number one in size, it's to be number one in concept, in innovation and, above all, in customer service," said Mr Scoular. "To be a simple, energetic, focussed and successful lighting business only. For us it's a mission and a strength," he concluded.

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Reader Service No. 4

# LETTERS

## Fire safety

Dear Sir

Working for one of the world's leading manufacturers of uPVC sheeting I feel obliged to express my astonishment and concern at the publication of the article titled 'Comment' within the May edition of *Lighting Equipment News*. This article was not only misleading, it was inaccurate.

It is essential that the record should be put straight in so far as uPVC fire safety in lighting diffuser panels and the new Building Regulations are concerned.

The Building Regulations and the Approved Document B to those regulations require that all thermoplastic materials, including light diffuser panels, for use in any suspended ceiling must be able to demonstrate an ability to inhibit the spread of flame across their surface. There is possibly no thermoplastic material better able to meet this requirement than uPVC.

uPVC is a self extinguishing material which also does not produce any separation of burning debris, a characteristic one would feel is beneficial to any lighting diffuser panel. This self extinguishing property is inherent for all sheet uPVC and is not affected by vacuum forming. uPVC is used in applications throughout the world and meets the most stringent of fire safety requirements:

UK Class 0 and TP(a)

France M1  
Germany B1  
USA Vo

A light diffuser panel manufactured from uPVC sheet material will satisfy the fire safety requirements of the Building Regulations in both flat sheet and vacuum formed panels.

The minimum requirements of the Building Regulations insist that all thermoplastic light diffuser panels must provide a TP(a) or a TP(b) fire performance standard. TP(a) is the higher standard and for a product to claim this classification it must be able to demonstrate self extinguishing when tested to BS2782 508(A). TP(b) is a standard for a material that is unable to self extinguish but which does produce a slow rate of burning within the same test method. However, TP(b) may only be used in the limitations of use described in the Approved Document B.

These two test certificates are very easy to demonstrate and very easy to understand. The TP(a) and TP(b) standards apply to all thermoplastic light diffusers in all suspended ceilings under the requirement of the Building Regulations. uPVC fully complies to the TP(a) requirements of those regulations whether it is vacuum formed or not.

It was stated by the writer of the article titled 'Comment' that a uPVC vacuum formed diffuser

panel failed a class 1 rating when tested to BS476 part 7. The only way a uPVC panels could fail a class 1 test is if it produced a spread of flame across its surface that exceeded 150mm and as such would be classified as class 2, 3 or 4. This is not possible. If a uPVC panel could not be classified as class 1 it must mean that the sheet failed to remain in situ during the test, this is not a failure and nor would any examiner classify it as such. The writer may be asking if a vacuum formed material possesses the same fire safety properties as the original flat sheet material. The answer is yes. A sheet possessing the class 1 rating is still classified as such even when vacuum formed. However, the sheet used for the vacuum forming must be of the same thickness as the sheet originally tested. This is no problem for uPVC but it does cause immense problems for other widely used thermoplastics which can only obtain class 1 certification in relatively thick sheets.

This brings me to perhaps the most contentious statement made within the article. The writer indicates that a thermoplastic material has achieved a 30 minute fire resistance. This is impossible for any thermoplastic material.

To imply that a thermoplastic light diffuser has a 30 minute fire resistance is potentially very dangerous. The fire resistance of a ceiling could be intended to protect people living above that ceiling. A 30 minute fire resistance may be very necessary for the evacuation of people in a fire.

Giles Peacock  
Takiron (UK) Ltd

## In the dark

Dear Sir

Regarding the articles on emergency lighting (LEN May), I have long been concerned about the level of 0.5 lux specified for this. This level is fully adequate if the eye is given time to adapt - for example if guests in a hotel are woken by a fire alarm in the night. But in a well illuminated office, after dark, failure of the main lighting means that the occupants are subjected to a sudden change from 300-500 lux to 0.5 lux. If the eye has no time to adapt, 0.5 lux is equivalent to a complete blackout.

Has this problem been addressed?

The only solution to my mind is a far higher initial level emergency lighting, 100 lux, for a short time and gradually reducing to the mandatory 0.5 lux. This is going to cost, but have any LEN readers got a better solution?

J K Maynard  
Huddersfield

## DIARY

### AUGUST

3

Elenex Australia '93. The definitive exhibition for the electrical and electronics industries in Australia, to be held in Sydney. BEAMA have obtained DTI financial support for an official British group there. Details from Rosie Lewis, 071-487 5831.

### SEPTEMBER

12-15

The Plasa Light and Sound Show at Earls Court, London. Organised by Philbeach Events. Exhibition for lighting, sound and special effects technology for live entertainment, TV and film sectors. It now also caters for theme parks and interior design etc. Details from 071 370 8215.

14-16

Lightex '93 - The Latest in Lighting Technology. Biennial exhibition organised by the Institution of Lighting Engineers. Over 180 stands catering for consultants, contractors, wholesalers, security firms, architects, specifiers etc. Details from 0788 576492.

### OCTOBER

7-10

Elenex - Turkey '93. Turkey's premier show for the electrical and electronic engineering industry. Details from Philip McKean, Overseas Exhibition Services Ltd, 071-486 1951.

26-28

Electrical Products '93. London-based biennial show for the electrotechnical industry, including a sub-show, Light Fair. Details from Andrew Castle, IMI Exhibitions Ltd, 0732 359990.

### NOVEMBER

1-3

Clima 2000. CIBSE-organised event with 50 papers being presented covering various building services topics. Details from CIBSE 081-675 5211.

# CIBSE

The Chartered Institution of Building Services Engineers

## Spotlighting sport

It would be difficult nowadays to name a sport that does not to some extent depend on lighting. Dependence on daylight for a sport to take place is increasingly rare: add on the requirements of television, and it is clear that sports and lighting have become virtually inseparable.

John Hugill and Colin Hunt, of Thorn Lighting, put sports lighting under the spotlight at Lux Europa 1993, organised by CIBSE at Edinburgh in April, and the following extracts from their paper outline the visual and lighting requirements.

### Visual environment

Looking first at the needs for good quality sport, there have been substantial improvements in performance level in many sports in recent years, and this has resulted in faster speeds of play and greater accuracy being required. This frequently means that visual quality becomes more critical as finer tolerances come into play.

Objects are seen because they contrast in brightness or colour, or both, with their background. The more marked the contrast the more clearly the general objects are seen. Colour contrast is important in some sports but usually the brightness of the surface depends on how much light it receives and how this light is reflected from it. For example, if we were playing tennis with a white ball, we would prefer to have a dark background so that the white tennis ball is shown in contrast. Equally with cricket, it is normal to have a white sightscreen behind the bowler's arm so the batsman can easily pick up the ball as it moves towards him. Colour contrast is also used in this way to differentiate the object from the background. For indoor tennis, with a white ball, it is typical to have a green background behind the server so that the opponent on the other side of the net can easily pick up the ball. In practice, for outdoor sports there are very severe limitations to what can be done with contrast; Grass is usually green with reflectance of around 15% but indoors we expect to have a bit more freedom to actually govern these parameters. Indoor sports halls should generally have light-coloured walls and ceilings, and the floors should not be too dark. Surface reflectances should meet the following requirements:

Walls between 30 and 60% reflectance, ceilings or roofs 60 to 90% and floors 20 to 40%. Wall finishes should be matt to avoid spectacular reflections, walls and ceilings should not have any strong patterns to disorientate the player.

### Lighting requirements

Illuminance requirements outdoors provided by electric light systems are in general much lower than the daylight values. Nonetheless, given a well designed system, very good visibility is possible at night, because visibility depends on general adaptation level, directional effects and other factors as well as illuminance. The illuminance requirements for a sport depend on how much light the players, officials, spectators and television need to follow the action easily. This depends on what they see and how far they are away from it. The faster the speed of action, the harder the visual task, and so the higher the illuminance level required. For this reason the higher the standard of play, the higher the levels of lighting. The levels of illumination for outdoor sports are usually lower than for the sport when played indoors. This is due to the change in adaptation that occurs when viewing a lit surface against a dark, night background. In general, the further from the action, whether it be spectators or the television camera, the greater the illuminance that will be needed. Illuminance values published generally assume that the player is of average age; as the eye ages, more light will be needed to achieve the same visual performance.

Ideally, most playing surfaces should appear more or less uniformly bright when viewed from the relevant directions. How far this can be achieved in practice depends on the reflection of the surface and how it is illuminated. This can sometimes be a problem, particularly where grass is involved, where the way the grass had been cut or rolled affects the luminance distribution, which is what we actually see. The usual way is to design for acceptable uniformity of illuminance as expressed as a uniformity ratio, minimum to average or maximum to minimum. Where necessary, particularly where colour television is involved, it may also be prudent to look at the illuminance gradient between adjacent points.

The needs of colour television will generally require higher illuminance levels than would otherwise be required, with a greater control of uniformity.

The full text of this Lux Europa paper is given in the 2-volume Conference Transactions, available from CIBSE.

Contact Karl Pike,

Lighting Division Secretary, on 081-675 5211.

## PRISMATIC LENSES...

# BEWARE OF IMITATIONS

The latest building regulations require that lighting panels meet British standard classification.

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## A prize performance by students

A simple, yet hi-tech desk lamp was the winning entry in this year's Student Lighting Designer of the Year Awards sponsored by the Lighting Association.

Martin Tsoi, a student of Birmingham's University of Central England, won £1,500 in prize money for his 'CD Desk Lamp', which was selected from 400 entries.

The low voltage lamp is based on a compact disc stacking system. By slotting interchangeable lighting and reflector discs into a single, upright mounting pedestal, the lamp can be used as either a task light or as a decorative uplighter or downlighter.

Second place, and £750 in prize money, went to Peter Veale of Bournemouth University for his ingenious 'Sleepy' children's night light.

Temperature changes create different facial expressions on the front of the lamp - the face has a

sleepy appearance before it is switched on and a happy smile when the child wakes up in the morning.

Third place and £250 went to Neil Simmonds of Sheffield Hallam University for 'Spiderman', which the judges described as an intelligent piece of illuminated decorative architecture that could be employed to enhance blank facades both inside and outside modern buildings.

Peter Veale also won the Philips Lighting Award for the essential market appeal of the 'Sleepy' night light.

The special Osram award for best use of a compact fluorescent lightsource went Christian Davidson of Gwent College of Higher Education for his imaginative flat-packed range of low cost 'Wall Louse' louvre lightshades which could be manufactured out of a variety of materials including paper, plastic or metal.

## Light work rewarded

Freddie Bentham has been given the CIBSE Lighting Division Award 1993 for longtime service to the lighting community.

Aged 81, Mr Bentham recently published his autobiography *Sixty Years of Light Work*. He trained as an electrical engineer and after a brief period at GEC he spent the rest of his career at Strand Lighting.

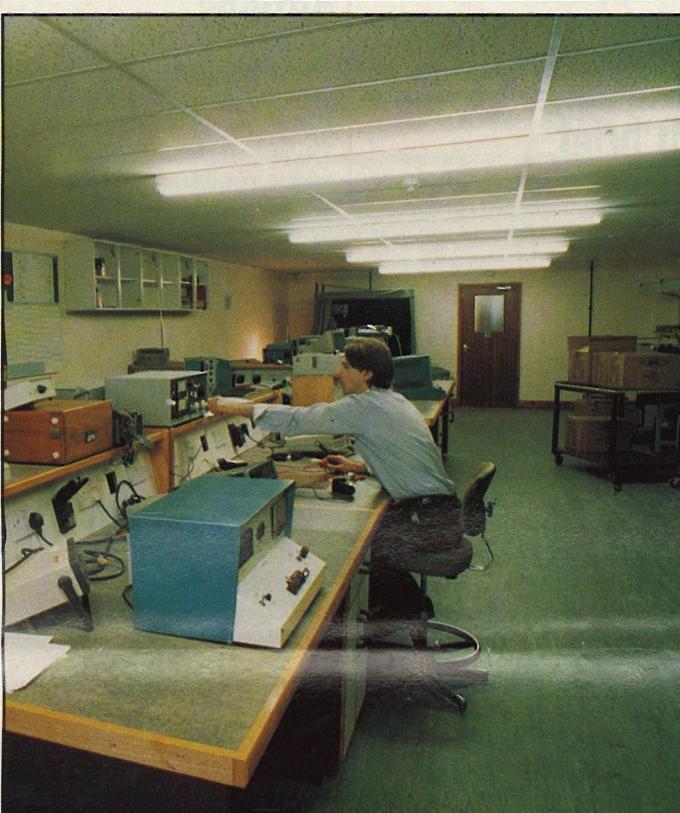
He has taken a particular interest in lighting for theatres and his first book *Stage Lighting*, published in 1950, has been revised and reprinted many times. During the 1930's he gave music and light performances to theatre audiences which included George Bernard Shaw and His Royal

Highness the Duke of Kent.

Many of the lamps he designed, such as Pattern 23 and Pattern 123 500W 'baby' spotlights are still in use. He produced many successful dimming and control systems aimed at all types of user.

● Mrs Claire Aizlewood and Mr Gerry Webber of the Building Research Establishment have been presented with CIBSE bronze medals for their paper *Emergency Escape Route Lighting: A Comparison of Human Performance with Traditional Lighting and Way Finding Systems*.

● Dr Hans Bodmann of the University of Karlsruhe Lighting Institute, Germany, has been given the Walsh-Weston Award and a CIBSE silver medal for his paper *Elements of Photometry, Brightness and Visibility*.



## Detecting savings

The new HQ of Anglia Components, despite being four times the size of the company's original HQ building, has energy running costs which are only one third to a half those of its predecessor. This is because energy saving measures were built in during the £800,000 refurbishment of the building. "The refurbishment of the building was designed and carried out to give us dramatic savings on energy use, and therefore cost," said Anglia's owner Bill Ingram.

The company had outgrown its existing split site headquarters so it bought a 100 x 38m warehouse with no internal walls or fittings on a four acre site. Anglia then embarked on a £0.5m project to create an office complex, warehousing and stores, staff recreation facilities and an R&D area.

As well as opting for high insulation levels and an efficient heating system, Anglia identified four criteria that would have to be met by the lighting controls:

- flexibility so that controls and detectors could be moved easily to accommodate future layout patterns.
- discrete and automatic operation without disruption to working patterns, so staff were hardly aware that automatic lighting control was in operation.
- reliability so there was no danger of occupied areas being plunged into darkness.
- production of significant cost savings.

Mr Ingram felt passive infrared (PIR) would not be sensitive enough to detect the small movements within the building, so there would be a risk of occupied areas being plunged into darkness. Also, lighting control with a timer element was ruled out because of unpredictable working patterns.

As a result, Ex-Or Ltd was commissioned to design systems that would control every light in the office building and many areas in the warehouse section by means of ultrasonic and microwave detection. The detectors constantly monitor all areas of the building, keeping the lights off when the areas are unoccupied and switching them on when people are detected in the monitored areas. Built-in photocells prevent the lights coming on if natural light levels are sufficient.

This automatic switching on and off means that there are no wall light switches at all, though staff members have remote control units to override the detectors if necessary. This might happen, for example, if an area needs to be darkened for an audio visual presentation or if VDU operators want to adjust lighting levels to avoid glare.

With electricity bills only 50% higher than the previous, smaller building, Mr Ingram estimates a payback period of two years. There were also savings in installation costs as the refurbishment included re-wiring and there was no need to run extra cabling from lights to wall switches.

Reader Service No 171

# COMMENT

## PVC not a failure

In the May issue of *LEN*, it was stated in this column that a PVC white coloured light diffuser had failed BS476: Part 7 - the test for the surface spread of flame supported by a material. This statement was incorrect and based on erroneous information. uPVC, which is used in many applications in buildings, fully meets the requirements of BS476: Part 7 and, therefore, complies with the Building Regulations 1991, Approved Document B. *LEN* apologises for any confusion and concern this error may have caused, especially as it seems a number of people have assumed the diffuser mentioned was from one particular manufacturer, although no company was mentioned in the article.

In order to offer clear and concise guidance of the fire requirements for light diffuser panels, it is necessary to refer to the Approved Document B of the Building Regulations. All thermoplastic light diffuser panels must now provide either a TP(a) or TP(b) fire performance standards. This applies to all suspended ceilings but not to fire resistant ceilings which have special requirements. There has been reported confusion in that suppliers have assumed that the fire safety standards for diffusers apply to only fire resistant ceilings, this is not so. A diffuser offering a TP(a) standard can be used in unlimited areas (see table 11 page 48 of the Approved Document B) while TP(b) diffusers can only be used with limitations on spacings and areas (see diagram 21 page 49 of the Document).

The supplier or specifier will be able to determine which diffuser is TP(a) by various means. uPVC or rigid solid PVC sheets are automatically accepted by the Approved Document B (page 95) as being TP(a) product, without the need for qualification or test certificates. There is also automatic acceptance of polycarbonate sheet material - but this must be at least 3mm thick for such classification without test certification. All other materials must provide test certificates showing a self extinguishing ability under the BS2782 method of test 508(A). The benefit of the 508(A) test as opposed to the BS476 part 7 test is that it does allow for a simple fire assessment of the material supplied. A TP(b) material is a material that does not self extinguish when tested to BS2782 method of test 508(A) but does demonstrate a rate of burning not exceeding 50mm a minute. It should not be assumed that all thermoplastic diffusers that are not TP(a) are automatically TP(b) product, this is not the case. Many thermoplastic diffusers will not even qualify as TP(b) product. All manufacturers, suppliers and specifiers are advised to read the Approved Document B, in particular page 95.

This whole issue arose in the pages of *LEN* as a result of the apparent conflict between the requirements of the Building Regulations with regard to fire safety and the actual practice in many buildings. For years, these fire safety requirements would seem to have been ignored by some companies but this is no longer the case. The regulations are now going to be enforced by building control officers, something that was made clear in a letter from the Chief Building Control Surveyor of Winchester City Council in our May issue.

This has important implications for the contractors charged with installing fittings that have plastic diffusers or prismatic lenses. The Electrical Contractors Association, the Institution of Electrical Engineers and the National Inspection Council for Electrical Installation Contracting have all made it clear that electrical contractors should make sure they comply with the Building Regulations.

We understand that contractors are sometimes told by light fitting manufacturers that they do not need to comply and should go ahead and buy fittings with diffusers that do not provide the required level of fire safety. This is a dangerous route for contractors to follow - not only because of the safety aspects but also because of the financial losses that could ensue. Any contractor installing diffusers that do not comply has a good chance of being told to remove them by a building control officer, regardless of what the fitting manufacturer has said. That contractor will then be faced with obtaining new diffusers at no extra cost to the client. To make matters worse, we have heard stories of fittings manufacturers exploiting the contractor's desperation at this stage by adding up to a 400% mark-up on the diffusers before selling them on.

Having fallen foul of it ourselves, *LEN* is well aware that this whole subject of plastics and standards has been conveyed in a somewhat confusing fashion. But referral to the relevant pages of Approved document B will alleviate all confusion as the requirements are, on reflection, quite simple. However, the only way to be sure of getting it right, having established what is required, is to demand up-to-date test certificates which state clearly that the product in question truly complies.

*LEN* will be looking at this whole subject in more detail in a future issue, with a view to clarifying the situation for all concerned.

Paul Haddlessey

**LIGHTING EQUIPMENT NEWS**

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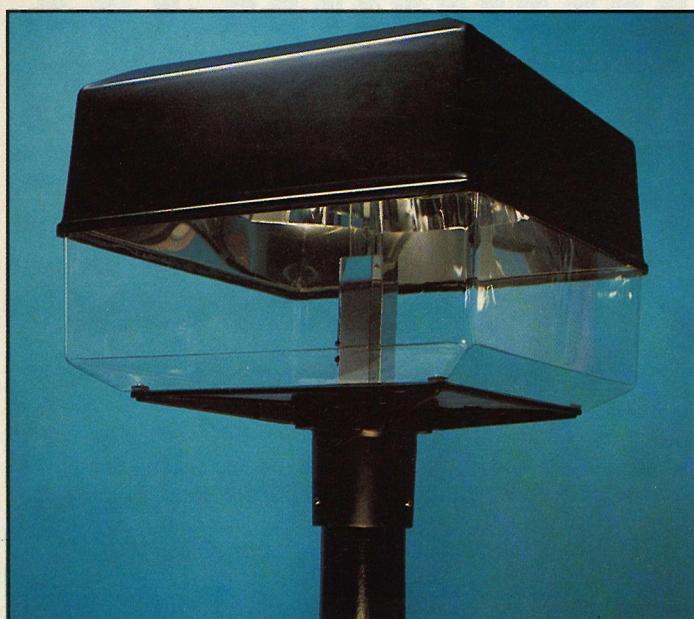
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# NEW PRODUCTS



## 'Woody' exterior lighting

'Woody' from Modular Lighting Instruments is one of the latest models of outdoor lighting available from the company, designed to enhance urban and rural landscaping schemes.

The metal fixture incorporates a transformer with a louvred aluminium housing for protection. The fitting is topped by a smoothly contoured raindrop shaped wooden cap. The drop shape profile continues with the timber column which may be left untreated to obtain a weathered effect or the natural colour may be preserved using an acrylic sealer.

'Woody' is 14.5cm deep and 70 cm high, while 'Big Woody' is 120cm high.

Both models are available in the UK from Atrium.

**Reader Service No 152**

### In brief...

● **Phosco** has introduced a heavy duty floodlight for sports complexes and industrial/commercial areas. Designed for any double-ended MBI lamp rated at 1.5, 1.8 or 2kW, or single ended SON or MBI 1kW lamps, the variable FL444 is available with a choice of three reflectors.

**Reader Service No. 153**

● **Future Designs** has developed the PP Power Pack to convert a conventional downlighter into a powerful emergency luminaire. It is rated to operate a 50W lamp for three hours non-maintained or maintained use, providing full light output under mains failure conditions.

**Reader Service No. 154**

● **Connect Lighting** has introduced the option of high-reliability electronic control gear for its full range of 70W metal halide luminaires. By introducing both the Osram Powertronic and Philips Electronic Gear, Connect believes it offers the end-user more efficient operation of its High Intensity Discharge (HID) fittings with extended lamp life and greater light stability.

**Reader Service No. 155**

● **Powerlite** has launched a compact transformer that fits directly onto the track of its range of

**Reader Service No. 156**

● **Artistic Licence**'s latest version of Light-Cad, the off-line editor for Avolites and Celco consoles, provides many new features including a full featured Time-Code editor for the Avolites Diamond console. Light-Cad displays user-defined gel strings on screen in full colour. Changing a colour wash now only requires two mouse clicks.

**Reader Service No. 157**

● **Zetalite** is a new emergency luminaire from JSB Electrical, described as robust and vandal resistant and at an affordable price. The unit has automatic constant current charging and a mains and charge monitoring LED.

A clip-in gear tray for internal parts is said to facilitate installation and the reeded, clear polycarbonate diffuser clips onto the grey ABS body without the need for screws.

Zetalite is available in maintained and non-maintained versions, rated to IP65, and has a high frequency, high efficiency inverter.

**Reader Service No. 158**

**Reader Service No. 159**

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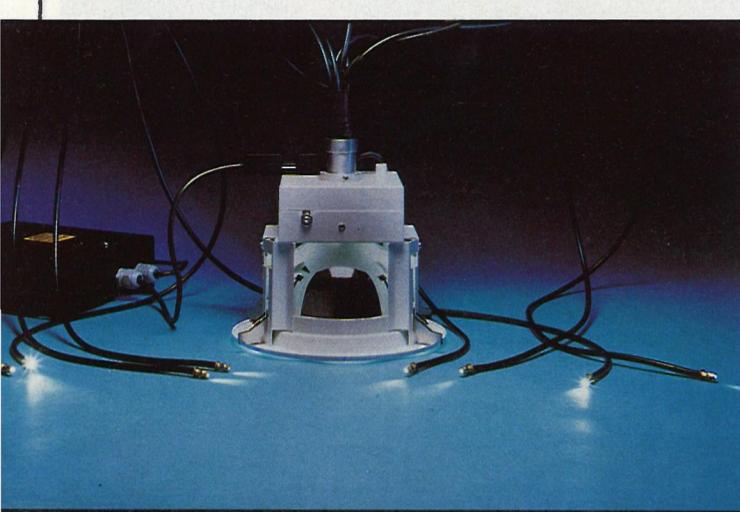
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# NEW PRODUCTS



## Dual-source fibre optic system

Kotzolt Lighting's Dual-Source optic system combines in one luminaire metal halide downlighting with fibre optics for high impact decorative and effect lighting. It can provide many design opportunities with significant cost savings in terms of installation and running costs, claims the company.

The system is particularly suitable for lighting designers as its versatility and low cost make it ideal for use in many interior schemes. Among the applications for the system are retail shops, corporate reception areas, restaurants and night clubs. Several decorative options are available with a choice of fittings and the use of different colours.

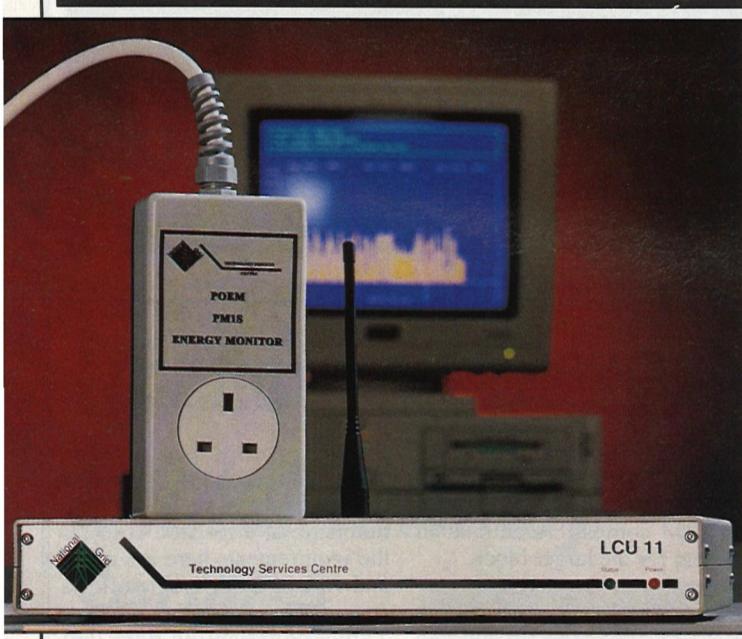
The Dual-Source system replaces the need for specialised and expensive dedicated source equipment because it uses a secondary optical system to redirect waste light that is normally trapped in the top of a reflector, and does so without reducing the photometric performance of the

luminaire. The waste light is redirected via a fibre optic receptor to the fibre optic cables which terminate in secondary display luminaires.

The standard Dual-Source system combines a fully recessed metal halide downlighter as the primary output, with up to 12 fibre optic fittings as the secondary output. The recommended maximum cable length for the secondary output is three metres. If required, cable lengths can be varied within a system to create attractive visual patterns.

Any combination of six different fittings and our finishes can be used for the fibre optic cables. The secondary output can be coloured with the addition of a coloured lens to the fibre optic harness receptor, to provide a contrast with the main downlighter. A further variation in effect can also be created with the choice of metal halide between cool (NDL) and warm (WDL) colour rendering.

Reader Service No. 163



## Point-of-use energy metering

The National Grid Company has launched an energy metering system to enable up to 80,000 individual electrical appliances to be monitored remotely using a central personal computer. The POEM (Point of Use Energy Metering) system provides energy or facility managers of large organisations with the information necessary to implement energy saving measures.

POEM measures, collects and analyses electricity demand data from individual appliances remotely, either in specific locations or throughout an organisa-

tion. Each appliance is fitted with an in-line meter using standard plugs and sockets or a clip-on current transformer, and demand data is transmitted by radio or mains-borne signals. Installation is therefore quick and simple with no need to cut cables.

Each appliance is connected to the mains supply via an in-line POEM meter which regularly transmits the demand by short range radio or a mains-borne signal to a Local Collector Unit (LCU).

Each LCU converts the data into half-hourly demand information and transmits it to the Central Collector Unit (CCU), a standard personal computer running POEM analysis software.

Reader Service No. 166

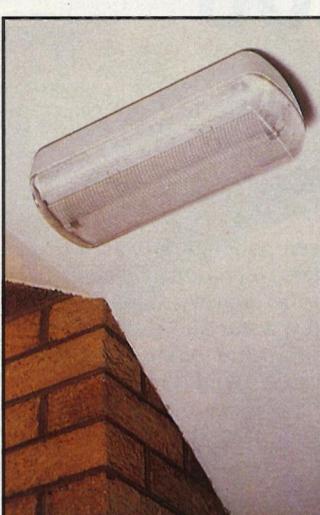
## Cost-effective emergency luminaire

The VFM8 general-purpose emergency luminaire from Crompton Lighting has been specially designed to provide emergency lighting in buildings where safety regulations need to be met but where cost is a major issue.

Versatile enough to be mounted on either internal walls or ceilings, this 8W luminaire offers exceptional value for money without compromising on styling or quality, it is claimed.

The robust housing is constructed from impact-resistant white polycarbonate, and a clear prismatic diffuser is fitted as standard. Internally, the components are mounted on an easily removable gear tray.

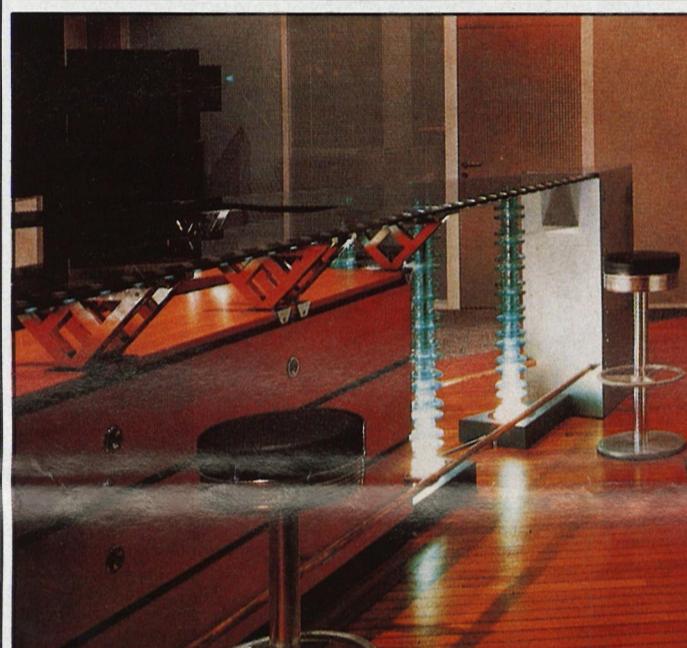
Available in both maintained and non-maintained versions, the VFM8 provides at least three hours of lighting in the event of



an emergency. The complete unit is compact – measuring 135 x 97 x 340mm – and weighs no more than 0.75kg.

VFM8 luminaires are ideal for use in public, commercial and leisure areas, including schools, colleges, hotels, restaurants, supermarkets, warehouses, offices and any similar premises where safety regulations apply.

Reader Service No. 164



## Low-voltage lighting

A new range of low voltage lighting, manufactured by Trak of Paris and designed by Erik Morvan, is now available in the UK through Into Lighting.

There are three wall-mounted fixtures within the collection. The CRI range offers either a rigid steel or flexible rod with one or two 50W dichroic lamps. The length of the rods are 200, 300 and 500mm. The CATE range with steel rods and turquoise glass mod-

ules gives the designer the opportunity to combine the use of this light with MATCATE, a matching 2.2 metre lighting torch which is available in a rust coloured or steel structure using 50W lamps complete with transformer.

In addition to these wall lights, a matching lighting column COLONATE, using four 50W lamps and 11 glass modules, can be used to support structures such as glass table tops.

To complete the collection there is GAM, a range of architectural decoration products designed for use in cafes and bars, etc.

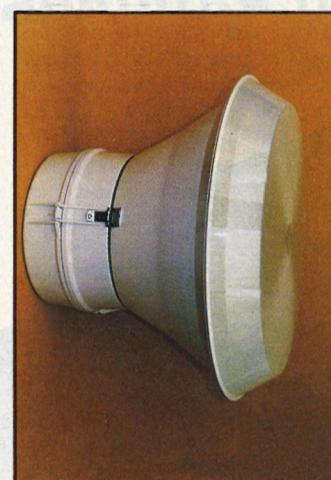
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## Square light for work stations

The Controlux economical HID luminaire from Hubbel delivers a square light distribution with sharp cut-off, so providing lighting uniformity for the workplace with no dark areas.

The controlled low brightness makes feasible mounting heights as low as 3m, with the benefits of low contrast with surroundings, and improved operator comfort and efficiency.

The reflector of the Controlux is computer-designed, profiled spun aluminium, finished in high reflectance white, and complete with one-piece UV stabilised refractor in injection moulded acrylic as standard with alternative polycarbonate option. The robust die-cast aluminium housing with stainless steel toggle



latches and silicon rubber compression gasket is built for long, maintenance-free life. Mounting arrangements ensure quick assembly.

Controlux is available in 150, 250 and 400W versions.

Reader Service No. 167

# LIF LINE

## The rot stopped here

A recurring complaint heard in and amongst the lighting community over the years, if not decades, concerns the loss of the City and Guilds courses somewhere back in the mists of time and the lack of a workable replacement. True, there are courses available but only in theory, in practice few ever get off the ground.

Whose fault is that? The colleges blame the manufacturers for lack of support. The manufacturers point out that the colleges' courses do not give them what they want. All of this was identified in a long examination conducted by the CIBSE in the early eighties and described in a weighty tome entitled *Stopping the Rot*.

Following this, LIF stepped in with its lobbying expertise and its tightly focused working methods. During the years that ensued, because of its efforts and the efforts of the member companies which sustain it, we have reached a position where not only is lighting part of the national curriculum for infants, junior and secondary schools, but we have the LIF Certificate and Advanced courses, processing between 75 and 150 students per year. Grade B passes on the Advanced course entitle students to the CIBSE Lighting Certificate and the course is recognised by the Institution for the purposes of continuing professional development.

So lighting education is available now, virtually from the cradle to the grave. At infant schools pupils explore light sources and the effects related to shadow, reflection and colour. At junior school pupils are now learning that light travels faster than sound by considering natural events such as thunder storms.

At secondary school pupils study the behaviour of light, particularly its transmission, absorption, reflection, refraction and dispersion. They learn how light is controlled and used in a range of common optical devices, for example, fibre optics.

Children moving on to higher education can enrol in the LIF Certificate courses which will provide them with:- an understanding of lighting units and terminology; an understanding of the concepts of interior lighting design; a working knowledge of light sources, their characteristics and applications; and an understanding of the logical steps in interior lighting design and the knowledge to complete the design of an installation to modern standards.

Having completed that course they can move on to the Advanced Certificate course where they must complete two modules successfully from:- interior lighting; exterior lighting; and light measurement. The aim of the Advanced modules is to extend the knowledge of the students beyond the more familiar aspects of lighting design and calculation.

Moving on to degree courses, two colleges offer a complete lighting course; the South Bank University Certificate course, which leads to associate membership of CIBSE, and the MSc course in Light and Lighting at the Bartlett, London University. Both cover the whole spectrum of light production, vision, lighting design, luminaire design and light measurement, but obviously the approach to the subject matter differs due to the diverse attainment levels of the two courses.

### The CIBSE Lighting Certificate and Diploma

These awards were introduced to provide an avenue for those wishing to be recognised as professional lighting engineers/designers. Both are only available to members of the Institution but are not dependent on grade of membership. CIBSE membership is not an obstacle as affiliate membership of CIBSE is open to almost anyone who is involved in building services, which includes lighting.

The Certificate is intended to provide a goal for the less experienced members of the profession and may be awarded to a person who has three years' relevant lighting experience and has passed two BTEC level III lighting units or a CIBSE approved equivalent course.

The complete LIF education package of LIF Certificate plus three Advanced Certificate modules, with credit passes, is amongst the qualifications recognised by CIBSE as being equivalent to the BTEC level III units.

The Lighting Diploma is designed for the more experienced person who has attained a more advanced standard than that required for the Certificate and who wishes to be recognised as having a lighting knowledge equivalent to that of a technician engineer. The minimum period of relevant experience in this case is five years.

In addition to its Certificate and Advanced courses LIF is also running a one-day induction course on lighting. It is run every two months at Swan House, Balham and costs £75. LIF also runs specialist days for the experienced lighting person. Topics include emergency lighting, LG3 CIBSE Lighting Code, and the use of computers in lighting design and calculation. The cost of the day is £85.

If there are still parties out there complaining that either CIBSE or LIF is not tackling education at grass roots level or providing support to students throughout their working life, they have obviously not appreciated the huge strides forward the LIF has taken over the last five years, and probably themselves contribute nothing to the central pot which underwrites the work which has been done on education. It's all too easy to snipe from the sidelines without putting back something into the industry from which they have gained so much.

# A Unique Service

Although only relatively recently established, SimmTronic can boast over 200 years of experience.

Formed by ex Light Source employees Roger Bradburn and Mario Costanzo, the company has drawn upon the considerable talents of the former Thorn Lighting, Enfield design team to offer a unique service to the Lighting Industry. The company has been more recently greatly enhanced by its association with a multi million pound food processing group enabling it to make substantial strides in the lighting industry.

From the outset, a totally market orientated approach has



been adopted. It was felt that there were too many companies in the industry supplying what they wanted to produce rather than what customers really needed. SimmTronic has made a speciality of delivering the exact product required within the required time scale.

The company has two divisions, High Frequency Electronic Components and Third Party Design, each offering a quality service to the industry.



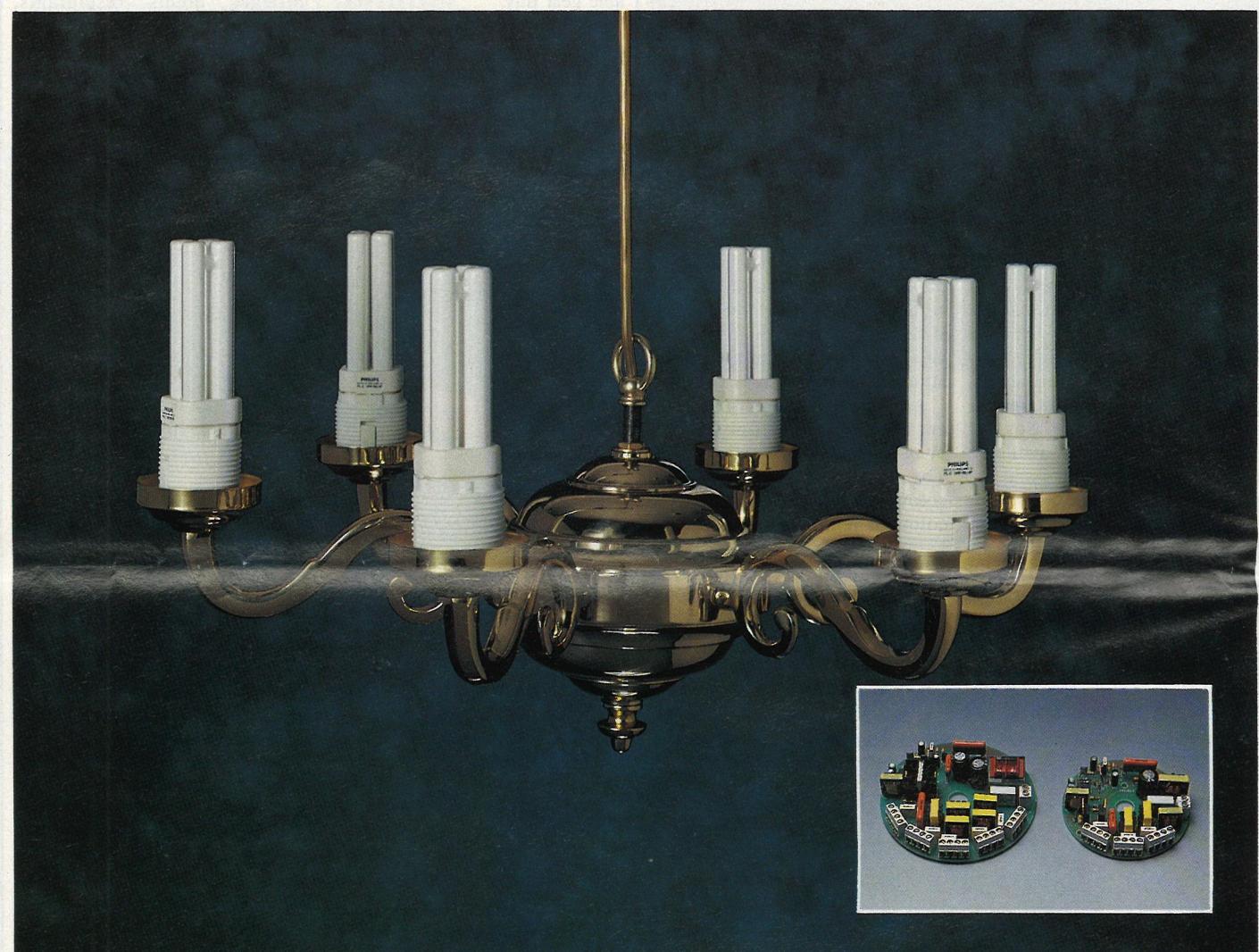
## High Frequency Electronic Components.

The High Frequency Electronic Component range is one of the most innovative and cost effective available. A key feature is the wide range of ballasts for compact fluorescent lamps. Initially, specialised ballasts for the decorative market were developed meeting a need for a high quality, IEC 928 approved low energy system for decorative lighting. These units will run 1,2,3,4 or 5 lamps over the wattage range 5 to 18 watts and make combining the style of decorative lighting and low energy electronics a real proposition. The ballasts are designed to fit into the circular spinnings typical in this market and can be simply insulated to conform with BS 4533. Not only chandeliers but wall lights, desk lamps and picture lamps can all be converted to energy saving without substantially changing the decorative effect of the fitting. Installation is simplicity itself, and labour costs, when compared with switch start gear, are greatly reduced. SimmTronic are happy to assist the customer in designing the ballast into their fitting ensuring long term reliability.

The same ballasts are available in boxed form for use in downlighters. A 5 way ballast can run up to 5 compact lamps in this configuration at a cost barely above that of switch start gear. Installation is straightforward and payback rapid. A further unit can be supplied in a IP 44 rated flame extinguishing box for a low cost gear tray again for downlighters. All of the Down Light Geartray series use standard "off the shelf" parts to produce a very low cost solution to a thorny problem. How to produce low energy downlights at a realistic cost comparable with switch start gear.

The range of adaptors includes a unique multi way unit which can act as a flush mount or down light unit. This is ideal for use in wall brackets as it can be simply hidden in a spinning. As it is an electronic product it generates very little heat. Currently 10,13, and 18 Watt PLC lamps are covered but other lamps, such as the 26W, are planned.

Enquiry No. 1



▲ A perfect marriage between technology and style

## Mains Borne Signalling - The next Generation in Dimming.

The company's revolutionary mains borne signalling system is integrated with the compact ballasts to provide a powerful low cost means of dimming lamps. As the system is mains borne, there is no need to rip walls out, reducing installation costs and 'down time'. A range of variants will be available from a simple system for restaurants and

similar buildings with basic wall dimmer control right up to an IBM compatible automated system for the larger block.

In addition to the mains borne concept the system can also work off a 2 wire bus and is also compatible with several other proprietary dimming systems, making the simple extension of a current scheme a viable proposition.

The company also produces a simpler potentiometer controlled system for use in desk lamps and similar fittings.

Enquiry No. 2

This enables the dimming of compact lamps in this type of luminaire at a realistic cost. As the requirements here are many and varied, SimmTronic offer a custom service for this product. Typical application help that has been provided in the past includes the design and production of gear trays and the supply of complete modules to include the ballast, a potentiometer and all metalwork fully assembled.

Finally, in recognition of the fact that there are still many applications where hard fired dimming is still a practical proposition, a range of low cost hard fired dimming ballasts is also being developed. A 36W is available now with 58W, 18W PLC and 26W PLC in the pipeline. SimmTronic have worked with a number of the well established dimming manufacturers to ensure that a high performance at low cost has been achieved.



▲ Universal Adaptor for 10/13 and 18 Watt PLC Lamps

# Quality

Quality is a key area for SimmTronic. It is a policy of the company to obtain approval (rather than simply claiming conformance) to the relevant international specifications such as IEC 928 and BS 800. In addition to these standards, all SimmTronic's products are produced in the UK to the requirements of BS5750 pt. 2.

But it is recognised that written approvals are not everything. SimmTronic recognises that when it comes to the crunch, the only really acceptable arbiter of quality is the conformance to customer's requirements.

Roger Bradburn's view is clear. "We are all disciples of Philip Crosby and his contemporaries at SimmTronic. This view is reflected by the company's policy of guaranteeing all of its

products for 2 years. We are proud to put our name on our products and have total confidence in them. On site maintainance is offered anywhere in the UK and we are happy to assist in more distant lands."

## New Faces

SimmTronic are pleased to welcome the following new personnel as part of their continuing expansion programme.

- Sheri Rogers Joins the company from Audio Kinetics as Office Administrator.
- The company's fitting design capability has been further strengthened by the appointment of Geoff Lea as Design Engineer.



▲ New technology for an old master

### Enquiry No. 3

## Third Party Design - A Total Turnkey Service

The third party design division was set up in recognition of the need for a truly competitive luminaire development service for O.E.Ms. Taking the customers requirements from concept to final design, the service includes a complete production engineering capability as well as the provision of material listings if this is required. The main advantage from the customers point of view is that you only pay for what you need. There are no long term overheads to contend with. Once the job is done the costs stop. The payment method is simple. A monthly fee, based on man hours used, is negotiated and from this a



detailed plan of action is arrived at and agreed. At the end of each month, a summary of the work done is presented to the customer along with the actions for the next period. There is no possibility of running over budget.

SimmTronic's model making capability is comprehensive.

From basic models for testing to high quality finished items for customer assessment.

The company has comprehensive CAD and drawing facilities as well as the ability to prove a fitting to BS.4533. Thermal testing

instruction leaflets can be arranged. The customer is presented with a complete package - all that is required to commence production of the final product.

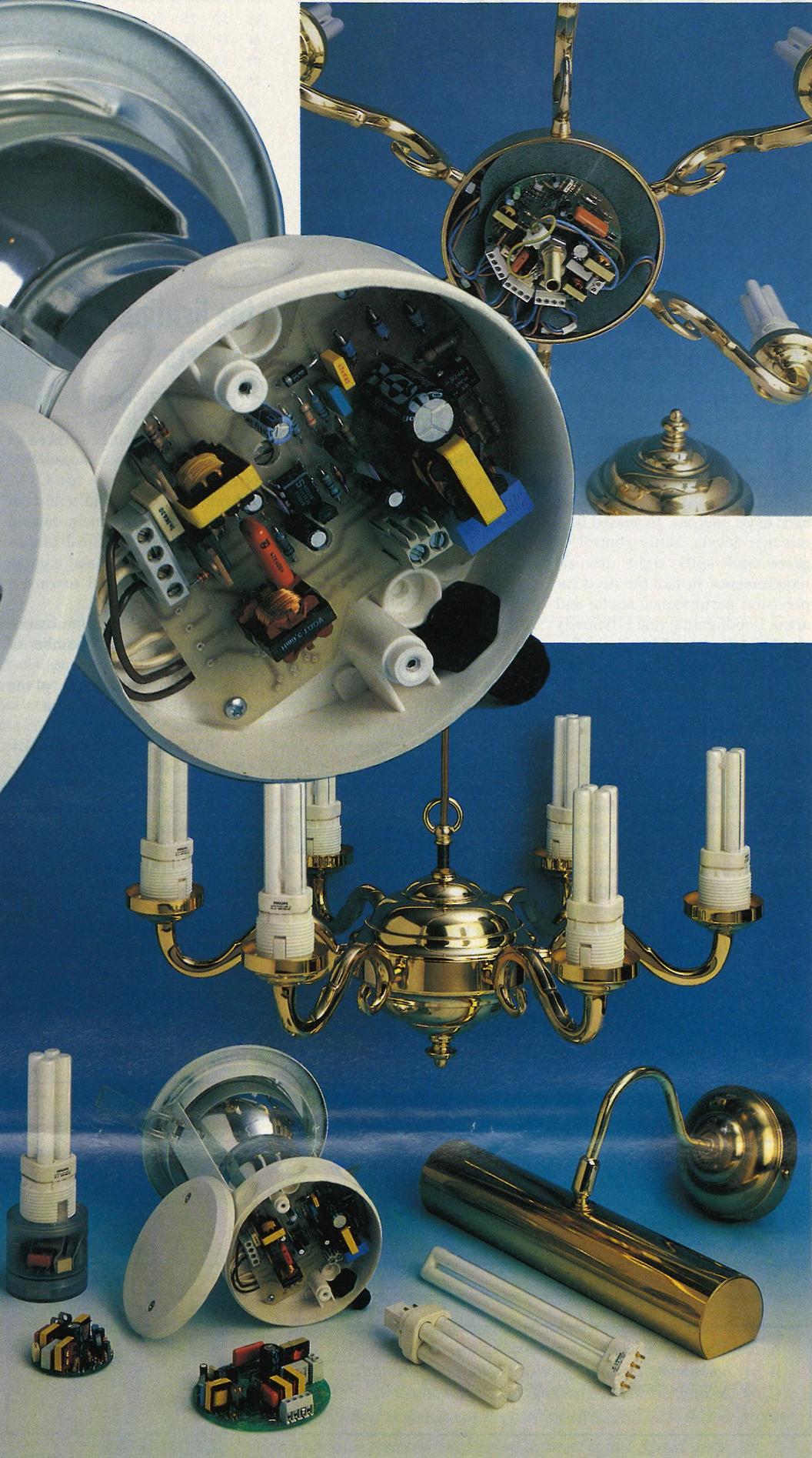
Of course, there is no need to use the complete service. Smaller commissions, such as the design and proving of a gear tray, can be quickly carried out and at low cost. It is company policy not to manufacture fittings. Consequently the customer can have total confidence that Simm Tronic will always be a partner - not a competitor.

As SimmTronic's Mario Costanzo points out. "There are few companies in this business that can offer so much experience under one roof. The cost savings are considerable and, unlike with employees, we can guarantee confidentiality with a binding legal document. We won't go and work for the competition and take all of our ideas with us."

Whatever your requirements, we are here to help. Contact our sales line on 081 381 6712, fax 081 381 6697 for further information.

reports and iso candela diagrams can be supplied to ensure that the final luminaire meets the initial design criteria.

If required, the service can be taken one step further to include a comprehensive sourcing of all component parts including the commissioning of tooling. Even packaging and installation and



▲ A range of innovative solutions

## A Unique Service to the Lighting Industry



**SimmTronic**

KINETIC CENTRE

THEOBALD STREET

BOREHAMWOOD

HERTFORDSHIRE WD6 4SE

TELEPHONE: 081 381 6712

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# Raising the standard

**\*John Hugill looks at the problems of meeting the lighting requirements for colour television coverage of sports**

Today's sports men and women perform harder, faster and stronger than ever before, with the result that lighting specifications are becoming ever more onerous. Increased illuminance levels, better control of glare and spill light are all requirements. In fact the need for precision performance stadia and arena floodlighting that efficiently combines lamp and luminaire has become essential rather than desirable.

Modern trends in lighting standards for stadia concentrate on three areas - illumination, particularly if colour television is involved, glare and ground safety. We will look at each of these in turn starting with the most important illuminance.

Illuminance levels naturally depend on how much light the players, officials and spectators including TV need to easily follow the action. This depends on what they see and how far they are away from it as in general the further from the action they are the greater the illuminance required. In addition the faster the

speed of action the harder the visual task and thus the greater the illuminance. Furthermore the level of illuminance for outdoor sport is usually lower than for interiors due to the change of adaptation that occurs when viewing a lit surface against a dark night background.

#### Acceptable uniformity

Ideally most playing surfaces should appear more or less uniformly bright when viewed from the relevant directions. In practice this depends on the reflection of the surface and how it is illuminated. The usual way is to design for acceptable uniformity of illuminance as expressed as a uniformity ratio, minimum to average or maximum to minimum. Where necessary, particularly where colour television is involved, it may be required also to look at the illuminance gradient between adjacent points.

The need of colour television will generally require higher illuminance levels than would otherwise be required with a greater control of uniformity.

Recommended illuminance lev-

els from CIE Technical Report 83 are shown in table 1.

Vertical illuminance is taken as the most appropriate measure of assessing the quality for CTV, and may be assessed in a number of ways - toward a main camera position, in four vertical planes when there are no fixed camera positions and normal toward a fixed camera position.

The uniformity of illuminance may be expressed in a number of ways:

a) For an individual plane towards a fixed main camera position:

EV MIN : EV MAX > 0.4

b) For four planes at a single grid point:

E MIN : EV MAX > 0.5

c) Uniformity of horizontal illuminance:

EH MIN : EH MAX > 0.5

d) Ratio of horizontal and vertical illuminance:

EH AVERAGE : EV

AVERAGE between 0.5 to 2.0

If there are a number of camera positions, which is indeed the case with large sporting complexes, great care must be exercised to ensure the illumination to

lights.

LVE is the equivalent veiling luminance produced by the environment.

The assessment scale is:

GR

90 - unbearable

80

70 - disturbing

60

50 - just admissible

40

30 - noticeable

20

10 - unnoticeable.

The value of 50 is the limit for sports lighting.

#### Lamp choice

For CTV the light source should have a colour temperature of between 4000 and 6500K (plus or minus 500K). The colour rendering RA index should be at least 65, although developments have made lamps with Ra's in excess of 90 available.

The characteristics of a typical 2kW metal halide lamp used for floodlighting are as follows:-

Initial lumen output

200,000 lumens

Colour Temperature

5600K

Colour Rendering Index

(Ra) 92.

#### Lamp luminaire combination

Many of today's floodlights use unjacketed lamps which consist of a high pressure mercury volume discharge with metal halide additives operating in a bare cylindrical arc tube made of quartz. The arc tube, typically with lamp caps at each end, is fitted directly into a suitably designed floodlight which in effect acts as the outer jacket of the lamp.

Unjacketed lamps have a greatly reduced physical dimension over jacketed lamps - typically 5% of their volume resulting in more compact luminaires and a reduction in structural loadings on masts, towers or cantilever stands.

As the lamps are slim and double ended they can be accurately positioned within the luminaire ensuring precise optical control. In order to fulfil the exacting illuminance criteria for a scheme a number of different intensity distributions are required, these may be obtained from the same floodlight body using a number of reflector combinations.

Glare for outdoor sports can be calculated using the method described by the CIE Technical Report 5:04 (Draft).

$$GR = 27 + 24 \log \frac{LVL}{LVE}$$

LVE 0.9

where: GR is the glare rating  
LVL is the equivalent veiling luminance produced by the flood-

some of the flux intercepted into the beam below the peak, improving the utilance of the scheme.

#### Electrical characteristics

It is common for the lamps used to operate between phases at 380v, 400v or 415v. The 2kW MBIL or HQI-TS lamps used commonly for floodlighting have high arc volts and low lamp current.

A low lamp current will be of benefit in keeping the cable from lamp to control gear to minimum size. This is of particular importance to an installation where remote control gear is used to reduce weight and windage to a structure. Economy on cable sizing will be effected particularly where multi-core cables are employed.

It is very important to consider for any installation, that it is the entire package of lamp, luminaire, control gear, wiring and structural elements that should be brought together to produce an optimised design. It is also of benefit if the ignitor for the lamp is positioned with the floodlight. This simplifies installation, as the attenuation of the ignitor pulse due to cable capacitance can be ignored and only the

Cardiff Arms Park is now lit to 2000 lux - ample for tv.

voltage drop between control gear and luminaire need be considered.

#### Future trends

The world-wide popularity of CTV with the ever increasing demands of close-up photography and the future development of High Definition Television HDTV will no doubt require even higher standards of lighting. This will be particularly important for illuminance levels, uniformity and illuminance gradient.

Draft specifications for HDTV indicate maintained illuminance levels towards main camera positions of 2000 lux (initial illuminance may therefore be as high as 2500 lux) with diversity of illuminance (min:max) better than 0.6. With future demands on the restriction of stray light and limitation on glare, precision, performance floodlights will become even more essential.

\*John Hugill is chief lighting engineer at Thorn Lighting, Borehamwood

Reader Service No 232



Table 1

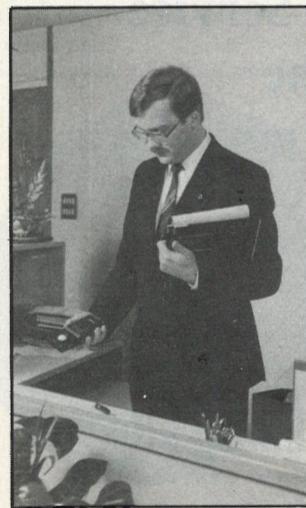
Maximum camera shooting distance	Vertical illuminance (lux)			
	25m	75m	150m	
<u>Group of sports</u>				
A	500	700	1000	
B	700	1000	1400	
C	1000	1400	-	

A = athletics, bowling, horse jumping, swimming

B = badminton, baseball, football, volleyball, wrestling

C = boxing, cricket, ice hockey, squash, table tennis

# MINOLTA



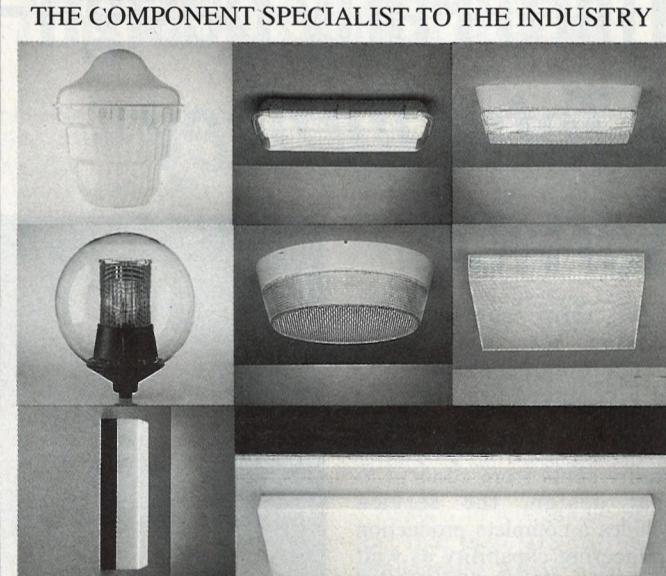
Minolta light meters are world renowned for their accuracy and ease of use. All have digital displays and many have a data-out facility for connection to a logger or computer.

Whether you want to measure Luminance, Illuminance, Chromaticity or Colour Temperature

we have a meter to suit your needs. For a little light reading ring 0908-211211, ext: 216 and ask for our catalogue.

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# Finance for floodlighting

A finance package for floodlighting has helped Cambridge United upgrade its floodlighting



The Finance for Lighting scheme not only made a difference, it made the whole project possible," said Philips marketing manager David Greaves, referring to the company's lease purchase contract to modernise Cambridge United Football Club's lighting.

Eighteen months ago modern projectors were urgently needed at Cambridge United. In the previous season almost every referee had complained about the old lights, but the club's resources fell far short of the cash required.

When Philips heard about the club's dilemma, however, it suggested making use of the Finance for Lighting scheme and within 24 hours had signed an agreement with club secretary Steve Greenall. "The Philips offer was very attractive when compared with other offers from banks and finance houses," said Mr Greenall.

#### Lighting on hp

Under the Finance for Lighting contract, Philips pays the installation and purchase price costs in exchange for regular repayments over an agreed period, usually between one and four years. At the end of the term the client normally owns the equipment.

According to Philips, the design of the scheme also made the costs much less than had previously been estimated. Although conventional floodlights could have been fitted to increase the light levels, their weight and wind resistance would have made the existing masts unsafe. Replacement of the masts was avoided, however, by making use of the

Cambridge United was able to update its lighting with the Philips Finance for Lighting scheme.

lightweight ArenaVision projectors and 1800W metal halide lamps. The compactness of the luminaires reduces wind resistance, so they can be installed on slimmer masts and smaller headframes than conventional rivals, claims Philips.

The 1800W lamp in the ArenaVision is fitted within an optical unit, described as advanced, which provides accurate focussing of the illumination and reduced spill light.

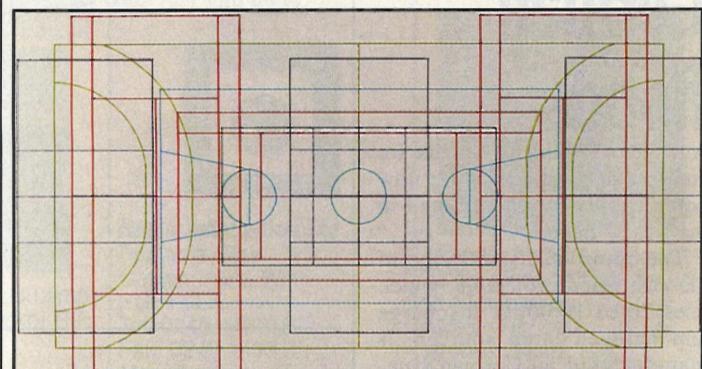
A total of 92 ArenaVision luminaires were fitted, dramatically upgrading the light level. "Some of the supporters will need sunglasses when they first see the floodlighting," joked Mr Greenall. "Now our lighting is superior to most Premier League sites," he continued.

The ArenaVision is said to

"Some of the supporters will need sunglasses when they first see the floodlighting"

combine brilliant illumination with correct colour balance and hot re-strike in the event of power failure. They are therefore suitable for TV broadcasting, which in itself can have a significant effect on a club's finances.

Reader Service No 233



#### Clearly in play

To make optimum use of space, many sport and leisure centres have multi-purpose sports areas which have lines laid out on the floor for a variety of sports. For those people using the facility, it is often far from clear which markings they should be playing within. Now, LightGraphix claims to have overcome this problem with a floor lighting sys-

tem which only marks out the required floor area.

The system, which uses a special highly resilient tubular lighting, was originally designed and implemented in a luxury sports centre in the Gulf. The standard design, which is 24 metres wide and 45 metres long, features tennis, basketball and volleyball but other layouts are available to meet individual requirements.

Reader Service No 234



#### emergency luminaire in Europe.

Both inside and out, this luminaire is engineered to the highest standards of technical excellence, appearance, and ease of installation.

The Rilux CEE embodies the latest electronic design, and certification to European Regulation EN60598/2/22. Its low profile body with optically engineered diffuser is just 53mm deep. The pan European fast-fix base affords rapid fixing, giving significant savings on installation costs.

An extensive range from 6 to 40 watt - including 11, 24 and 40 watt PL lamps - means the Rilux CEE will meet the demands of most design

specifications. Mains versions are available, and the "intelligent" models, incorporating auto-test and self-monitoring features, will be released shortly. The CEE Signal and Guida versions provide the solution to all emergency exit indicating needs.

With all this, you could be forgiven for assuming the innovative Rilux CEE is expensive.

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## German floods

A range of floodlights suitable for sports halls and stadia are now being exclusively distributed in the UK by Inotec.

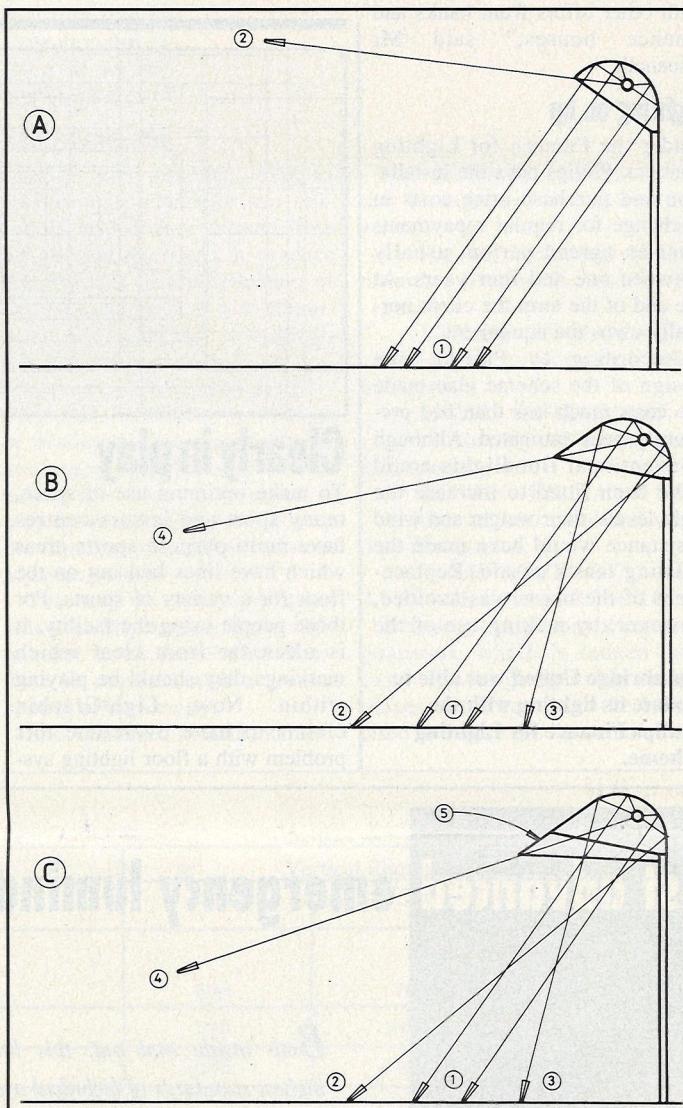
The comprehensive range of die cast flood projectors, which uses 70 to 10,000W discharge and halogen lamp sources, is manufactured by German company Schmidt Strahl.

The range offers a wide selection of optics and a large number of asymmetrical and symmetrical distributions. All of the floodlights are IP rated and have German VDE approval to IEC 598 and DIN 18032 Part 1.

The company offers technical back-up in the form of a lighting scheme design service carried out using specially designed computer software dedicated to Schmidt Strahl products.

The range is also said to include a comprehensive and unparalleled selection of asymmetric projectors. These floodlights have a unique three-part advanced optical system which gives better uniformity by focusing light in the following way:

The first section of the reflector produces a parallel beam; the second section distributes the beam forwards towards the middle of the area to be lit; and the third section makes use of the stray light beams and redirects them, illuminating the boundary of the area. The reflector surface is also



said to prevent glare.

The asymmetric floodlights are almost glare free, but in response to an increasing demand for glare

free installations Schmidt Stahl has developed and introduced a new anti-glare louvre for its floodlights. Other accessories are

Schmidt Strahl floodlights in situ at the Trikala Stadium, Greece.

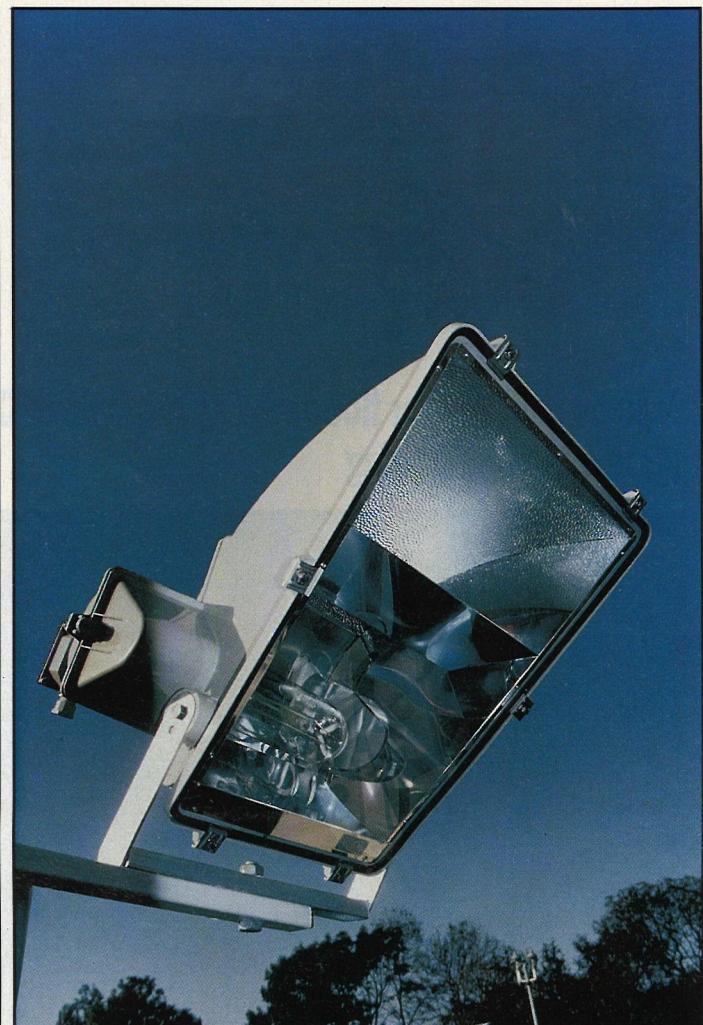
This diagram shows a typical parabolic reflector system where all reflected light is projected in a concentrated parallel beam illuminating small areas of, say, a playing field very brightly (1). (2) shows stray light causing glare.

The first section of the Schmidt Strahl reflector produces a parallel beam (1). The second section distributes the beam forwards towards the middle of the field (2). The third section redirects stray light beams, illuminating the boundary of the field (3). The reflector surface prevents glare (4).

The company has also developed an anti-glare louvre for its floodlights which reduces glare further (5).

also available, including shutters, lenses, baffles, vibration dampers and wire guards.

Reader Service No. 235



## Controlling glare and overspill

The new AM562B floodlight from Abacus Municipal has been specifically designed for sports fields and stadia, though it is said to be suitable for any application where controlled floodlighting is essential.

The unit is designed to control overspill to, typically, 25m from the pitch edge, using an integral baffle to eliminate discomfort glare. Use of the AM926 cowl accessory allows the asymmetrical

beam of the floodlight to cover a large area with an effective flat glass orientation. The AB526B consists of a double asymmetric light distribution reflector and a body of high pressure, die-cast aluminium with a low copper content for corrosion resistance. The finish is a light grey epoxy polyester powder coating.

The floodlight also incorporates a toughened front glass, an adjustable lamp holder, galvanised steel stirrup and elevation protractor with non-slip serrated locking teeth to prevent movement in high winds.

Reader Service No 236

## TRADE PUBLICATIONS

● The fifth publication in a series of objective reports from the Lighting Research Centre in New York is entitled *Specifier Reports: Parking Lot Luminaires*. Published in collaboration with the National Lighting Product Information Program, the report clearly presents manufacturer-specific performance data in tabular form.

Reader Service No 240

data uses icons to identify key information such as performance criteria, operating voltage, size and weight. Reference numbers for detailed product information sheets are included.

Reader Service No 240

● Surelux Lighting has introduced a brochure covering its range of low brightness luminaires. Aimed at architects, building services engineers and other specifiers, the 16 page brochure provides photometric data together with considerations such as provision of emergency lighting, air handling and alternative fixing methods for various types of ceiling construction.

Reader Service No 241

● A data sheet from Hamron describes its Recessed Light Fitting Hood. This unit is said to address the problem of providing fire protection to openings in fire resistant structures and can be manufactured to accommodate a range of light fitting sizes.

Reader Service No 242

● The June edition of *Price Reporter* from Foster Electrical Products is a 240 page product catalogue. As well as listing core products, it lists a range of small and major products and is presented in manufacturer alphabetical order.

Reader Service No 243

● A new publication from CIBSE gives advice on developing a framework to guide and support quality improvements. *CIBSE Applications Manual AM9: Quality management systems* is available from the CIBSE bookshop on 081 675 5211.

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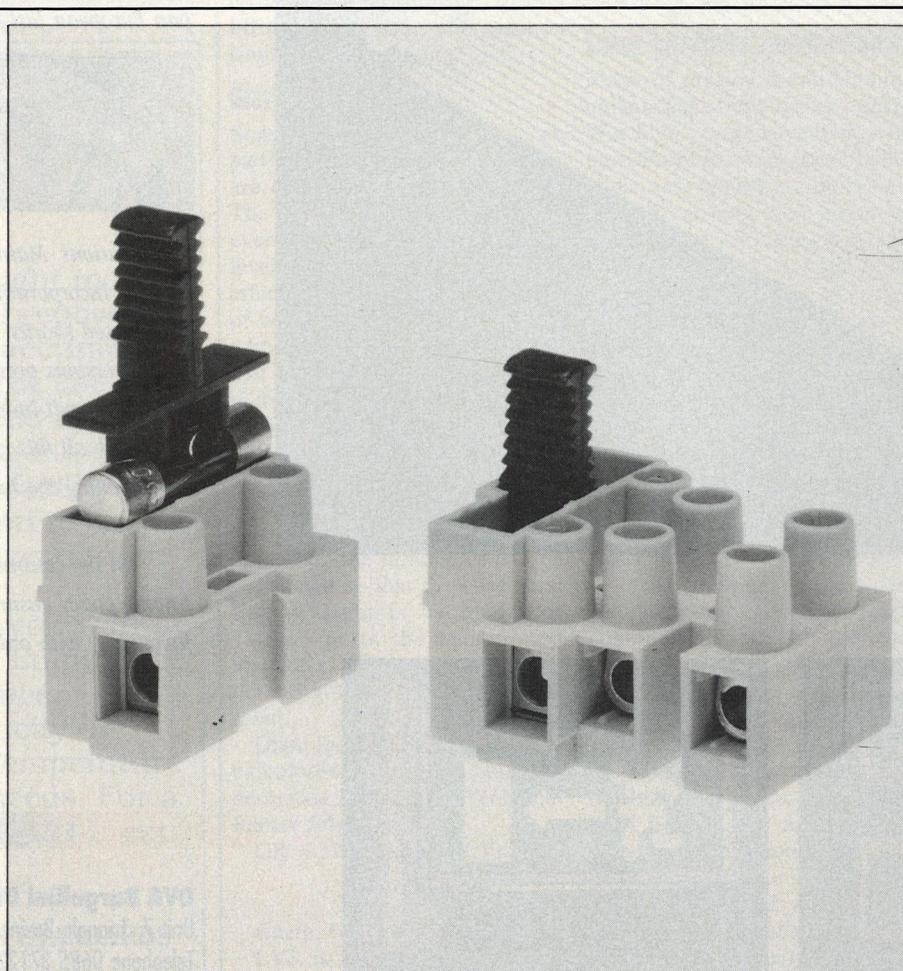
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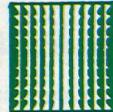


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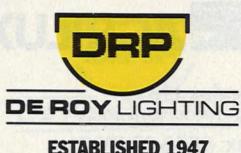
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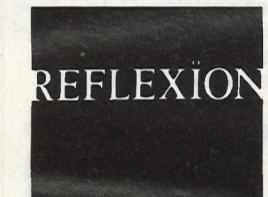


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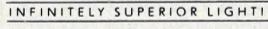


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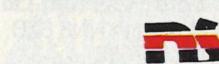
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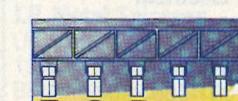
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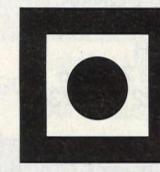
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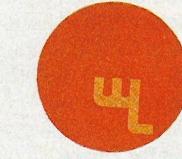
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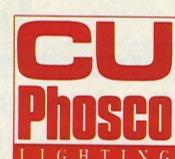


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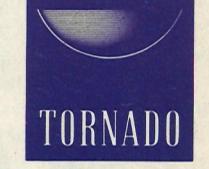
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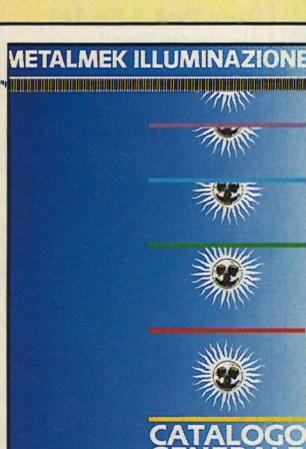
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## Meeting a range of needs

At the St Elizabeth Church Hall in Crawley, J W Electrics was asked to offer an alternative lighting system to the array of 150W PAR38 lamps, originally installed as the only form of lighting within the hall. The lamps were installed in surface mounted spotlights and were fixed at high level to the wooden beams.

Due to the short lamp life of the PAR38 lamp, together with the mounting position of the spotlights, maintenance was proving

to be costly. Also, energy costs were high in relation to the relatively low lighting levels being achieved.

Like many church halls, St Elizabeth is used for a variety of activities and, therefore, requires a lighting system which is capable of offering a wide range of lighting levels. However, the system needed to be as aesthetically pleasing as possible and be able to provide the range of lighting levels required from one luminaire type.

J W Electrics considered using wall mounted uplighters from Commercial Lighting Systems Ltd's Sovereign range of luminaires. The 10507 luminaire chosen for the project was fitted within a 250W HQI-TS metal halide lamp as the main upward source. The reflector system used as standard in this luminaire is said to provide an extremely even illumination across the entire ceiling area. This, coupled with the

multiple switching system installed, enables the client to reduce the number of luminaires in operation at any time without creating unacceptably dark areas.

In addition to the main light source, each luminaire is fitted with a compact fluorescent downlight facility using the 18W TC-D lamp. This lamp was wired independently of the main source to provide maximum flexibility.

For general meetings of large or small groups of people, only luminaires adjacent to the proceedings are operated. This provides a high level of illumination to the area in use, while providing an acceptable level throughout the entire hall. For guides and scouts functions, all luminaires are operated to provide a high level of illumination across the whole area.

Other arrangements are used for other types of activities. During aerobic and keep fit classes, for example, alternate luminaires are operated to provide a good level of illumination across the whole area, while for evening and Sunday Mass, luminaires can be selected dependent on seating arrangement. Special worship nights can also be catered for with an even, low level of illumination from just the downlight facility of each luminaire.

The downlight facility also provides 'instant' light when the luminaires are first switched on

### LIGS Report

A glorious hot day greeted golfers at the guest and Captain's day held at Camberley Heath on 9th June. A foursome Stapleford competition was played in the morning and the main event, a single Stapleford competition for the LEN cup, was held in the afternoon.

First prize for the foursomes were K Mack and G Joy, with runners up W Walker and B Jacob. First prize for the singles competition was won by B Ship, with J Butler second and B Glazer third. Jon Butler also won a prize for his longest drive and Captain's day prizes were presented by G Yendall for the best gross scores on par 3 and 5.

### Streamlined studies

South Bank University has streamlined its existing HND and Certificate Courses in building services engineering into one, new course - the BSc/BTEC HND in Building Services Engineering.

The course caters for electrical and mechanical disciplines and helps students to maximise their opportunity and progress to degree level.

As the title denotes, the course

leads to a BTEC HND but it is offered with an additional optional year of study to BSc during which time the student can specialise in heating and air conditioning or electrical services and lighting.

One exciting development for this course is that the BSc 'top-up' is also available to existing HND, HNC, Polytechnic Diploma or Certificate Holders.

Reader Service No. 270

### Move to Muswell

Lucent Lighting has moved to new premises in Muswell Hill, London. The offices combine with a showroom which features the latest products from Atomis,

Hadco, Lcrea, Light Selection RSL, RZB, Starfire, Waco and others. Michael Dunk has taken full control of the company and Paul Thorgood has been appointed sales director.

Reader Service No. 271

and the metal halide source has only commenced its run-up cycle. If required, the compact fluorescent lamp can be operated on an integral emergency pack to prevent the need for further luminaires.

Reader Service No 272

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- Extensive experience of successful negotiation with senior management in key specifying areas.

Above all, you must be an imaginative executive of the 90s, able to adapt to and generate new ideas and to manage, support and inspire a sales team to high levels of achievement in a notably competitive arena.

Please reply, with your CV, to:  
Len Levinson, Managing Director,  
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We are seeking a high calibre Marketing Manager with a proven track record in the lighting industry and a sound technical understanding.

The successful candidate will provide support for our worldwide sales effort with the management skills to shape and influence the strategic development of the company.

The position, based in Glasgow, offers an excellent salary, company car and associated benefits.

SALES AGENTS REQUIRED for Home Counties (North & South), South West England, South Wales and Southern Ireland. For both our Alumex brand and Chalmers Road & Amenity range.

We are seeking agents in the above areas to expand our existing business/client base. The successful applicants will have a good knowledge of local authorities, consultants, contractors, specifiers and end users.

Please reply in writing to:  
Managing Director, Private & Confidential, Chalmers & Mitchell Ltd. 388 Hillington Road, Glasgow G52 4BL

### Area Sales Engineers Lighting

Having established ourselves as the leading manufacturer of Compact Fluorescent Downlights in Germany, we are now entering our second phase of growth by setting up a number of subsidiary Company's. Our UK operation will begin in September 1993.

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To obtain the high levels of growth which we are seeking it is envisaged that the successful candidates will possess the following skills and attributes.

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### SALES RECRUITMENT

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# LIGHTING EQUIPMENT NEWS

**'Studio 3' A system which knows when its time to turn the lights down low...**



**Studio 3**, a system which is user friendly, allowing you to control various lighting scenes, in one building, at the touch of a button. A system which is so innovative it won the Electrotech Award and the IF Award at Hannover.

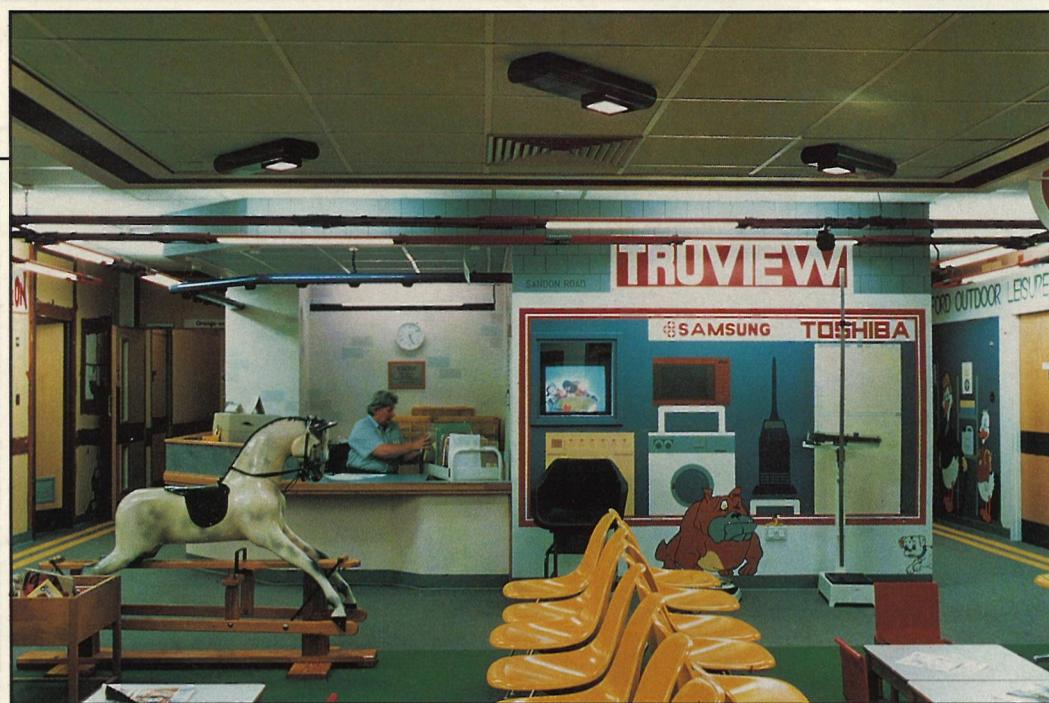
**Studio 3**, a lighting control system which can be programmed to give preset lighting levels, with up to 36 different scenes. A system which can create the right mood in the workplace, hotels, museums, art galleries, clubs and window displays, in fact anywhere.

**Studio 3**, a system with 180 Amps capacity, where the control circuitry is just **two 12v wires**.

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## Indoor street lighting

Waiting to see a doctor can be a tense experience, especially for

children. Stafford District General Hospital's new outpatient area attempts to ease this problem by simulating a 'children's village', complete with village green, shops, houses and roads with 'street lighting' from Moorlite.

In the waiting area the corridors have been made into 'roadways', with 'street lighting' using Moorlite's SAMES range of tubular luminaires tracking the road-

ways like tram wires. According to the hospital's Estates Department, this luminaire range was specified because: "It provided something different, to fit the uniqueness of the village. There was plenty of choice available in the range to suit the various village scenes, and lots of bright primary colours to reflect the mood we've tried to achieve."

Reader Service No 273

## Lamp standard

The British Standards Institute has issued a new specification for high-pressure sodium vapour lamps entitled BS EN 60662: 1993.

The new standard specifies lamp dimensions and electrical characteristics necessary to ensure

interchangeability and safety, together with test conditions and procedures.

The new standard supersedes BS 6193: 1990 and is available from BSI Customer Services, Publications, Linford Wood, Milton Keynes, MK14 6LE, priced £77.60, or £38.80 to BSI subscribing members.

only respected the period of the building, but also enhanced its character and elegance."

In the reception area, these include a custom designed sky-lon-type chandelier, which suspends 3.5m in the double height space and uses 24 low voltage spots cantilevered out on thin aluminium stalks. Generally, lighting levels have been increased to give a cool, clean uncluttered ambience.

Improvements to the entrance exterior include planting and up-lighters on columns, a new stainless steel canopy with halo-lit signage and the re-siting of the original artworked etched glass screens.

Reader Service No 274

## Bringing the 50s up to date

Price Macniven Partnership has recently completed a re-design of Aldermary House, a city office building and the former headquarters of the Association of British Insurers. "Although the building was designed and constructed in the late 50s, in a period of relative austerity, the original reception space was generous and used good quality materials," said partner Derek Price. "Much of this was retained and refurbished at moderate cost to the client. We then added a number of key elements that not

250 major Italian and international exhibitors, including the big four - Philips, Thorn, Siemens and Osram.

Products on show covered all sections of the lighting industry, with a strong presence from leading Italian manufacturers Disano Illuminazione, Zerbetto and Sames.

The biennial exhibition in Milan has steadily grown in size, in '91 it attracted over 79,000 visitors and over 1,000 exhibitors.

With the Italians jockeying for position in the race with Germany to be Europe's biggest lighting exporter, a major feature of the show, which took place in May, was the lighting show-within-a-show.

The lighting show within Intel occupied some 25,000m<sup>2</sup> of exhibition space and had stands from

Inside the main lighting pavilion, the exhibition organisers ran a series of workshops on topics of concern to the lighting industry, both Italian and European.

Interest in the show was high, with Italians in large numbers prepared to give up sizeable chunks of the weekend to visit busy stands. And many foreign visitors came to see what was on offer at what has become a major lighting show in a major lighting country.

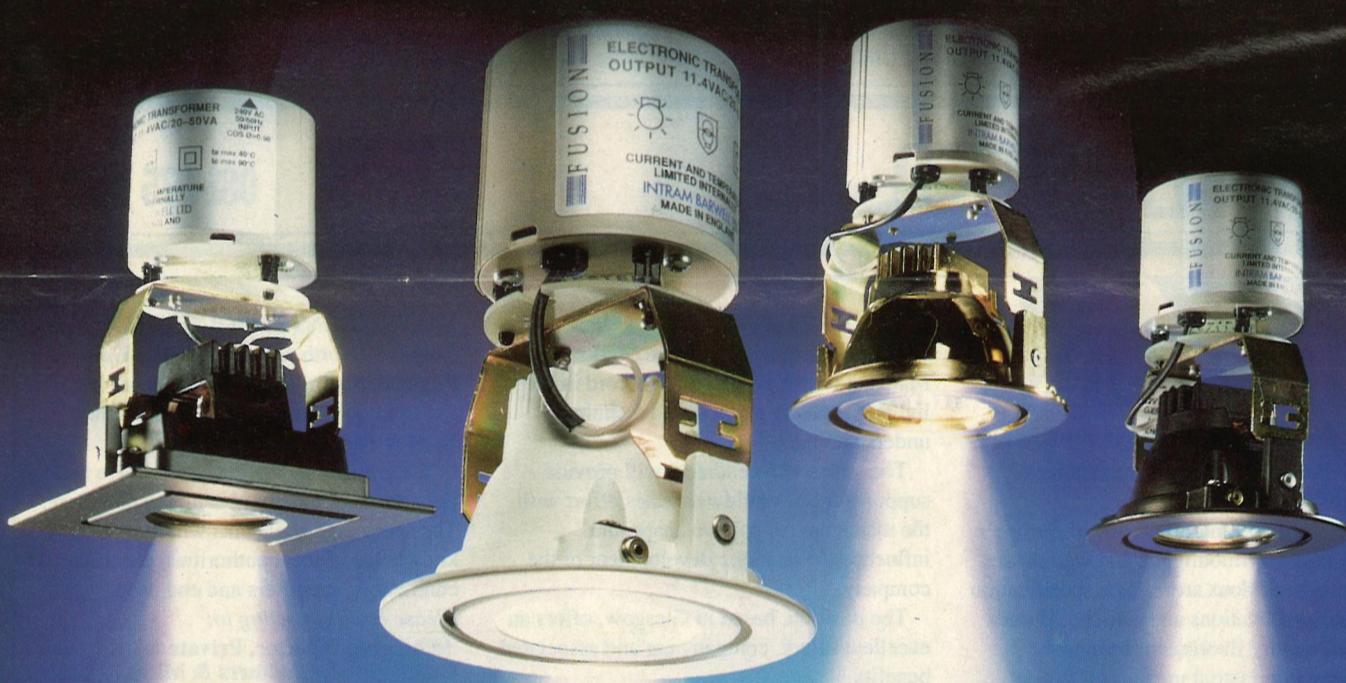
## IN YOUR NEXT ISSUE

Next month's feature will be looking at a range of lighting control systems and how they can contribute to energy efficiency. This,

combined with usual news, products and case studies, promises to be an ideal way to while away the summer evenings.

## PERFORMANCE GUARANTEED

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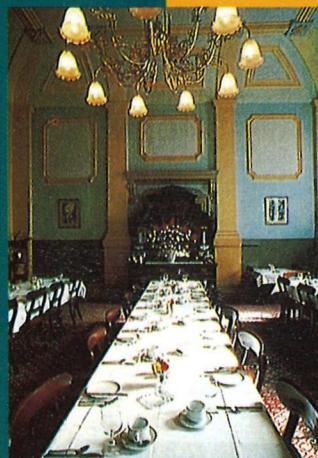
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# hoteling association

buyer's guide

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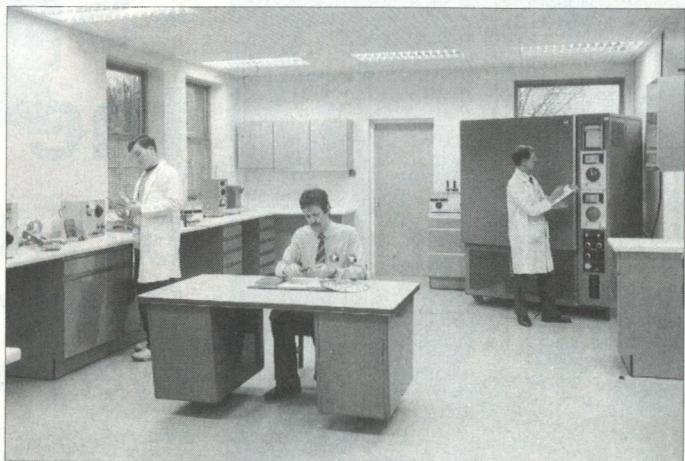
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# the lighting association

## buyer's guide

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The new test laboratory at the Lighting Association HQ

Front cover  
photographs  
courtesy of  
Deta Electrical  
Co. Ltd

This listing has been compiled on the basis of information supplied to Lighting Equipment News by the LA and LA member companies as at 1 July 1993. For further information contact the Lighting Association, Stafford Park 7, Telford, Shropshire TF3 3BD. Tel: 0952 290905 Fax: 0952 290906



The European Lightshow

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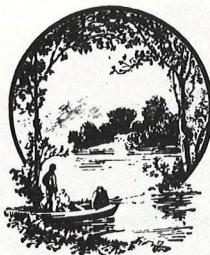
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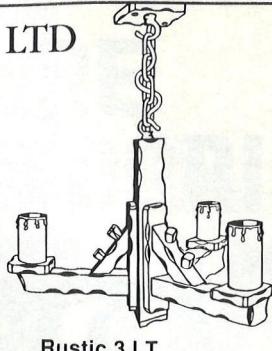
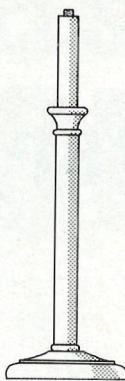
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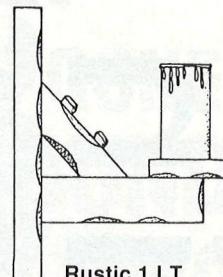
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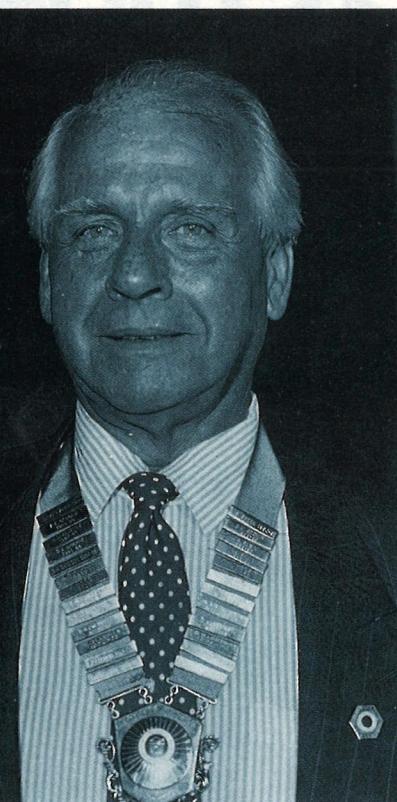


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**IMI**

# Generating greater consumer awareness



**LA President**  
**Albert Shaw -**  
**promoting the**  
**LA Code of**  
**Practice to the**  
**consumer.**

One of the Lighting Association's major objectives over the next 12 months is to generate greater consumer awareness of its Code of Practice, says Albert Shaw, president of the Lighting Association

**T**he Lighting Association, which represents some 350 of Britain's leading manufacturers and suppliers of lighting equipment, is committed to safety. That is why for over a decade, we have operated a Code of Practice specifically designed to help ensure that our members products conform to all major UK and European Safety Standards.

Dr Ian Twinn, chairman of the British Parliamentary Lighting Group, has described the Lighting Association's Code of Practice as an excellent example of an industry getting its house in order, and self policing its products, rather than leaving it to the "heavier hand of bureaucrats".

While an increasing number of major lighting retail outlets, as well as many smaller high street stores, are now only stocking units carrying the Association's Code of Practice accreditation, there is still a great deal to be done to generate greater consumer awareness.

#### CODE OF PRACTICE

Our Code of Practice is continuously being reviewed and updated to keep pace with new technology, manufacturing techniques and legislation. Furthermore our EC lighting colleagues are seriously considering using our code as being the model framework for a pan-European scheme.

However, I do believe that our next most important task is to now promote our Code of Practice to the consumer. I want our Code of Practice registration mark to become synonymous with both safety and quality in the eyes of the general public.

Every year, more and more of our

members are achieving BS 5750 Part 2 accreditation for implementing quality management and production control systems as well as BS 5750 Part 1 which includes design. This is extremely encouraging and positive proof of our members increasing commitment to quality and service.

We as an Association will continue to support all members seeking to achieve this goal and we now have the in-house expertise and resources to help them win this increasingly important accreditation.

The Lighting Association is equally determined to develop closer working liaison with wholesalers, major chain and specialist lighting retailers.

#### RETAILERS SCHEME

Our Lighting Retailer Training Scheme is now attracting nationwide interest from both the major department stores as well as the smaller, independents around the country.

I want to build on this initiative. I believe it is essential that we - as a trade organisation - must work more closely with everyone involved in our industry so that we can keep pace with what the market wants and what the market needs.

We are investigating a number of new initiatives in this direction, including a possible change of our Association's articles of incorporation to enable retailers to become associate members.

I am sure there is a great deal more that can be achieved by lighting manufacturers, suppliers and retailers all working together and it is certainly something we will be treating as a matter of priority in the coming months.

# European Lightshow means business

Following last year's success, 1994's European Lightshow is expected to be even bigger and better

**T**he European Lightshow '93 at London's Earls Court 2 was the biggest lighting exhibition ever mounted the UK. With over 175 exhibitors and record visitor attendance figures, it is now the undisputed Number One lighting event in Britain.

Equally important, the show is winning a growing reputation on the international exhibition calendar ranking alongside the major lighting shows in Italy, France, Spain and Germany. That is why the show is now recognised by CELMA (the Committee of European Luminaires Manufacturers Associations) at the lighting exhibition in the UK.

The European Lightshow is sponsored, organised and promoted by the industry for the industry resulting from a unique and powerful partnership between the Lighting Association and the Lighting Industry Federation.

It is this commitment to the industry which has made the show so successful and, just one of the many reasons why the European Lightshow has expanded, while many other exhibitions are witnessing decline.

The European Lightshow's proven formula is to present the very best and latest in

decorative and commercial lighting all under one roof in the superb setting of Earls Court 2.

Visitors to the show – including retailers, wholesalers, architects, interior designers, consulting engineers, electrical contractors and everyone with a genuine interest in

lighting – now know that is the one exhibition of the year they cannot afford to miss as this is the show where new products, new ideas and the latest in lighting technology will be on display.

London's Earls Court 2 is one of the most modern and best equipped exhibition centres



**"The exhibition they cannot afford to miss – the show where new products, new ideas and the latest in lighting technology is on display"**

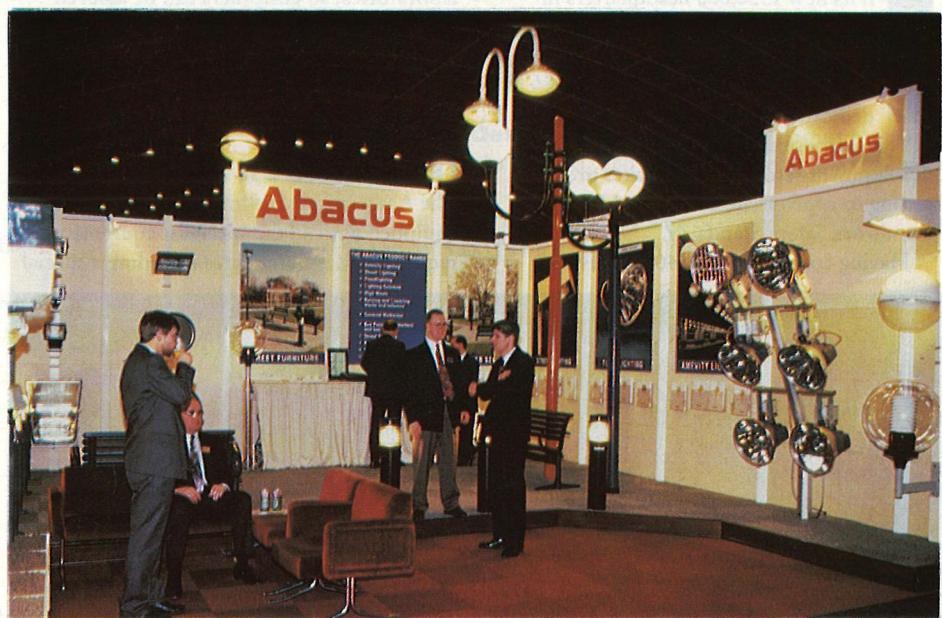
# OW SS

each other's differences at day out  
And the show's management believe  
that the European Lightshow '93, held at Earls Court 2, London, from January 30 to February 2, has been a success. The show, which is the only one of its kind in Europe, has been well received by the industry and the public, and has proved to be a valuable networking opportunity for exhibitors and visitors alike.

in Europe and the ideal venue in which lighting – in all its many forms – can be displayed to full advantage.

For many companies, the European Lightshow offers a truly cost effective solution to exhibiting, by taking full advantage of the specialist shell scheme

**Above top:**  
**Showgoers**  
**take a tea**  
**break**  
**Above right:**  
**one of many**  
**imaginative**  
**stands at the**  
**show**  
**Left: visitors**  
**sit back and**  
**admire the**  
**view**



options which can be equipped with electrical, and other services, to their specification.

Meanwhile, an increasing number of exhibitors, prefer the flexibility and freedom to design and build their own stands by taking a 'free-build' site where their products can be displayed to advantage in a purpose designed atmosphere.

Andrew Osmond, immediate past-president of the Lighting Industry Federation said after this year's show: "The European Lightshow '93 has proved once and for all that this exhibition – run by the industry for the industry – really works."

"Equally important, visitors said time and time again, that they fully endorsed the concept of one show where the very best and the very latest in lighting, in all its many forms, could all be seen under one roof," he added.

Meanwhile Peter Hunt, immediate past-president of the Lighting Association, commented: "The overwhelming feedback from exhibitors at this year's show was that they enjoyed a first class exhibition and that new business enquiries appear to have been

**"This exhibition –  
run by the industry  
for the industry –  
really works"**

an at an exceptionally high level.

And a final word from the Lighting Association's Graham Samuel, the European Lightshow '94 exhibition organiser: "We have learnt a great deal from the two years we have been staging the show at Earls Court 2 and we can confidently provide a complete range of professional services and expert advice to both established and first time exhibitors."

Further information about the European Lightshow '94 which will be held at Earls Court 2, London from January 30 to February 2 next year can be obtained by contacting Graham Samuel, exhibition organiser, the Lighting Association, Stafford Park 7, Telford, Shropshire TF1 3BD or by telephoning 0952 290905 or by fax on 0952 290906.



# Laboratory committed to service

The very highest quality standards are in operation at the Lighting Association's new test laboratory

In its new £350,000 headquarters in Telford, Shropshire, the Lighting Association now operates the only independent laboratory in the UK dedicated to the testing of luminaires.

This purpose designed test and development resource, undertakes product testing to appropriate British and European Luminaire Safety Standards.

Having completed over 400 individual

laboratories, so customers can be assured that we are operating to the very highest quality standards," explained Richard Le Page, manager of the Association's test laboratory.

## INDEPENDENT TESTS

The Association's Telford laboratory is equipped with all the specialist equipment required to test luminaires including a special



**The lab is equipped with up-to-date specialist equipment**

non-compliances - often at no extra charge for the re-testing of that product."

"We always issue a comprehensive and detailed test report whether or not the products are subsequently passed or failed. The days of simply issuing 'compliance', or 'non compliance' reports without any written explanation are long gone," he adds.

"One of the most common faults we find is that the lampholders on many luminaires are just not tight enough," said Richard.

"Before submitting any luminaire for test, it is vital to ensure that the correct torque is applied to meet the required standards."

Other common faults discovered to date include: in-correct labelling; in-adequate consumer installation instructions, and luminaires with rough or sharp edges which could damage wiring.

"Companies should also remember that when submitting products for test, we must have the relevant Certificates of Compliance for all major components involved in the luminaire such as lampholders, switches, transformers, ballasts and cables," he pointed out.

## COMPLIANCE

Documented evidence of compliance to recognised standards, is a subject which Keven Kearney, the Lighting Association's technical manager, sees as becoming increasingly important.

"Notwithstanding the legal requirement, manufacturers and suppliers of luminaires will increasingly receive enquiries from customers concerning safety of goods," he forecasted.

"In fact this is already happening with more and more retailers now demanding that they will only stock luminaires manufactured within the Lighting Association's Code of Practice Scheme," he pointed out.

"This situation can only result in more business for our members at the expense of those companies not able to show proof of conformity with the necessary standards."

"So our Code of Practice is an invaluable tool which we can use to help control imports that do not comply with the safety standards that both retailers and consumers are now rightly supporting," he concluded.



**The LA's test laboratory operates to the highest quality standards**

product tests to date, ranging from simple table lamps to complex chandeliers, the laboratory is winning a growing, nationwide reputation for providing a first class service at exceptionally competitive prices.

Furthermore, looking to the future and NAMAS accreditation, the Lighting Association has astutely provided for further expansion of this unique resource in order to handle the anticipated increase in business this internationally recognised approval system will generate.

"NAMAS accreditation is equivalent to BS5750, but specific to test and calibration

climatic chamber, a moisture ingress tank, and an endurance test chamber.

Richard Le Page and his team of specially trained lighting engineers take great pride in their independence.

"Because we test only luminaires and our in-depth knowledge of the lighting industry, we can provide the expertise our customers are looking for to help them with research and development of their products," Richard explained.

"Equally important, when they submit their luminaires for testing they know they will also be given the chance to rectify any

**Aargaard Hanley Ltd** 230 Stanningley Road, Bramley, Leeds, West Yorks LS13 3BA. Tel: 0532 568678 Fax: 0532 558438

**Abstracta Construction Ltd** 187, Brent Crescent, London NW10 7XR. Tel: 081 965 8845 Fax: 081 965 5120

**Academy Lighting** 3 Wyvern Ind Est, Beverley Way, New Malden KT3 4PH. Tel: 081 949 8888 Fax: 081 942 0937

**Aimbridge International Ltd** Upper Sunnybank Mill, Red Lane, Meltham, Huddersfield HD7 3LJ. Tel: 0484 852265 Fax: 0484 850337

**Aladdins Lighting Cave/JCC Lighting** Lamplighter House, Shripney Road, Bognor Regis PO22 9LL. Tel: 0243 829040 Fax: 0243 780006

**Andy Thornton Archi. Antiques Ltd** Ainleys Industrial Estate, Elland, West Yorkshire HX5 9JP. Tel: 0422 375595 Fax: 0422 377455

## All-Lite Lighting Limited

6 Riverside Park, Station Road  
Wimborne, Dorset BH21 1QU  
Telephone: 0202 848228 Fax: 0202 848448

Manufacturer of contract lighting incorporating lighting design, supplying hotels, pubs, clubs, restaurants, casinos, government buildings and the leisure industry.



(A) (B) (C) (D) (E) (F) (G) (I) (J) (K) (L) (M) (O)

## Aristocraft Ltd

Unit 6a, Kinsale Road Industrial Estate  
Cork, Republic of Ireland  
Telephone: 010 353 21 964311 Fax: 010 353 21 964738

Figurine table lamps, handpainted, in the Capodimonte style. These are available fully painted in traditional colours, white with flesh and face painted, bronze finish. Hand made traditional style lampshades. single scallope empire, bluebell, lily, dome, all designed to co-ordinate with the table lamps. Handmade coolie shades with rolled edges. Available in many colours.

(I) (J)

## PRODUCT CODING

(A) Outdoor Lights

(B) Chandeliers & multi arm fittings

(C) Pendant & single light fittings

(D) Flush fittings

(E) Floor lamps

(F) Wall brackets

(G) Spotlights

(H) Child appeal lighting

(I) Table lamps

(J) Lampshades

(K) Novelty & effects lighting

(L) Lighting controls

(M) Dec. fluorescent fittings

(N) Security lighting

(O) Low voltage lighting

## Astral International



Astral House, Lonsdale Street  
Stoke-on-Trent ST4 4DS  
Telephone: 0782 744044 Fax: 0782 744099

Although primarily the leading manufacturer of Traditional Telephones in the world, Astral also make, under licence, Bone China Tablelamps to co-ordinate with their collection of Royal Albert Telephones. They also manufacture a Limoges Castel Tablelamp to co-ordinate, with the French Porcelain Telephone and other telephones in the Collection include Onyx, Marble, Wood, Brass and Antique with Bone China telephones from Aynsley, Minton and Queens. They have 22ct gold plated fittings, and are BABT Approved for use with a one year warranty. The Tablelamps comply with the BS 5042 standard.

(I)

**Anglia Spinners** 115A Little Staughton Airfield, Little Staughton, Beds MK44 3BN. Tel: 0234 376398 Fax: 0234 376506

**Applied Security Design Ltd** Mangham Road, Barbot Hall Ind Est, Rotherham, S. Yorks S61 4RJ. Tel: 0709 374898 Fax: 0709 382534

**Architrade** Unit 6 Parkside Works, Parkwood Street, Keighley BD21 4PJ. Tel: 0535 681284 Fax: 0535 681256

**Ardbride Products Ltd** 58 Glasgow Street, Ardrossan, Ayrshire KA22 8EH. Tel: 0294 605 441 Fax: 0294 66 939

**Arden Manufacturing (B'Ham) Ltd** 47/50 Tenby Street North, Hockley, Birmingham B1 3EG. Tel: 021 233 1776 Fax: 021 200 1147

**Arnold Smart Ltd** Unit C2, Aberaman Ind Estate, Aberdare, Mid Glam CF44 8DL. Tel: 0685 811882 Fax: 0685 813861

**Arragon Studios Ltd** Arragon Lodge, Santon, Isle of Man. Tel: 0624 824650 Fax: 0624 825528

**Ashley and Rock Ltd** Rock Works, Commerce Road, Brentford, Middx TW8 8LN. Tel: 081 560 8151/6 Fax: 081 560 0858

**Astbury Lighting Ltd** Elizabeth Mill, Worrall Street, Congleton CW12 1DT. Tel: 0260 278114 Fax: 0260 280461

**A Attenborough & Co Ltd** Nuart Road, Beeston, Nottingham, NG9 2NH. Tel: 0602 258185/6 Fax: 0602 227445

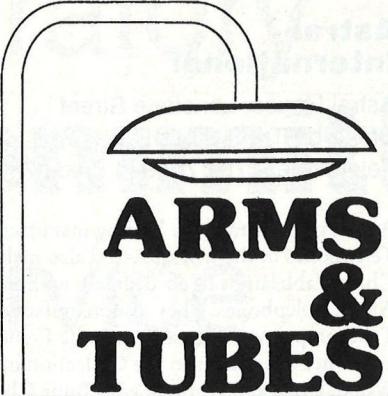
**Autumn Shades Ltd** Market Hill, Hedingham Road, Halstead CO9 1AR. Tel: 0787 477664

**Azad Electricals** 106 Plashet Road, Plaistow, London E13 0QS. Tel: 081 472 1643 Fax: 081 472 4620

**Backmann Chandeliers** 3 Wyvern Ind Est, Beverley Way, New Malden KT3 4PH. Tel: 081 949 8888 Fax: 081 942 0937

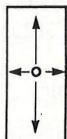
**Bayada Brothers & Co Ltd** 88 Horsenden Lane North, Greenford, Middx UB6 7QH. Tel: 081 903 7151 Fax: 081 903 0961

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



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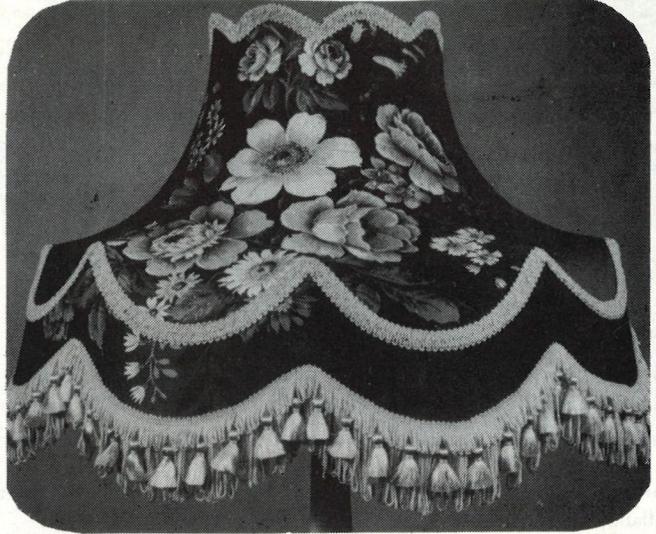


**CATALYST  
INDUSTRIES  
L I M I T E D**

UNIT 2, COBRA HOUSE,  
UPPER CONYBERE STREET,  
HIGHGATE,  
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FAX: 021 446 4197

Reader Service No. 305



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**JEREMY & Co. (LAMP SHADES) LTD.**

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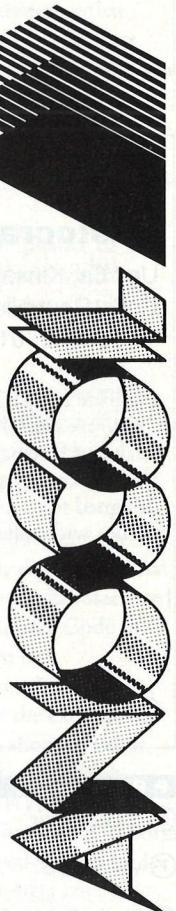
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Reader Service No. 306

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DESIGNED TO MAXIMISE ENERGY UTILISATION  
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Tel: (0908) 282044 Facsimile: (0908) 282033 Telex: 825031 ANOBL G



**B. C. Metalcrafts Ltd**

69 Tewkesbury Gardens  
London NW9 0QU  
Telephone: 081-204 2446 Fax: 081-206 2871

We specialise in Antique Lighting Decor. Our tablelamps, floor standards, wall lights etc. are all unique items of appr. 100 years age, totally restored and skillfully converted to modern lighting requirements in our own workshops. We also carry a complimentary range of 19th century clocks and cloksets. We also offer to the lighting trade a comprehensive range of accessories such as lampholders, flex, nuts, reducers, plugs etc etc.

(B) (E) (F) (I)

**B. C. Metalcrafts Ltd.****Bernard S. Sutcliffe Ltd**

105 Stainbeck Road  
Leeds LS7 2PR  
Telephone: 0532 680409 Fax: 0532 371022

We specialise in servicing the independent retailer. Our range of products includes exclusive lampshades manufactured by our associate company, Vogue Lighting Ltd; an extensive collection of floor standards in brass, wood and onyx; table lamps in brass, wood, onyx and ceramic and Marie Therese crystal fittings. A full colour catalogue is available on request.

(B) (D) (E) (F)

**Barry R. Skinner Lighting**

Unit 3, Clipstone Brook Industrial Park  
Cherry Court Way, Leighton Buzzard, Beds LU7 8TX  
Telephone: 0525 850562 Fax: 0525 851623

Barry R. Skinner Lighting are leading manufacturers of a comprehensive range of picture lights and brass fittings for both the retail and contract trade. Most ranges are also available for low energy applications. For full colour specification leaflets apply to above address quoting reference LEN/05. In addition we import various domestic ranges covering a wide spectrum. These include halogen uplighters, rustic ceramic fittings, gold plated brass lanterns, Maria Therese crystal and many more. Full sales representation throughout the UK and Ireland. Let us know whether you require somebody to visit you.

(A) (B) (C) (E)

**L. M. Beasley & Co Ltd**

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

Manufacturers of quality soft shades using silk, satin, dupin fabrics for tailored shades. Cotton, silk and polyester for mushroom, knife and box pleats. Self trim, fringes, tassle, braids to match. Contract and retail.

(D) (J)

**Belgravia Arts Ltd** 4 Ferrard Close, Ascot, Berks SL5 8LN.  
Tel: 0344 882 979 Fax: 0344 882 979

**Bella Figura Ltd** Decoy Farm, Church Lane, Melton, Woodbridge, Ipswich, Suffolk IP1. Tel: 0394 461111 Fax: 0394 461199

**Belvedere** Unit 3, Hartley Business Park, Selbourne, Alton, Hants GU34 3HS. Tel: 0420 50524/525 Fax: 0420 50491

**Bernard Rooke Pottery** The Old Mill, Swilland, Nr Ipswich, Suffolk IP6 9LW. Tel: 0473 85460 Fax: 0394 380933

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

**Bito (London) Ltd** Rectory Lane, Rear 31/33 Sidcup Hill, Kent DA14 4QW. Tel: 081 302 7022 Fax: 081 308 0448

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

**BONUS**  
ACCESSORIES

**Bonus Accessories Ltd**

Citadel Trading Park, Citadel Way

Hull HU9 1TQ

Telephone 0482 24917/8 Fax: 0482 588753

We are specialist manufacturers of interior decorative lighting. You can select from our existing range or we can design for you by use of our wide range of lighting components and finishes. From brass, light and dark antique to even painted finishes. A varied range of interior glass shades are also available from stock to compliment both wall and ceiling fixtures. Individual designs on glassware can also be catered for. When you are a Bonus customer, you have all the options.

(C) (D) (F) (G)

**PRODUCT CODING**

(A) Outdoor Lights	(B) Chandeliers & multi arm fittings	(C) Pendant & single light fittings	(D) Flush fittings	(E) Floor lamps
(F) Wall brackets	(G) Spotlights	(H) Child appeal lighting	(I) Table lamps	(J) Lampshades
(K) Novelty & effects lighting	(L) Lighting controls	(M) Dec. fluorescent fittings	(N) Security lighting	(O) Low voltage lighting

**Brilliant (UK) Ltd**

Twickenham Trading Estate, Rugby Road  
Twickenham, Middx TW1 1DS  
Telephone: 081-744 2644 Fax: 081-744 2614

Brilliant (UK) Ltd is a subsidiary of Brilliant AG, one of Europe's leading manufacturers of lighting products. Brilliant offers a wide choice of well designed quality products at competitive prices. The Brilliant portfolio includes spotlights, pendants, desk and floor lamps, downlights and outdoor lighting for mains and low voltage.

**Brilliant**

(A) (C) (E) (F) (G) (H) (I) (N) (O)

**British Electric Lamps Limited**

Spencer Hill Road  
Wimbledon, London SW19 4EN  
Telephone: 081-946 5035 Fax: 081-879 0602

Manufacturers and distributors of mainly incandescent light sources and luminaires. The luminaire range features a full selection of products used for general amenity lighting, and a specialist series of modern unique attractively designed fittings for outdoor use.



(A) (G) (N)

**Browill Lighting**

Unit 3c, Chester Road, Pentre  
Deeside, Clwyd CH5 2DT  
Telephone: 0244 534361 Fax: 0244 534976

Browill manufactures and supplies decorative lighting. Especially to the Brewery, Hotel and Leisure Industry. All Tiffany products are made by us at Deeside. We support our own manufacture with an extensive range of quality lighting from selected suppliers. The range includes Tiffany and moulded shades, stained glass windows, traditional and low energy fittings in brass, antique and verdigris finishes for a variety of uses. We also make fittings to order, refurbish your existing fittings and convert to low energy if required.



(A) (B) (C) (D) (E) (F) (G) (I) (J) (O)

**PRODUCT CODING**

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**Boone Systems Ltd** Unit 3, The Old Sawmills, Pluckley Road, Betherden, Kent TN26 3DD. Tel: 0233 820669 Fax: 0233 820501

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

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

**BSB-Orion Ltd** Raven Street Works, Queens Road, Halifax, West Yorkshire HX1 4NB. Tel: 0422 356356 Fax: 0422 341230

**BSL Contract Lighting Ltd** The Forge, High Street, North Marston MK18 3PD. Tel: 0296 67422 Fax: 0296 67448

**C B Exclusive** Via Di S Quirico 31 Int, I-50142 Firenze, Italy. Tel: 010 39 557 17 280 Fax: 010 39 557 17 280

**C B Lighting Co** 8 Victoria Street, Bristol, Avon BS1 6BN. Tel: 0272 262361 (see page 35)

**Buchanan Lighting Services**

Unit 1, Hanborough Business Park, Lodge Road  
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FACTORY SHOWROOMS

Europe is here now, in these European showrooms, over 20 companies with their own individual display stands, select your own exclusive models for distribution. This means you are invoiced directly from the exhibiting factories. Complete items and parts, commercial and decorative.

(A) (B) (C) (D) (E) (F) (G) (H) (I) (J) (K) (M) (N) (O)



**C. A. Lighting Ltd**

60-62 Magdalen Road  
Oxford OX4 1RD  
Telephone: 0865 243188 Fax: 0865 790583

C A Lighting design and manufacture a wide range of decorative lighting, sourcing product and components from around the world, including India, China, Europe and UK. Employing over 60 personnel directly at Oxford, our emphasis is on quality, value and service. We service the major national and independent retail sector and mail order customers. We offer a full colour catalogue and nationwide representation and delivery service.

(A) (B) (C) (D) (E) (F) (G) (I) (J) (N) (O)

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

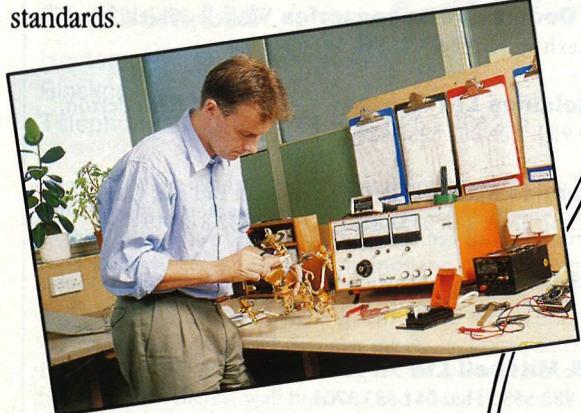


**I**t takes more than just pieces of metal and glass to make a light fitting. As the exploded drawing shows, scores of different parts and electrical components are required to make the luminaire look right and work properly.

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.

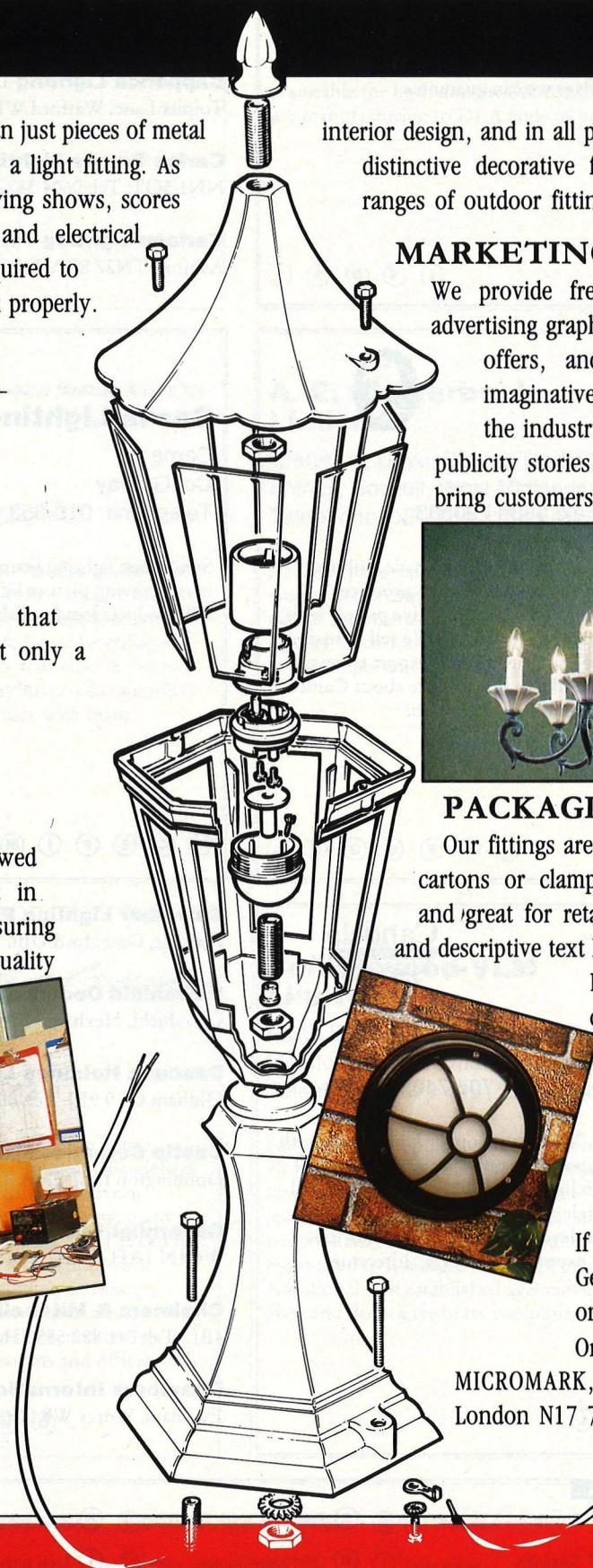
## SAFETY

For example, you can be assured that Micromark products are safe! We're not only a long-time member of the Lighting Association's "Code of Practise Scheme", but we go far beyond its minimum requirements. Every fitting is tested and certified. Factory production runs are 100% tested, followed by two separate batch tests, the last in Micromark's own in-house test lab, ensuring that each fitting meets our stringent quality standards.



## BROAD RANGE

Micromark gives you a wide selection of quality fittings to suit all types of



interior design, and in all price ranges. Everything from distinctive decorative families to one of the best ranges of outdoor fittings available anywhere.

## MARKETING

We provide free unpriced catalogues and advertising graphic materials, periodic special offers, and the most vigorous and imaginative promotional programme in the industry. Consumer advertising and publicity stories pre-sell Micromark and help bring customers into your showroom.



## PACKAGING

Our fittings are packaged in sturdy modular cartons or clamps... convenient to store and great for retail display! Full-colour labels and descriptive text help sell the product for you.

Back this with highly competitive pricing, and you'll begin to understand why there's a lot more to Micromark!

If you want more details, call Gerald Burke or Don Jennings on 081-881 2001.

Or write to:

MICROMARK, 550 White Hart Lane,  
London N17 7RQ

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QUALITY THAT'S GUARANTEED

## C&M Services

Oats Royd Mill, Luddenden  
Halifax, West Yorkshire  
Telephone: 0422 885018 Fax: 0422 885787



We operate a nationwide fixed price specialist service from full assembly or sub assembly to simple wiring of all types of luminaire. Production is 100% tested to LA code of Practice ensuring full traceability, emphasis is placed on quality and as we do not supply luminaires ourselves we can guarantee confidentiality.

## Cameo Shades

74-77 Magdalen Road  
Oxford OX4 1RD  
Telephone: 0865 724945 Fax: 0865 790583



Cameo Shades specialises in manufacturing hand made, tailored lampshades. Our production methods enable up to produce lampshades of the highest quality, at very competitive prices, with designs that continually out perform the market. We sell to major distributors and retailers throughout the UK and export to several European markets. If you would like to know more about Cameo or its products, we will be pleased to hear from you.

## Candela Traditional Lighting Ltd

Victoria Works, Reddings Lane  
Tyseley, Birmingham B11 3EY  
Telephone: 021-707 6936 Fax: 021-707 7425



A specialist manufacturer of 1) 'Victorian Copper Lanterns' – with comprehensive range of associated lamp posts, pedestals and wall bracketry; 2) cast outside/porch lights; 3) cowl & fascia lights and 4) contract interior lighting. High specification street-lighting for 'conservation' areas is made for developers and local authorities and the company has a healthy export order book. Literature available on request.

### PRODUCT CODING

(A) Outdoor Lights	(B) Chandeliers & multi arm fittings	(C) Pendant & single light fittings	(D) Flush fittings	(E) Floor lamps
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(K) Novelty & effects lighting	(L) Lighting controls	(M) Dec. fluorescent fittings	(N) Security lighting	(O) Low voltage lighting

**CIMC Ltd** 56 Annadale Street, Edinburgh, EH7 4BA.  
Tel: 031 558 3569 Fax: 031 558 3596

**Candilejas** 40 Princes Street, Perth, Tayside PH2 8LJ.  
Tel: 0738 35304 Fax: 0738 35304

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

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

**Cappenda Lighting** Unit D2 West Watford Business Centre,  
Tolpits Lane, Watford WD1 8NN. Tel: 0923 242205

**Carlos Remes Lighting Co** 2/10 Thenford Street, Northampton  
NN1 5QT. Tel: 0604 38724 Fax: 0604 27230

**Carlsen Lighting** The Old Cider Works, Bell Lane, Smarden,  
Ashford TN27 8PP. Tel: 0233 770711 Fax: 0233 770738



## Carna Lighting

Carna  
Co. Galway  
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Solid brass lighting fittings, floor standards, table lamps, brass, energy saving picture lights and mirror lights.  
All products hand polished and dip lacquered

(B) (C) (E) (F) (I) (M)

**Carramar Lighting Pty Ltd** c/o Express Boyd, 3 Bilton Road,  
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**Carrshield Decorative Accessories** Whiteley Shield,  
Carrshield, Hexham NE47 8AB. Tel: 0434 345344

**Cascade Holdings Ltd** Gorse Mill, Gorse Street, Chadderton,  
Oldham OL9 9RJ. Tel: 061 628 6622 Fax: 061 628 2831

**Castle Ceramics** Sycamore Park, Trent Lane Ind Est, Castle  
Donnington DE7 2NP. Tel: 0332 850344 Fax: 0332 812419

**Cavernlight Ltd** 49/53 Brunswick Centre, Bloomsbury, London  
WC1N 1AH. Tel: 071 278 3161 Fax: 071 833 4344

**Chalmers & Mitchell Ltd** 388 Hillington Road, Glasgow G52  
4BL. Tel: 041 882 5555 Fax: 041 883 3704

**Chambers International Ltd** Orchard Court, Wickhamford,  
Evesham, Worcs WR11 6RP. Tel: 0386 833773 Fax: 0386 833776

**Chad Lighting Ltd**

8a James Road  
Tyseley, Birmingham B11 2BA  
Telephone: 021-707 7629 Fax: 021-707 9431

Chad Lighting use in-house and freelance designers to produce an attractive range of modern decorative luminaires. Various woods, metal finishes and glass combine to create uplighters, table lamps, and wall lights of appealing quality and style.

(E) (F) (I) (J)

**Chandelier Specialist Lamps Ltd**

Chandelier Specialist Lamps Ltd

Gypsy Mead, Fyfield  
Essex CM5 0RB  
Telephone: 0277 899 444 Fax: 0277 899 642

Manufacturers & suppliers of extruded nylon candles available in 18cm & 25cm with 10mm screw base, E10 fitting together with safety restraint cord. Our lamps complement the candle & are available in E10 240 volt 15 & 25 watt clear & frosted envelopes also available in 110 volt E10 fittings 15 & 25 watt clear & frosted envelopes. To be used in conjunction with nylon candle. Suppliers to leading London Hotels, Institutions together with many prestigious locations.

(B)

**Chelsom Ltd***Chelsom*

Heritage House, Clifton Road  
Blackpool, Lancs FY4 4OA  
Telephone: 0253 791344 Fax: 0253 791341

New catalogue available with lighting solutions for the house, hotels, pubs, commercial buildings and stately homes. Chandeliers to low voltage downlighters, crystal fittings to Art Nouveau replicas, low energy fittings to exterior and street lighting, many ranges available in up to 13 different metal finishes. Fittings can be designed and manufactured to specification; restoration work undertaken. There are 14 designer ranges including Carmage, Dordogne and Provence featuring beaten ironwork and rust finishes in torcheres, wall brackets and chandeliers; and energy-efficient corporate lighting for banks, boardrooms and offices with matching task lighting.

(A) (B) (C) (D) (E) (F) (G) (I) (J) (M) (N) (O)

**Classic Reproductions**

Unit 16, The Highams Lodge Business Centre  
Blackhorse Lane, London E17 68H  
Telephone: 081-531 8627 Fax: 081-531 6056

Classic Reproductions specialise in the manufacture of replica Victorian & Edwardian luminaires. A comprehensive range is available covering the period from 1830-1910. Manufactured by hand to give absolute authenticity. The range of lighting produced is suitable for both domestic & contract installations. All products are manufactured to DLA code of practice.

(A) (B) (C) (F) (I)

**A. E. Clutterbuck Limited**

Cranmore Drive, Shirley Trading Estate  
Shirley, Solihull, West Midlands B90 4PG  
Telephone: 021-704 3134 Fax: 021-704 3421

BS5750 approved manufacturer of lighting to the major UK retail stores. Established 1947 and now with considerable expertise in the design and manufacture of traditional lighting for the home market: attention to quality and the necessary safety standards of prime importance.

(A) (B) (C) (D) (E) (F) (I)

**Collingwood-VLM Limited**

North Drive, Deer Park Road  
Moulton Park, Northampton NN3 1NP  
Telephone: 0604 495151 Fax: 0604 495095

Suppliers of components to the luminaire industry for more than 30 years. Stock products include lampholders, switches, plugs, cord sets, cable. Products manufactured to national, european and international specifications. Special sourcing commissions undertaken. Pre-assembly work undertaken. Quality control monitored to BS6001 and BS5750 procedures. Additional well established agencies are operated in the fields of glass and decorative brass components.

**PRODUCT CODING**

(A) Outdoor Lights	(B) Chandeliers & multi arm fittings	(C) Pendant & single light fittings	(D) Flush fittings	(E) Floor lamps
(F) Wall brackets	(G) Spotlights	(H) Child appeal lighting	(I) Table lamps	(J) Lampshades
(K) Novelty & effects lighting	(L) Lighting controls	(M) Dec. fluorescent fittings	(N) Security lighting	(O) Low voltage lighting

SMITHBROOK BESPOKE IRON LIGHTING  
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Reader Service No. 309

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These Football Lampshades come ready assembled and are available in any team colours. They make an attractive and novel decoration which can be used either as a ceiling light or as a table lamp.

- Ready assembled
- Self assembly still available
- Supplied in any team colours
- Will take up to a maximum of 60 Watts
- Colour co-ordinated bases with leads now available.

Display one or two of these shades in your shop window and you'll achieve a steady stream of sales.

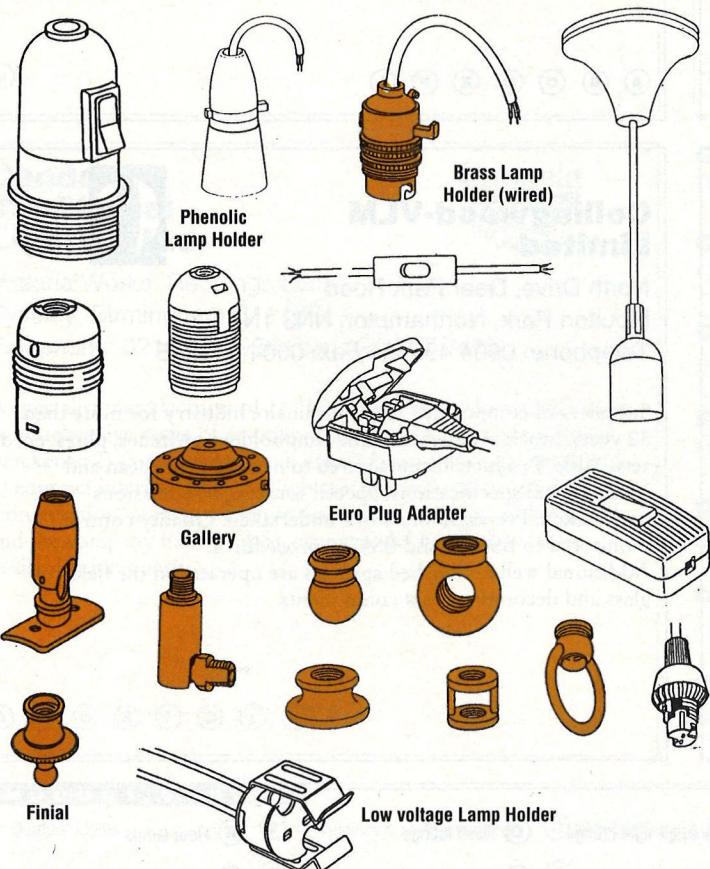
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**Enlite**

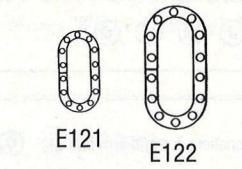
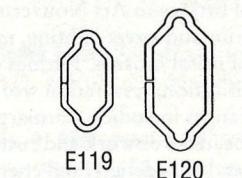
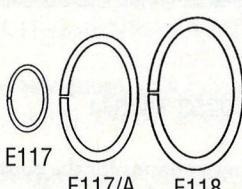
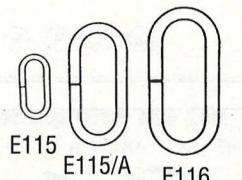
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### CHAIN AND CHAIN SETS



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B19 1AP,  
Tel: 021 554 9924,  
Fax: 021 554 5243**

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

**Christopher Wrays Con Ltd** 600 Kings Road, London SW6 2DX. Tel: 071 736 8434 Fax: 071 731 3507

**Clive Rowland (Lighting)** The Studio, 4A Hyde Park Place, London W2 2LH. Tel: 071 723 4093 Fax: 071 723 1807

**Cochrane International Ltd** 9 Ives Street, London SW3 2ND. Tel: 071 584 9345 Fax: 071 584 6107

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

**Country & Eastern Ltd** 8 Redwell Street, Norwich NR2 4SN. Tel: 0603 623107 Fax: 0603 458108

**County Shades Ltd** 3 Wyvern Ind Est, Beverley Way, New Malden KT3 4PH. Tel: 081 949 8888 Fax: 081 942 0937

**Contessa Furnishings (London) Ltd**

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a world of elegant lighting

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Traditional decorative lighting in brass with a variety of different finishes, gold plated, silver plated, verdigris, bronze.

Ⓐ Ⓑ Ⓒ Ⓓ Ⓔ Ⓕ Ⓖ Ⓗ Ⓘ Ⓙ

**Crestworth Trading Limited**



Sterte Ave, Poole  
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Telephone: 0202 676633 Fax: 0202 669440

Inventors and original manufacturers of the 'LAVA-LAMP'. Fibre optic lamps and other outrageous and wonderful lamps also produced. Please contact us for full details.

Ⓐ Ⓑ Ⓗ



**DAR Lighting Ltd**

Wildmere Industrial Estate  
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Telephone: 0295 259391 Fax: 0295 271743

Designer and manufacturer of quality lighting for the home. Ranges include wall brackets, ceiling fittings, table lamps, shades, floorlamps and outdoor fittings. Products are made to the highest quality control standards in our large modern factory. New ranges are always available.

Ⓐ Ⓑ Ⓒ Ⓓ Ⓔ Ⓕ Ⓖ Ⓗ Ⓘ Ⓙ

**Countryside Lighting Ltd** 89 Cavendish Road, Highams Park, London E4 9NG. Tel: 081 531 2071 Fax: 081 531 2071

**Creative Tableware** P O Box 10, Stoke on Trent, Staffs ST1 3LN. Tel: 0782 202123 Fax: 0782 271189

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

**Crownminster Ltd** 67 Higher Lane, Whitefield, Manchester M25 7EZ. Tel: 061 766 2855 Fax: 061 766 1023

**Crystal Designs of Tipperary Ltd** Ballynoran Carrick-on-Suir, Co Tipperary, Irish Republic. Tel: 010 353 51 41188  
Fax: 010 353 51 41190

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

**PRODUCT CODING**

Ⓐ Outdoor Lights

Ⓑ Chandeliers & multi arm fittings

Ⓒ Pendant & single light fittings

Ⓓ Flush fittings

Ⓔ Floor lamps

Ⓕ Wall brackets

Ⓖ Spotlights

Ⓗ Child appeal lighting

Ⓘ Table lamps

Ⓛ Lampshades

Ⓛ Novelty & effects lighting

Ⓛ Lighting controls

Ⓜ Dec. fluorescent fittings

Ⓝ Security lighting

Ⓞ Low voltage lighting

**David Hunt Lighting Ltd** Tilemans Lane, Shipston on Stour, Warks CV36 4HP. Tel: 0608 661 590 Fax: 0608 662951

**David Malik & Son Ltd** 5 Metro Centre, Britannia Way, Park Royal, London NW10 7PR. Tel: 081 965 4232 Fax: 081 965 2401

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

**Dee Cee Lighting Ltd** 5A St Francis Way, Shefford Ind Park, Shefford, Beds SG17 5DZ. Tel: 0462 816321 Fax: 0462 815548

**Deknudt Lighting Ltd** Stationsstraat 63, B8540 Deerlijk, Belgium. Tel: 010 32 5 671 3791 Fax: 010 32 5 671 3178

**Denby Pottery Co Ltd - Ltg Div** Denby, Derby DE5 8NX. Tel: 0773 743 641 Fax: 0773 570 211

**Dencon Accessories Ltd** Lyden House, 191 Balaam Street, London E13 8AA. Tel: 081 471 3411 Fax: 081 552 3857

## List of members

**Deta (Electrical) Co Ltd** Deta House, London Road, Markyate, St Albans AL3 8NR. Tel: 0582 842323 Fax: 0582 842352

**Dialsa** AVDA Ferrocarriles Catalanes S/N, 08940 La Almeda Cornellà, Barcelona, Spain. Tel: 010 343 377 8411 Fax: 010 343 377 8553

**Dorval Lighting Ltd** 36/36C Newhaven Road, Elizafield, Edinburgh EH6 5PY. Tel: 031 554 8950 Fax: 031 553 7417

**Down Street Electrics Ltd** 261 New Kings Road, London SW6 4RB. Tel: 071 736 7521 Fax: 071 731 8463

**Elstead Lighting Ltd** Mill Lane, Alton, Hants GU34 2QG. Tel: 0420 82377 Fax: 0420 89261

**Encon Industries** 2 Anglesey Business Park, Littleworth Road, Hednesford, Cannock WS12 5NR. Tel: 0543 425253 Fax: 0543 422476

**English County Pottery Ltd** Station Road, Wickwar, Wotton under Edge, GL12 8NB. Tel: 0454 299100 Fax: 0454 294053

### Eastgate Potteries Ltd

Queen Street, Withernsea  
N. Humberside HU19 2HB  
Telephone: 0964 612550 Fax: 0964 613379

We manufacture all types of Ceramic Table Lamp Bases, ranging from plain glazed pieces to heavily decorated bases with Gold Lines. We can manufacture pieces to the customers own design and can incorporate our own exclusive finishes. Our maximum production is 11,000 units per week. We can supply either base only, base and Switched Lamp Holder or, the complete item including shade and plug. All of which are fully tested. Our Table Lamp Bases are in all of the major stores, multiples and catalogues.

(H) (I)



### Electro- Replacement Ltd

1 Moor Park Industrial Centre  
Tolpits Lane, Watford, Herts WD1 8SP  
Telephone: 0923 255344 Fax: 0923 255829

Electro-Replacement Ltd, distributors to electrical and lighting wholesalers, offer a wide range of lighting/low voltage lighting products which include: picture lights, ceiling light fittings, desk lights, illuminated magnifier lamp, striplight fittings (modular & fluorescent), security lighting, infrared motion detectors (IP65 rating), photo electric cells (thermal & electronic), Christmas lights, tree/garden/patio decorative lights, Lindner globe lamps, Toroidal transformers, universal discharge lighting ignitor, downlight adaptor, low voltage lighting cable and pvc light flexible cord (2192Y).

(A) (G) (I) (L) (M) (N) (O)



### PRODUCT CODING

(A) Outdoor Lights

(B) Chandeliers & multi arm fittings

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(I) Table lamps

(J) Lampshades

(K) Novelty & effects lighting

(L) Lighting controls

(M) Dec. fluorescent fittings

(N) Security lighting

(O) Low voltage lighting

**Enlite** Unit 16 Petersfield Business Park, Bedford Road, Petersfield, Hants GU32 3LJ. Tel: 0730 266566 Fax: 0730 266565

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

**Fantasia Ceiling Fans Ltd** 5 Station Square, Petts Wood, Kent BR5 1LY. Tel: 0689 874 044 Fax: 0689 833713

**Fantastic Lighting Ltd** 4 Kennet Road, Crayford, Kent DA1 4QN. Tel: 0322 558649 Fax: 0322 521117

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

**Flairlite Lampshades Ltd** 27-29 Leadhall Lane, Harrogate, North Yorks HG2 9N. Tel: 0423 872051 Fax: 0423 871487

**Florence Srl** Zona Industriale 'Il Piano', Casole D'Elsa (Siena) Italy 53031. Tel: 010 39 577 94 85 98 Fax: 010 39 577 94 86 38

### Fancy Metal Goods Ltd



12 Commercial Street  
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Telephone: 021-643 7399 Fax: 021-643 1935

We specialise in the manufacture of matching lighting themes for the home, hotels, restaurants and pubs. Able to work to customers' specifications. Our finishes include brass, antique nickel, antique copper, antique brass, white enamel and gun metal black. Catalogues available on request. Agents can call.

(B) (D) (E) (F) (I)



### Fitzgerald Lighting Ltd



Normandy Way  
Bodmin, Cornwall PL31 1HH  
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A comprehensive product range including:  
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(L) (M) (N)

**Florence (UK) Ltd** Unit 8 Bromyard Road Trading Estate, Ledbury, Herefordshire HR8 1NS. Tel: 0531 635009. Fax: 0531 635775

**Florida Furnishings** Station Road, Lenzie, Glasgow G66 4UA. Tel: 041 776 1050 Fax: 041 777 6524

**Flos Ltd** Sandbeck Way, Wetherby, Leeds LS22 4DN. Tel: 0977 685101 Fax: 0977 685223

**Flox Manufacturing (Lightworks) Ltd** The Old Piggery, Diss Business Centre, Frenze, Scole, Diss, Norfolk. Tel: 0379 650707 Fax: 0379 650692

**Forma Lighting Ltd** Unit 310, Business Design Centre, 52 Upper Street, London N1. Tel: 071 288 6025 Fax: 071 288 6057

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

**J Fryer Ltd** Old Court Pottery, Roundwell Street, Tunstall, Stoke on Trent ST6 5AN. Tel: 0782 838232 Fax: 0782 835608



## G E Lighting

Miles Road  
Mitcham, Surrey CR4 3YX  
Telephone: 081-640 1221 Fax: 081-685 9625

GE Lighting is the largest UK manufacturer of a complete range of lamps for the domestic and commercial markets. In the consumer sector, our Mazda brand offers a unique retail lighting solution. From merchandisers, packaging and promotions to POS leaflets and consumer PR, Mazda will ensure retailers maximise their premium lamp sales. That is why Mazda has become fully established as the UK's No 1 brand for both consumer and retailer.

## Franklite Limited

Snowdon Drive, Winterhill  
Milton Keynes MK6 1AJ  
Telephone: 0908 691818  
Fax: 0908 691939



Franklite are a leading manufacturer of decorative light fittings, table lamps and standard lamps. These are supplied for commercial and domestic purposes.

Franklite also specialises in supplying low energy lighting extensively for the hotel and contract market. The range is illustrated in their 145 page colour catalogue, available on request. They are also the United Kingdom distributors for 'Le Dauphin' of France who are Europe's leading manufacturer of table lamps and floor standards.

(A) (B) (C) (D) (E) (F) (G) (H) (I) (J) (O)

## George Wood (Woodworkers) Ltd

Laundry Street  
Pendleton, Salford  
Telephone: 061-736 6855 Fax: 061-745 9544

Established over 125 years George Wood (Woodworkers) has developed into a leader in the field of wooden lighting. We specialise in the manufacture of wood floor standard lamps and table lamps, we also produce plinths and turned wood components for the trade. We have a comprehensive range of wood finishes and colours that can be professionally matched to your own lampshade fabric, table lamps can be produced to your own design and may feature, twists, flutes, candles, special hand finishes, liming, gold rings etc.

(E) (I)

## G. B. Lighting Ltd

Marco Works, Pembroke Road  
Bromley, Kent BR1 2RY  
Telephone: 081-460 3481 Fax: 081-460 0806

Table lamps and lampshade manufacturers of the highest quality. New designs are continually introduced and information is always available from our office. Please ask for a catalogue.

(I) (J)

## C.B. Lighting Ltd.



## Gibson Lighting

Arran House, Arran Road  
North Muirton, Perth, Scotland PH1 3DZ  
Telephone: 0738 39811 Fax: 0738 39612

Gibson Lighting sources decorative lighting from all over the world. Our product range includes chandeliers, wall lights, flush ceiling fittings, glass and acrylic shades, table lamps, lanterns and ceiling fans. These quality fittings all comply to BSI requirements, and feature largely in the major DIY multiples, independent lighting outlets and several mail order catalogues. We can guarantee delivery in mainland UK within 3 working days, and in addition we offer computerised planograms depicting in-store presentation and product layout, store merchandising and after sales support to maximise your return on our products.

(A) (B) (C) (D) (F) (I) (J)

## PRODUCT CODING

(A) Outdoor Lights

(B) Chandeliers & multi arm fittings

(C) Pendant & single light fittings

(D) Flush fittings

(E) Floor lamps

(F) Wall brackets

(G) Spotlights

(H) Child appeal lighting

(I) Table lamps

(J) Lampshades

(K) Novelty & effects lighting

(L) Lighting controls

(M) Dec. fluorescent fittings

(N) Security lighting

(O) Low voltage lighting

**Glow Ball  
Lighting Limited**

103, Chingford Mount Road  
Chingford, London E4 8LU  
Telephone: 081-531 4446 Fax: 081-531 8753



Glow Ball Lighting Limited (GBL) are distributors of all lighting products specialising in lamps and standard light fittings, GBL have a showroom and sales office in London, but have clients based all over the U.K. as well as established customers in Europe, The Far East and The U.S.A.

GBL are able to produce light fittings to our clients own specifications, undertaking projects of any size. GBL's clients range from national wholesalers, electrical contractors, architects, design groups, consultant engineers, local authorities and selected end users. GBL supply low voltage lighting to fibre optics, fluorescent modules to high/low bay fitting, security lighting to interior decor (chandeliers and every lamp type available).

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Telephone: (011) 7521190/91/92 Fax: (011) 3717676



Leading manufacturers and exporters of lighting accessories from India. Our range covering B-22 lampholders, brass turned and casted parts, swivels, low voltage transformers, light fittings, silk shades and materials. Specialised in precision brass turnings. Mostly supplied as per customers design.

Ⓐ Ⓛ Ⓜ Ⓝ Ⓞ Ⓟ Ⓠ Ⓡ Ⓢ Ⓣ Ⓤ

**Goodson Lighting  
Ltd**

Church Lane  
Hixton, Stafford ST18 0PS  
Telephone: 0889 270161 Fax: 0889 271236



The company produces hard, round and panelled shades, soft shades and pottery table lamps - all made on the premises. We can boast the only European licence for a Japanese photo-decoration process which allows irregular shapes such as table lamps to be finished in exact simulation of marble, onyx, wood etc. In the pottery a vitreous body is used which gives the lamps exceptional strength for safety and resistance to breakage. The majority of our output goes to four large chains who between them dominate much of the UK market. We also undertake a variety of contract work.

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**PRODUCT CODING**

Ⓐ Outdoor Lights	Ⓑ Chandeliers & multi arm fittings	Ⓒ Pendant & single light fittings	Ⓓ Flush fittings	Ⓔ Floor lamps
Ⓕ Wall brackets	Ⓖ Spotlights	Ⓗ Child appeal lighting	Ⓘ Table lamps	Ⓛ Lampshades
Ⓚ Novelty & effects lighting	Ⓛ Lighting controls	Ⓜ Dec. fluorescent fittings	Ⓝ Security lighting	Ⓞ Low voltage lighting

**Griffin Lighting**

19 Harrow Road, Leighton Buzzard  
Beds LU7 8UF  
Telephone: 0525 376305 Fax: 0525 372136



Looking for quality floor spots? We can offer the best on the market with flex arm or telescopic. Our range also includes PL desk lamps, outside lanterns and bridge lamps

Ⓐ Ⓛ Ⓜ Ⓝ Ⓞ Ⓟ Ⓠ Ⓡ Ⓢ Ⓣ Ⓤ

**Furniture Industry Research Assoc** Maxwell Road, Stevenage, Herts SG1 2EW. Tel: 0438 313433 Fax: 0438 727607

**Gala Light** 5 Minerva Road, Park Royal, London NW10 6HJ. Tel: 081 965 7386 Fax: 081 453 0737

**Global Village Crafts Ltd** Sparrow Works, Bowerhinton, Martock, Somerset TA12 6LF. Tel: 0935 823390 Fax: 0935 823675

**Gold Crest Lampshades Ltd** 61-63 Upton Lane, Forest Gate, London E7 9PB. Tel: 081 472 0166 Fax: 081 470 0898

**J A Green & Sons Ltd** 14 Deanshanger Road, Wicken, Milton Keynes MK19 6BS. Tel: 0908 57215 Fax: 0908 57206

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

**H L S Ltd** Clayfields Road, Ticknill Road, Balby, Doncaster DN4 8QG. Tel: 0302 855991 Fax: 0302 310280

**The Halifax  
Lighting Co Ltd**

6 Akroyd Place, Halifax  
West Yorkshire HX1 1YH  
Telephone: 0422 330061 Fax: 0422 347002

Manufacturers of hard and soft shades, assemblers of table lamp bases, suppliers of economy and better quality fittings, lampshade manufacturing facility using customers own fabric. 3,000 sq foot cash & carry facility. Small or large quantities catered for.

Ⓐ Ⓛ Ⓜ Ⓝ Ⓞ Ⓟ Ⓠ Ⓡ Ⓢ Ⓣ Ⓤ

\* The most widely read publication and influential lighting publication

\* Reaches more lighting specifiers than any other magazine

\* Cover all aspects of lighting for the commercial, industrial, public, decorative and contract markets

\* Devoted exclusively to the lighting business for over 25 years

## LIGHTING EQUIPMENT NEWS

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Tel: 081-975 9759 Fax: 081-441 1361

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Reader Service No. 314

L A B U Y E R ' S G U I D E 9 3 / 9 4

**Hamilton Group****Hamilton**  
group

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Telephone: 0747 860088 Fax: 0747 861032

Hamilton Group Mercury systems are a range of sturdy, hard fired remote dimming units suitable for handling higher loadings. They are well engineered and reliable, tested over many years with many thousands in use. Mercury Systems are well designed without gimmicks and use only time served technology. Saturn Controls offer a very wide choice of controller, including: Rotary, Slider, Momentary and Touch switches, as well as Preset Push, or the latest Digital Scene Setting Controller. Hamilton Group also supply a range of continuous tubelight systems in a choice of four profiles. Tubelight is a modular and versatile system suitable for commercial applications.

(L) (M) (O)

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**Hadrian International Ltd** Unit 6 Leadgate Ind Est, Leadgate, Consett DH8 7RN. Tel: 0207 590044 Fax: 0207 581348

**Hannah Lampshades Ltd** Unit 1 Hastingwood Road, Hastingwood, Harlow, Essex CM17 9JQ. Tel: 0279 413466 Fax: 0279 419419

**Harry Cowan (Elec) Ltd** 15 Broughton Street, Manchester M8 8LZ. Tel: 061 832 7584 Fax: 061 834 7854

**Hartline Products** Dicken House, Orchard Lane, Harrold, Bedford MK43 7BX. Tel: 0234 720991 Fax: 0234 721451

**Helen Thomas Ltd** Battle House, School Lane, Naseby, Northants NN6 7BZ. Tel: 0604 740017 Fax: 0604 740708

**Helix Lighting Ltd** Wellingborough Road, Rushden, Northants NN10 9AH. Tel: 0933 318522 Fax: 0933 318663

**Hylec Elettro Gibi (UK) Ltd**



Unit 4, Trinity Centre, Park Farm Industrial Estate  
Wellingborough, Northants NN8 6ZB  
Telephone: 0933 677633 Fax: 0933 675771

As exclusive UK agents and stockists for several European manufacturers, we offer a comprehensive range of high quality, approved products for lighting. From Knobel, Switzerland - high frequency constant/dimmable ballasts and controls, semi-electronic ballasts, laminated transformers and daylight/presence dependant detectors. From Elettro Gibi, Italy - terminal blocks and connectors. From Jacob, Germany - IP54-IP68 cable glands. From Icar, Italy - BS and VDE approved plastic/aluminium can capacitors. In addition we offer low voltage electronic transformers, ceramic and porcelain lampholders, 1000's of small moulded components.

(L) (O)

**PRODUCT CODING**

(A) Outdoor Lights	(B) Chandeliers & multi arm fittings	(C) Pendant & single light fittings	(D) Flush fittings	(E) Floor lamps
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**iGuzzini Illuminazione (UK) Limited**

**iGuzzini**

Unit 3, Mitcham Industrial Estate,  
85 Streatham Road, Mitcham, Surrey CR4 2AP  
Telephone: 081-646 4141 Fax: 081-640 6910

In addition to France, Germany and Spain, iGuzzini have established a subsidiary in the UK concentrating on the specification market, differentiating themselves by their design services offered. The services include computerised lumen packages and more importantly the unique Macintosh system where photographic simulation is achieved in both day and night format giving an actual view of the intended illumination. The product range covers linear systems, mains and low voltage downlighters, indirect fluorescent systems, external luminaires including cut-off lanterns to combat light pollution, fibre optics, uplighters, etc. The wide range of products enables one to illuminate all aspects of a project.

(A) (E) (F) (G) (I) (M) (N) (O)

**Impex (Glassware) Ltd**



Impex House, 8 Scrubs Lane  
London NW10 6QR  
Telephone: 081-969 6496 Fax: 081-960 5337

We are old established leading manufacturers and distributors of most types of Decorative Lighting for virtually every Domestic and Commercial situation. With the widest range of product falling within each of the product groups specified we can supply virtually every Trade Outlet with most of their lighting requirements. For one stop sourcing you can do no better than stopping at Impex.

(A) (B) (C) (D) (E) (F) (G) (H) (I) (J) (K) (L) (M) (N) (O)

**Homeguard UK Ltd** High March, Long March Industrial Estate, Daventry, Northants NN11 4HB. Tel: 0327 78874 Fax: 0327 300236

**Horrocks Shades Ltd** 4B Rhiw Road, Colwyn Bay, Clwyd LL28 4TP. Tel: 0492 533105 Fax: 0492 534888

**E & E M Hughes** Mochdre Industrial Estate, Colwyn Bay, Clwyd LL28 5HA. Tel: 0492 547789 Fax: 0492 547789

**I M I Reeves** Holdford Road, Witton, Birmingham B6 7ES.  
Tel: 021 356 7369 Fax: 021 356 7987

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

**Illuminotechnica Editrice Habitat** Via M Marchesi de Taddei, 3, 20146 Milano, Italy. Tel: 010 392 481 4800  
Fax: 010 392 481 93013

**Illuma Lighting Ltd** 24-32 Riverside Way, Uxbridge, Middx UB8 2YF. Tel: 0895 272275 Fax: 0895 270024

**Import Development Ltd**

Unit 2, Rowntree Road  
Twickenham TW2 6RF  
Telephone: 081-755 0066 Fax: 081-898 2126

Import Development has a vast range of traditional Chinese table lamps, including seven different ranges of cloisonneware, a comprehensive range of openwork porcelain, many different types of blue and white reproduction antique porcelain, Fujian black lacquer lamps and a good selection of Czechoslovakian chandeliers.

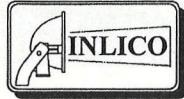


(B) (I) (J)

**Industrial Lighting Components Ltd**

Unit 1, 5-7 South Road  
Hockley, Birmingham B18 5LT  
Telephone: 021-554 6439 Fax: 021-554 3857

INLICO are major importers, distributors and manufacturers of components to the decorative lighting industry. All components are available ex-stock. Delivery is free nationwide. Our range includes lampholders, cable, terminal strip & crimp connectors, wired lampholders, cable cut to size, inline cord & dimmer switches, push & pull switches, grommets, cord grips, silicone sleeving, wiring instructions tape, maximum wattage labels, lock nuts, grip washers, allthread, couplers, finials, screw fixing packs, arms & bends, chain, knuckle joints, loops & rings, spring clips, brass balls, and much, much more.

**Interiors 1900**

54-56 Mill Place  
Kingston-upon-Thames, Surrey KT1 2RL  
Telephone: 081-546 6234 Fax: 081-549 2102

Interiors 1900 are specialists in period style lighting. Products include art nouveau and art deco figurine lamps, tiffany lighting, art glass lamps and antique style brass, verdigris and bronze table lamps and pendants. Halogen lights in traditional style have recently been added to the range. New products are continually being sourced from both in the UK and from all over the world. Products can be seen at our showrooms at head office and in Dongen in Southern Holland.



(B) (C) (D) (E) (I)

**Ipris International Ltd**

Ipris House, Pendle Street,  
Barrowford, Lancs BB9 8PH  
Telephone: 0282 697777 Fax: 0282 699929



Manufacturers, importers and distributors of decorative lighting, soft furnishings and wallcoverings

(A) (B) (C) (D) (E) (F) (G) (H) (I) (J)

**Jeremy & Co Lampshades Ltd**

Stafford Court, Stafford Road  
Fordhouses, Wolverhampton WV10 7EL  
Telephone: 0902 397201 Fax: 0902 397202

Jeremy & Co are manufacturers of fine quality made lampshades with today's interiors in mind, our fabric range of both floral fabrics and plain fabrics are chosen from some of the finest ranges of material available today.

We are able to select from a very wide range of trimmings to match or colour co-ordinate with the designs. Whether the choice is ours or yours, we are very flexible on design and are able to cater for individuals, multiple outlets and export customers, at the same time retaining our excellent quality and service.

(C) (I) (J)

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

**Ismos S P A** Via Torino 5, 51011 Borgo A Buggiano, Pistoia, Italy. Tel: 010 39 5 723 2985 Fax: 010 39 5 723 2989

**Jackson & King Ltd** Old Maltings, East Street, Olney MK46 4DH. Tel: 0234 711 269 Fax: 0234 240313

**James Hackett (Ireland) Ltd** Ballymount Industrial Estate, Walkinstown, Dublin 12, Republic of Ireland. Tel: 010 353 31 50 0801 Fax: 010 353 31 50 2172

**D A Jones Ltd** Brinksway House, Stockport Road, Stockport SK3 0HZ. Tel: 061 474 7071 Fax: 061 477 3351

**Joseph Brant Ltd** Unit 19 Willow Court, Crystal Drive, Smethwick, Warley, West Midlands B66 1RD. Tel: 021 541 2108

**K V T Kristall Ltd** 46 Horsebrook Lane, Brewood, Staffs ST19 9EF. Tel: 021 326 6094 Fax: 021 327 2816

**PRODUCT CODING**

(A) Outdoor Lights	(B) Chandeliers & multi arm fittings	(C) Pendant & single light fittings	(D) Flush fittings	(E) Floor lamps
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(K) Novelty & effects lighting	(L) Lighting controls	(M) Dec. fluorescent fittings	(N) Security lighting	(O) Low voltage lighting

## List of members

**Keith de la Plain Ltd** Milroy House, 19-21 High Street, Tenterden TN30 6AP. Tel: 05806 5177 Fax: 05806 5200

**Kohinoor Lighting** Shop 8, 14 Birmingham Road, Dickensonville, Vereeniging 1939, South Africa. Tel: 010 27 16 51 4293 Fax: 010 27 16 51 1429

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

**L & M Lighting Ltd** Unit 2 Aylesbury Business Centre, Chamberlain Road, Aylesbury HP19 3DY. Tel: 0296 392348 Fax: 0296 392360

**L R Products** 275 Meanwood Road, Leeds, Yorks LS7 2JD. Tel: 0532 454435 Fax: 0532 454435

**Laguna Light SRL** Via Bosca 1/A, 31050 Badoero, Treviso, Italia. Tel: 010 39 422 739 141 Fax: 010 39 422 739 514

**Lamps & Lighting Ltd** Lighting House, Lomax Street, Great Harwood, Blackburn BB6 7DJ. Tel: 0254 883300 Fax: 0254 889957

**Lampshade Designs** 11-2 Sapcote Trading Centre, 374 High Road, London NW10 2SS. Tel: 081 459 0367 Fax: 081 451 7907

**Lancraft Ltd** Lionel Works, Arthur Road, Hay Mills, Birmingham B25 8HA. Tel: 021 772 8166 Fax: 021 772 8166

**Landalls Ltd** Harton Street, Deptford, London SE8 4DQ. Tel: 081 692 5127 Fax: 081 469 0332

**Langley Lighting** Unit 3 Clipstone Brook Ind Park, Cherry Court Way, Leighton Buzzard LU7 8TX. Tel: 0525 850563 Fax: 0525 851623

**Laura Stevens Lighting** Tunwell Mills, Victoria Road Ind Est, Eccleshill, Bradford BD2 2HE. Tel: 0274 640044

**Ledu Ltd** Unit 6 Kennet Road, Crayford, Kent DA1 4QN. Tel: 0322 557529 Fax: 0322 559059

## Lighting & Electric Components Ltd



Unit 1A, Bill House, 222 Soho Hill, off Villa Road Hockley, Birmingham B19 1AP Telephone: 021-554 9924 Fax: 021-554 5243

We are one of the largest importers, distributors and manufacturers to the lighting industry.

We carry an extensive range of products including those listed below: Brass phenolic lampholders, allthreads, knuckle joints Brass Balls for arms, Low voltage lampholders, Locknuts, washers (all types). Our range of cables are all to British Standards harmonised. Our skills are to be able to process any type of cable and fit it to any type of lampholder you require.

Our new and comprehensive catalogue is now available. Please telephone or fax us your requirements.

WE ARE IN WHEN OUT - MOBILE 0850-292-327

(C) (F) (O)

**HG Lesser & RF Pavey (Imp) Ltd** Unit 20, Dartford Trade Park, Powder Mill Lane, Dartford, Kent DA1 1NX. Tel: 0322 279225 Fax: 0322 279586

**Liberty Retail Ltd** 210/220 Regent Street, London W1R 6AH. Tel: 071 734 1234 Fax: 071 734 8323

**Lighting Import Agents** 18A - 20 Baker Street, London W1M 1DE. Tel: 071 935 7336-9 Fax: 071 935 6811

**Lightstyle Products Ltd** Lumino House, Lovet Road, The Pinnacles, Harlow, Essex CM19. Tel: 0279 453928 Fax: 0279 626101

**Lightscene Ltd** 'C' House, Riverside Avenue, Lightwater, Surrey GU18 5RU. Tel: 0276 52054 Fax: 0276 52080

**Lighting Up Ltd** 10 Canal Street, Stockport, Cheshire SK1 3BZ. Tel: 061 480 6262 Fax: 061 480 7205

**Litcraft Lighting** Seaward Street, Kinning Park, Glasgow G41 1LE Tel: 041 429 2222 Fax: 041 429 5555



## Lampways Ltd

Allenby House, Knowles Lane  
Bradford BD4 9AB  
Telephone: 0274 686666 Fax: 0274 651042

Lampways are one of the nations largest independent lamp suppliers. With over 2000 different lamp types in stock in our central warehouse we are able to service the replacement lamp needs of the nations lighting specialists. If you are interested in maximising your margins and would like one of our salespeople to call to explain how the Lampways range of lamps and added value products can contribute to your business growth, then do not hesitate to contact us.

(A) (G) (L) (N)

## PRODUCT CODING

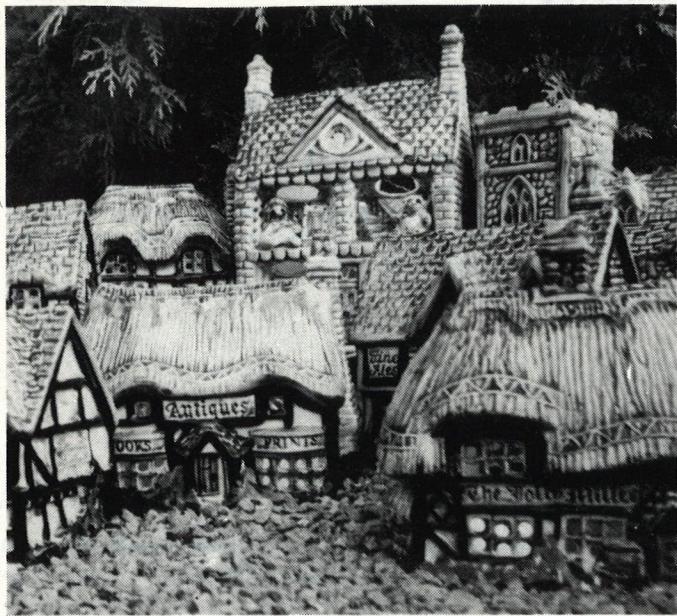
(A) Outdoor Lights	(B) Chandeliers & multi arm fittings	(C) Pendant & single light fittings	(D) Flush fittings	(E) Floor lamps
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## S. Lilley & Son Ltd

80 Alcester Street  
Birmingham B12 0QE  
Telephone: 021-622 2385 Fax: 021-666 6148

The only independent UK manufacturer of brass lampholders and accessories for the light fittings industry. The range includes B15, B22, E14 and E27 lampholders, ready wired units, tube spacers and bends, an extensive range of assembly components and wooden lamp bases. Large stocks are maintained to enable prompt delivery and to service customers requirements. The production base also has the capacity to manufacture pressings and tuned parts to customers own specification. All enquiries and orders receive our prompt and personal attention.

# Historic Britain



handpainted pottery lamps from  
*Fowler Pottery*  
20 Mossbury Road  
London SW11 2PB  
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LIGHTING LTD.

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## THE LIGHTING RETAILER CUSTOMER CARE & PRODUCT KNOWLEDGE FOUNDATION STUDY COURSE

Over 100 students have already successfully completed this essential, fact filled correspondence course. Specially written by experts for lighting retailers and their staff. Packed with information, topics covered range from Basic Electrical Knowledge, to Selling Techniques, Home Lighting Design, Safety and The Law.

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LA BUYER'S GUIDE 93/94

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**The London Trend Lighting Co Ltd**

3-5 Coxtie Green Road, Pilgrims Hatch  
Brentwood, Essex CM14 5PN  
Telephone: 0277 374247 Fax: 0277 374949

London Trend Lighting, with 27 years manufacturing experience, offer an extensive range of domestic lighting including pendant shades, table lamps and floor standards. A wide selection of wood and ceramic bases are available and we produce both soft and hard shades. We also offer a make-up service for co-ordinating shades with ranges of bedding etc.

(C) (D) (E) (I) (J)

**Luckswitch Lighting Limited**

St Columb Industrial Estate  
St Columb, Cornwall TR9 6SF  
Telephone: 0637 880015 Fax: 0637 881229

Distributors of Fosnova commercial lighting products. Distributors of Disano commercial, industrial and outdoor lighting fittings. Distributors of Grossman mains and low voltage surface mounted lighting fixtures. Manufacturer of circular fluorescent fittings.

(A) (C) (D) (G) (H) (M) (O)

**Lui's Collection**

Unit 6, Ampthill Business Park, Station Road  
Ampthill, Bedfordshire MK45 2QW  
Telephone: 0525 840200 Fax: 0525 840777

Recognised in the trade as a well regarded importer, Lui's Collection continues to bring out new ideas, designs and colours each year for their collection of single glaze, crackle glaze and handpainted porcelain table lamps. The Miami Range, an exciting new range of 'Italian style' lampbases, launched at the Light Show are now in stock. Lui's Collection has also expanded on their hand-made silk shades. You can order from stock their wall light silk shades, half shades as well as a range of ivory, oyster and colour silk shades with gold lining. Catalogues are available on request.

(I) (J)

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**MDC International Limited**

Unit 2, Victoria Industrial Estate,  
Victoria Road, London W3 6UU  
Telephone: 081 992 4641 Fax: 081 993 8539

As Europe's leading lighting materials supplier for over 50 years, MDC has built up an extensive range of complimentary products suitable for both hard and soft shade manufacture and have a number of exciting new fabrics which form the basis of our pleated range of products. Our range of lampshade manufacturing machinery is very extensive.

**Loxton Lighting Ltd** Daytona House, Carlisle Road, Pudsey, Leeds LS28 8PL. Tel: 0532 561147 Fax: 0532 393146

**Luxo UK Ltd** 4 Barmeston Road, Catford, London SE6 2UX.  
Tel: 081 698 7238 Fax: 081 698 6134

**M & F Products Ltd** Wandle Mills, Bridle Path, Beddington, Croydon CR9 4NP. Tel: 081 688 1645 Fax: 081 688 2948 (see page 35)

**M K Electric** Shrubbery Road, Edmonton, London N9 0PB.  
Tel: 081 803 3355 Fax: 081 803 2759

**Macclamp UK Ltd** Bell Lane, Studley, Warwickshire B80 7LT. Tel: 0527 854812 Fax: 0527 852998

**Maestro Lite Ltd** 5 Argall Avenue, London E10 7QD.  
Tel: 081 539 0233 Fax: 081 558 2718

**M Marcus Limited** Unit 7 Blackbrook Ind Estate, Peartree Lane, Dudley, West Midlands DY2 0XW. Tel: 0384 457900  
Fax: 0384 457903

**Mahon Furnishings Ltd**

Brownhill, Irvinestown  
Fermanagh, N. Ireland  
Telephone: 03656 21384 Fax: 03656 21945

Mahon Furnishings are sole distributors for the unique range of table lamps and mahogany standard lamps manufactured in Ireland by Mahoona Lighting. The range is complemented with an attractive collection of lampshades, hand painted ceramic accessories, including vases, plant pots, columns, fruit bowls, photo frames etc.

(B) (E) (H) (I) (J)

**Martin Dannell & Co. Ltd**

Grosvenor Works, Mount Pleasant Hill  
London E5 9NE  
Telephone: 081-806 8662 Fax: 081-806 7180



We are suppliers of lampshade materials. We manufacture and produce fabrics, laminates on rolls, cut sheets and in pleats, and matching tapes and trimmings. Our pottery in Norfolk produces a range of bases to match our fabrics. With all our laminates and bases, we will be happy to attend to your individual needs. Call us on 081-806 8662.

**Micromark**

550 White Hart Lane  
London N17 7RQ  
Telephone: 081-881 2001 Fax: 081-889 3615

**micromark**  
QUALITY THAT'S GUARANTEED

Micromark is one of the largest and most respected companies in the lighting industry, with a catalogue of over 300 fittings, including chandeliers, pendants, wall brackets, ceiling luminaires, spotlights, floor and desk lights, downlights and low voltage lighting, and a wide range of outdoor and security lighting. This is backed by massive stockholdings (delivery in days, rather than months), top-quality packaging, free unpriced catalogues, and a host of promotional, point-of-sale and graphic materials to make the retailers selling job easier.

Micromark is a member of the Code of Practice Scheme.

(A) (B) (C) (D) (E) (F) (G) (M) (N) (O)

**The Modern Lighting Company**

Brake Shear House, 164 High Street

Barnet, Herts

Telephone: 081-449 3556 Fax: 081-449 3556

The Modern Lighting Company established for over 25 years manufactures modern ranges of domestic decorative lighting fixtures together with a number of special lighting fittings. The standard ranges are marketed through both the retail trade and wholesale distributors whilst the special lighting products are either designed by The Modern Lighting Company to suit client's particular needs and specifications or manufactured exactly to client's drawings. The special products department is particularly active in the production of spotighting for the portable exhibition stand industry in both 12 and 240 volt products.

(B) (C) (D) (F) (G) (O)

**Masons Ironstone** Broad Street, Hanley, Stoke on Trent ST1 4HH. Tel: 0782 264354 Fax: 0782 260888

**Massive UK Ltd** Castle Road Euroline Commercial Park, Sittingbourne, Kent ME10 3RN. Tel: 0795 424442 Fax: 0795 420779

**MEM Limited 250V** Whitegate, Broadway, Chadderton, Oldham OL9 9QG. Tel: 061 652 1111 Fax: 061 626 1709

**Metal & Arts (1982) Ltd** 26 Newman Street, London W1P 3HA. Tel: 071 580 3642

**J H Miller & Sons Ltd** Fallons Road, Wardley Industrial Estate, Worsley, Manchester M28 5NJ. Tel: 061 794 6013 Fax: 061 794 2834

**Montrose International Ltd** 10 Ponders End Ind Est, Duck Lees Lane, Mollison Avenue, Enfield EN3 7NJ. Tel: 081 804 1077 Fax: 081 443 5871

**Moss Lighting Ltd** 44/45 Bishopsgate Street, Edgbaston, Birmingham B15 1ES. Tel: 021 643 0529 Fax: 021 633 4576

**Metalarte, S.A.**

Auda De Barcelona 4  
08970 Sant Joan Despi  
Telephone: (3) 477 0069 Fax: (3) 477 0086

Manufacturers of ceiling lamps, wall brackets, floor and table lamps of fine design and high quality

(C) (E) (F) (I)

**W. Moorcroft Plc**

**MOORCROFT**

Sandbach Road, Burslem  
Stoke-on-Trent ST6 2DQ

Telephone: 0782 214323 Fax: 0782 283455

Moorcroft Pottery is made by hand in England for collectors around the world. MOORCROFT have a unique range of table lamps which are available with or without shades which have trim colour coordinated with the bases. Moorcroft designs and colours will blend into most interior decor making Moorcroft lamps a marvelous gift both for others or even one's self. A fully illustrated colour catalogue is available from dept LEN at the above address.

(I)

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**J & M Parker Ltd**

9 New Summer Street  
Birmingham B19 3QN  
Telephone: 021-359 8897 Fax: 021-359 4497

For over 30 years J & M Parker Limited have been producing fine brassware. In the last 10 years we have specialised in brass table lamps, giving us probably the largest range of quality British made portable luminaires available in the UK. Only the highest grade materials and components are used ensuring quality and compliance with British Standards. We regularly introduce new products of consistent high quality to meet the changing market demands, and have established an enviable reputation at home and overseas. Please contact us for a copy of our latest catalogue or arrange a visit to our showroom.

(C) (I) (J)

**Philip Salter & Son Limited**

Cobden Mill, Gower Street  
Farnworth, Greater Manchester  
Telephone: 0204 707277 Fax: 0204 861890



Philip Salter and Son Limited are a long established manufacturer of quality lampshades using laminated and unlaminated materials to make soft lined shades, coolies, drums, panel shades, pendant shades, uplighters. Rigid pleats etc. Supplied with or without lamp bases.

An in-house design facility is constantly introducing innovative ideas. We also manufacture gimbels and frames and have a large coating plant facility with capacity available for all your requirements.

(I) (J)

**Peter Martin Lighting Design Ltd** 36A Dashwood Avenue, High Wycombe, Bucks HP12 3DU. Tel: 0494 464363  
Fax: 0494 462413

**Philips Lighting** 420 London Road, Croydon, Surrey CR9 3QR. Tel: 081 689 2166 Fax: 081 684 0136

**Piggery Pottery** Glyn Rhonwy, Llanberis, Caernarfon LL55 4EL. Tel: 0286 872529 Fax: 0286 870961

**Poole Lighting Ltd** Cabot Lane, Creekmoor, Poole BH17 7BY. Tel: 0202 697344 Fax: 0202 600166

**C & H Powell (Meopham) Ltd** 12 Haven Close, Istead Rise, Meopham DA13 9JR. Tel: 0474 832367 Fax: 0474 812313

**J N Preedy Ltd** Unit 12 Camberwell Trading Estate, 117/119 Denmark Road, London SE5 9LB. Tel: 071 737 0351  
Fax: 071 737 2787

**Premier Decorations Ltd** Premier House, Brember Road, South Harrow, Middx HA2 8BD. Tel: 081 423 7890 Fax: 081 423 5232

**Pressac Ltd** Acton Grove, Long Eaton, Nottingham NG10 1FW.  
Tel: 0602 461600 Fax: 0602 460552

**R V Lamps Ltd** Victoria Works, Sion Street, Radcliffe, Lancs M26 0SB. Tel: 061 723 5039 Fax: 061 724 9078

**Rain Ltd** 26 Voltaire Road, London SW4 6DH. Tel: 071 498 7351  
Fax: 071 498 0893

**Reader's (IOW) Ltd** 79 Place Road, West Cowes, Isle of Wight PO31 7AF. Tel: 0983 292131 Fax: 0983 269042

**W Reeves & Co (Badges) Ltd** t/a C Hughes & Co, 34/35 Tenby Street, Birmingham B1 3EE. Tel: 021 236 3839  
Fax: 021 236 3731

**Reflective Lighting Ltd** Empson Road, Eastern Industry, Peterborough PE1 5UP. Tel: 0733 310776 Fax: 0733 890058

**Reggiani Ltd** Giltland House, 12 Chester Road, Borehamwood WD6 1LT. Tel: 081 953 0855 Fax: 081 207 3923



**Quality Lighting Design**

Unit 44, Flaxley Road  
Stechford, Birmingham B33 9AL  
Telephone: 021-608 8881 Fax: 021-608 8882

We are a manufacturing company specialising in the production of high quality brass decorative lighting. We have a large range which is available from stock. We are able to supply this range finished in Brush Bronze, Verdigris, White or Chrome to order. We also undertake special commissions for contract installations. By using our new electronic control gear, we can offer multi-arm chandelier and matching wall brackets for low energy applications and emergency lighting without the need for bulky housings for ballasts and with the benefits of high frequency operation.

(B) (C) (D) (E) (F) (G) (I) (N) (O)



**Ringslade Plastics Ltd**

Angel Road Works, Angel Road  
Edmonton, London N18 3BE  
Telephone: 081-807 0665 Fax: 081-884 1161

Injection moulded coolie shades.  
Injection moulded pendant fittings.  
Custom injection mouldings.  
Louvers and diffusers injection moulded.

(C) (J)

**PRODUCT CODING**

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**R&S Robertson Limited**

36 Bankhead Drive, Edinburgh  
EH11 4EQ. Scotland  
Telephone: 031-442 1700 Fax: 031-442 4356



Our company are manufacturers and suppliers of decorative lighting, offering a wide selection, covering all aspects of lighting. We have the capability to produce custom made fittings, our experienced team of lighting consultants having the ability to work closely with consultants, architects and designers. Our latest catalogue 'The Art of Enlightenment' is accepted both nationally and internationally as one of the finest in the industry, not only for the presentation, but as a working document. All this, combined with our excellent service to our customers, makes us the decorative lighting company to depend upon.

(A) (B) (C) (D) (E) (F) (I) (J) (M) (O)

**Renker Ltd** 15 Blacklands Way, Abingdon Ind Park, Abingdon OX14 1DY. Tel: 0235 554100 Fax: 0235 534770

**Ring Lighting** Gelderd Road, Leeds LS12 6NB. Tel: 0532 791791 Fax: 0532 638708

**Rochamp Ltd** Unit 5 Shaftesbury Ind Centre, The Runnings, Cheltenham GL51 9NH. Tel: 0242 525385 Fax: 0242 227546

**P Ruddiman Ltd** Ashbrow Mills, Sheepbridge, Huddersfield HD2 1DT. Tel: 0484 516705 Fax: 0484 547586

**Russel Electrics Ltd** 43/45 Grays Inn Road, London WC1X 8PP. Tel: 071 405 1052 Fax: 071 242 3567

**Russell Lowe Ltd** Unit 26 Broomhills Ind Est, Braintree, Essex CM7 7RW. Tel: 0376 45825

**Saville E S Ltd** 24 Longfellow Road, Worcester Park, Surrey KT4 8BB. Tel: 081 337 0874 Fax: 081 337 4107

**C Sandberg & Son Ltd**

Felnex Road, Cross Green Ind Estate  
Leeds LS9 0SS  
Telephone: 0532 492755 Fax: 0532 484519

Endon Lighting is renowned throughout the industry for its comprehensive product range at realistic, affordable prices. Constant enhancement of the range, in line with current market trends, in the volume mid-sector of the decorative market has enabled Endon to show steady growth in recent years. Construction is well advanced for a new 25,000 sq ft distribution centre adjacent to the existing warehouse and office complex. This investment in the future will make sure Endon continue to progress well into the next century offering a high level of service and commitment to excellence.

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**Searchlight Electric Ltd**

Water Street  
Manchester M3 4JU  
Telephone: 061-834 5452 Fax: 061-832 0316

Searchlight is a leading manufacturer and distributor of all decorative lighting products. Our 20,000 sq. ft. showroom and 200,000 sq. ft. warehouse are conveniently situated just off the M62 in Manchester. Unique to the industry we have our own manufacturing plant, quality control department and national sales representation. Whether it is a budget lampshade, a glittering crystal chandelier, recessed, low energy, outdoor or indoor, we are the specialists.

(A) (B) (C) (D) (E) (F) (G) (I) (J) (N) (O)

**Saville Pottery Ltd** Unit 7C Whitebridge Ind Est, Whitebridge Lane, Stone, Staffs ST15 8LQ. Tel: 0785 818626 Fax: 0785 812114

**Scurrey Shades** 51 Market Hill, Maldon, Essex CM9 7QA. Tel: 0621 855519

**J Segal (Electrical) Co Ltd** Unit F, Harbet Road, Lea Valley Trading Est, Edmonton, London N18 3LD. Tel: 081 884 3458 Fax: 081 884 3634

**Seitz & Co GmbH** Rohrauerstr. 70, Munchen 71, Germany D-8000. Tel: 010 49 89 78 90 68 Fax: 010 49 89 78 09 109

**Servlite UK Ltd** Servlite House, 9 Long Wood Road, Westinghouse Road, Trafford Park, Manchester M17 1PZ. Tel: 061 877 4254 Fax: 061 877 4255

**Shades of Glasgow** Unit B/B Project 9, McPhail Street, Glasgow G40 1nd. Tel: 041 551 9850 Fax: 041 554 5005

**Shelf Pottery Ltd** Gardiners Square, Denholm Gate Road, Hipperholme, Halifax HX3 8JR. Tel: 0422 205858

**Serva Lighting Ltd**

Europa House, Coronation Ave  
Harrogate  
Telephone 0423 371785 Fax: 0423 879736

We are specialists in brass and alabaster table lamps and fittings. Recent additions to our extensive product line up include bronze, silver and hand painted table lamps. For 1993 we have introduced a comprehensive range of soft and hard shades as well as award winning table lamps. Our success is based on a formula of value for money, British built, quality products, matched by a fast, efficient service. A full colour brochure is available. Just call our sales team.

(B) (C) (D) (E) (F) (I) (J)

## List of members

**Shire Wholesale Furnishings Ltd** 65 High Street, Colchester, Essex CO1 1DN. Tel: 0206 47163 Fax: 0206 47163

**The Silk Gate Collection** Foundation Units, 5 Westfield Road, Slyfield Ind Est, Guildford GU1 1RR. Tel: 0483 37752 Fax: 0483 31598

**Simon and Simon Lampshades Ltd** Fitzwarren Street, Salford, Manchester M6 5JF. Tel: 061 745 7985 Fax: 061 745 9856

**S Smith (Elec Fittings) Ltd** 85 Abercromby Avenue, High Wycombe, Bucks HP12 3BB. Tel: 0494 521667 Fax: 0494 444532

**Spearmark International Ltd** Howard Road, Eaton Socon, Cambs PE19 3ET. Tel: 0480 213633 Fax: 0480 217048

**Speights Ltd** Classic Works, Huddersfield Road, Mirfield, Yorks WF14 8BJ. Tel: 0294 494176 Fax: 0924 480691

**Squire Lighting Ltd** Hartford House, Weston Street, Bolton BL3 2AX. Tel: 0204 380813 Fax: 0204 382355

### Silver Lynx Leisure Ltd



10-11 Amber Business Village, Amber close  
Tamworth, Staffs B77 4RP  
Telephone: 0827 311888 Fax: 0827 311880

A comprehensive range of easily installed ceiling fans 36"-52" diameter, with or without light kit. Brass/cane or white, duomount or cannister style. Fully reversible action for summer or winter use. Conforms to all relevant standards (BS 3456/4533). Optional accessories include: light kits, down rods and wall mounted speed/light controls.

(L)

### Smithbrook Ltd

Smithbrook, Nr Cranleigh  
Surrey GU6 8LH  
Telephone: 0483 272744 Fax: 0483 267863

Smithbrook Lighting are creators of individually hand made iron lighting available in a variety of patinas and finishes. Our select group of customers can purchase from our comprehensive retail and contract ranges and designs vary from the small and delicate to the truly enormous and medieval with our own full in-house production facilities we can ensure that every product is of consistently high quality and delivered on time to our customer. For interior iron lighting Smithbrook are the specialists.

(B) (C) (E) (F) (I)

### PRODUCT CODING

(A) Outdoor Lights

(B) Chandeliers & multi arm fittings

(C) Pendant & single light fittings

(D) Flush fittings

(E) Floor lamps

(F) Wall brackets

(G) Spotlights

(H) Child appeal lighting

(I) Table lamps

(J) Lampshades

(K) Novelty & effects lighting

(L) Lighting controls

(M) Dec. fluorescent fittings

(N) Security lighting

(O) Low voltage lighting

### Spectrum Luminaires Ltd

Spectrum Luminaires Ltd.

*Lighting Distinction*

2-2 Stanmore Industrial Estate

Bridgnorth, Shropshire WV15 5HP

Telephone: 0746 761449 Fax: 0746 766445

Manufacturers and distributors of cast aluminium exterior lanterns, lamp posts and copper lanterns. Aluminium lanterns are chromate treated, carry a 20 year written guarantee and are laboratory tested for electrical safety and ingress protection; certificates available. Wall, corner, post top, ceiling, dusk to dawn and PIR versions. Members of the Lighting Association Code of Practice.

(A)

**Starlite (Chandeliers) Ltd** 127 Harris Way, Windmill Road, Sunbury on Thames TW16 7EL. Tel: 0932 788686 Fax: 0932 780283

**Straits Trading Co Ltd** Pendle View, Bournes Row, Hoghton, Preston PRR 0DR. Tel: 0254 854363 Fax: 0254 853400

**Strathearn Lighting** 49 Burrell Street, Crieff, Perthshire PH7 4DG. Tel: 0764 2509 Fax: 0764 3599

**Studen Products Ltd** Hedgehog House, Unit 8, Caldershaw Centre, Rooley Moor Road, Rochdale OL12 7N Tel: 0706 45225 Fax: 0706 50791

**Sussex Brassware Ltd** Napier Road, Castleham Ind Est, St Leonards on Sea TN38 9NY. Tel: 0424 440 734 Fax: 0424 853862

**Swan Lighting** Unit 12 Queens Court Ind Est, Greets Green Road, West Bromwich B70 9EL. Tel: 021 522 4733

**Swarovski UK Ltd** One The Boulevard, Blackmoor Lane, Watford, Herts WD1 8YW. Tel: 0923 816366 Fax: 0923 816005

### Summerbank Pottery (1970) Limited



38 High Street, Tunstall  
Stoke-on-Trent, Staffs ST6 5TH  
Telephone: 0782 834578 Fax: 0782 834412

Summerbank table lamps are most unusual in that they are models of pieces of furniture. For example a chaise longue, hall table, bookcase plus 4 others, which are an ornament in their own right. We also produce a small range of novelty lights ranging from a market stall to a tug boat. Brochures are available.

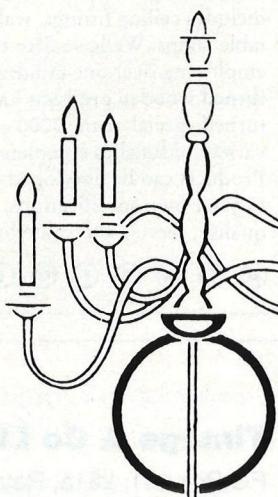
(I) (K)

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Exhibition Organiser,  
The Lighting Association,  
Stafford Park 7,  
Telford, Shropshire TF3 3BD.

Tel: 0952 290905 Fax: 0952 290906

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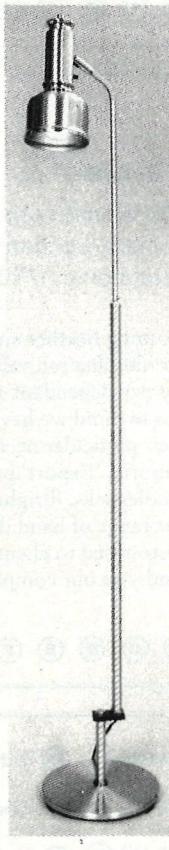
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LA BUYER'S GUIDE 93/94 31

## Supashades Ltd

Nelson Road, Nelson Industrial  
Cramlington, Northumberland NE23 9BL  
Telephone: 0670 735218 Fax: 0670 735017

Quality lampshades and pendant manufacturer. Wooden products manufactured in-house. Table lamps and standard lamps conform to LA code of practice. BS 5750 approved.

(C) (E) (I) (J)

**Synchron PSB** Unit 4D - 13/15 Anne Road, Smethwick, Warley, West Midlands B66 2NZ. Tel: 021 558 6137 Fax: 021 555 5473

**Take Ltd** 73 Prince of Wales Road, London NW5 3LT.  
Tel: 071 267 3937 Fax: 071 267 3997

**Tally Ho Lighting Co Ltd** Unit 31 The Cam Centre, 45 Wilbury Way, Hitchin, Herts SG4 0TW. Tel: 0462 438336 Fax: 0462 436669

**Tempus Stet Ltd** Trinity Business Centre, 305/309 Rotherhithe Street, London SE16 1EY. Tel: 071 231 0955 Fax: 071 252 3820

**F W Thorpe Plc** Merse Road, North Moons Moat, Redditch, Worcs WR7 4DJ. Tel: 0527 584058 Fax: 0527 584177

**Transomnia Ltd** Unit 3, Mahatma Ghandi Est, Milkwood Road, London SE24 0JF. Tel: 071 737 0260 Fax: 071 733 0984

**Trident Manufacturing Ltd** 95 Greengate, Salford, Manchester M3 7NG. Tel: 061 832 0212 Fax: 061 832 7171

## Tanner Lighting

Unit 4, Brunel Court, Enterprise Drive  
Four Ashes, Wolverhampton WV10 7DF  
Telephone: 0902 791386 Fax: 0902 791493

Manufacturers, importers and wholesalers. Range includes: brass fittings and wallbrackets; brass standards and table lamps; brass picture lights - range of finishes; hand made leaded outdoor lanterns; wood fittings; wall brackets and table lamps; hand finish wood standards; porch lanterns - low energy and low voltage range. Distributors for S. Smith Ltd, Endon, Squire and Noral.

(A) (B) (D) (E) (F) (G) (I) (J) (O)

## PRODUCT CODING

(A) Outdoor Lights	(B) Chandeliers & multi arm fittings	(C) Pendant & single light fittings	(D) Flush fittings	(E) Floor lamps
(F) Wall brackets	(G) Spotlights	(H) Child appeal lighting	(I) Table lamps	(J) Lampshades
(K) Novelty & effects lighting	(L) Lighting controls	(M) Dec. fluorescent fittings	(N) Security lighting	(O) Low voltage lighting

## Thurber Manufacturing Ltd

109 Bordesley Street  
Birmingham  
Telephone: 021-643 4677 Fax: 021-633 3557



Thurber have been manufacturing wooden components and domestic lighting for over twenty five years. Our lighting range includes ceiling fittings, wall lights, spotlights, standard lamps and table lamps. We have fifty thousand square feet of factory area, employing over one hundred people. We specialise in traditional turned wooden products and will happily produce the one off hand turned special or the 5000 automatically turned table lamps in a variety of finishes complete with shades and plugs. Products can be developed with our own design team or produced to your own specifications. Thurber has an excellent reputation for quality, service and value for money.

(B) (C) (D) (E) (F) (G) (I) (J)

## Timage & Co Ltd



PO Box 141, 261a, Rayne Road  
Braintree, Essex CM7 7QF  
Telephone: 0376 343087 Fax: 0376 347706

An exclusive range of solid brass casting lights. The range includes wall lights, desk lamps, ceiling lights and outdoor lighting. These Italian designed and manufactured lights are of the latest design and highest specification. Aesthetic yet functional, they will enhance the interior and exterior of any home, hotel, pub etc.

(A) (F) (G) (I) (O)

## Tindle

168 Wandsworth Bridge Road  
Fulham, London SW6 2UQ  
Telephone: 071-384 1485 Fax: 071-736 5630

Nothing finishes an interior more than its lamps and shades, both for illumination value and decoration. Final tuning of any room is so very dependant on the ultimate adjustment of its lighting. With this in mind we have tried to assemble a range to help clients with their particular needs. We offer 'weight' in our large hand-painted armorial 'Export' porcelain pieces, 'delicacy' with our fine candlesticks, 'brightness' with our cast crystal, and 'originality' with our range of hand decorated wooden bases. These can readily be customised to clients fabrics and colours. We would be happy to send you our complete catalogue upon request.

(B) (C) (D) (E) (F) (I) (J)

**Tridonic Ltd** Thomas House, Hampshire Int Business Park, Crockford Lane, Chineham, Basingstoke RG24 0NA. Tel: 0256 707000 Fax: 0256 707002

**Tyrone Crystal Ltd** Killybrackey, Dungannon, Co. Tyrone BT17 6TT. Tel: 08687 25335 Fax: 08687 262600

**Valsan (UK) Ltd** Unit 4 Eastmead Industrial Estate, Midhurst Road, Chichester, W Sussex PO18 0DB. Tel: 0243 53811 Fax: 0243 537942

**Vaughan** Unit 1 Ferriers Industrial Estate, Morie Street, Wandsworth, London SW18 1SL. Tel: 071 731 3133 Fax: 071 736 4350

**Vectase Ltd** Gorrels Way, Trans-Pennine Est, Rochdale OL11 9XX. Tel: 0706 341636 Fax: 0706 861332

**Vitrea (Merchants) Ltd** 1st Floor, 43/51 New North Road, London N1 6JD. Tel: 071 253 1625 Ext 22 Fax: 071 608 0869 (see page 35)

**Vogue Lighting Ltd** Station Works, Higham, Bury St Edmunds IP28 7DE. Tel: 0284 810569 Fax: 0284 811101

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

**D M Walker (Ltg) Ltd** Audby Lane, Wetherby, West Yorkshire LS22 4FD. Tel: 0937 580158 Fax: 0937 584153

**Walter Allen Ltd** Lagan Mills, Bridge Street, Lisburn, Co Antrim BT28 1XX. Tel: 0846 677111 Fax: 0846 660773

**Warminster Lighting Centre Ltd** Factory Lane, Warminster BA12 8LT. Tel: 0985 216624 Fax: 0985 215530

**Waterford Crystal (Ltg) Ltd** Butlerstown, Waterford, Irish Republic. Tel: 010 353 517 3311

## Wenlock Pottery

Sheinton Street, Much Wenlock  
Shropshire TF13 6HT  
Telephone: 0952 727600 Fax: 0952 728065



We offer a comprehensive range of earthenware lampbases in a wide variety of shapes and designs. We supply a large spectrum of the lighting community, from the small retailers to the large wholesale outlets. Any commissions considered.

①

## PRODUCT CODING

Ⓐ Outdoor Lights	Ⓑ Chandeliers & multi arm fittings	Ⓒ Pendant & single light fittings	Ⓓ Flush fittings	Ⓔ Floor lamps
Ⓕ Wall brackets	Ⓖ Spotlights	Ⓗ Child appeal lighting	Ⓘ Table lamps	Ⓛ Lampshades
Ⓚ Novelty & effects lighting	Ⓛ Lighting controls	Ⓜ Dec. fluorescent fittings	Ⓝ Security lighting	Ⓞ Low voltage lighting

## Wickshades Lighting Limited



Unit 5a, St Francis Way  
Shefford Industrial Park, Shefford, Beds SG17 5DZ  
Telephone: 0462 816321 Fax: 0462 815548

Specialists in the production of soft fabric lampshades, both lined and unlined. Experts in acrylic mouldings to customer specification and the manufacture of wall lights.

Ⓓ Ⓛ Ⓜ

## Wieland Electric Ltd



Unit 5, Riverside Business Centre  
Walnut Tree Close, Guildford, Surrey GU1 4UG  
Telephone: 0483 456262 Fax: 0483 505029

Wieland Electric manufacture a range of ST17/ST18 compact connectors for Lighting applications. ST18 connectors are designed to make the mounting of lighting devices easier, quicker and safer to install. ST17 is a 2 pole 50v connector system which is ideal for all low voltage applications. Moulded or rewireable connectors are offered to take up to 6mm<sup>2</sup> cable size. GST 18 connectors comply with IEC320 for use in domestic or similar applications and especially suited to connecting appliances directly to the mains.

Ⓓ Ⓛ Ⓜ

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

**Josiah Wedgwood & Sons Ltd** Barlaston, Stoke on Trent, Staffs ST12 9ES. Tel: 0782 204141 Fax: 0782 404402

**West One Ltd** Hillside House, Avon Dassett, Leamington Spa CV33 0AL. Tel: 0295 89402 Fax: 0295 89343

**Wilkins & Wilkinson (Elland) Ltd** Valley Mills, Park road, Elland, Yorks HX5 9HP. Tel: 0422 373783 Fax: 0422 310027

**Woodlust** The Old Coach House, Firlands, Burghfield Common, Reading RG7 3JW. Tel: 0734 833290 Fax: 0734 845680

**Yew Tree Manufacturing Ltd** 43 Yew Tree Lane, Yardley, Birmingham B26 1AP. Tel: 021 706 8153 Fax: 021 706 1786

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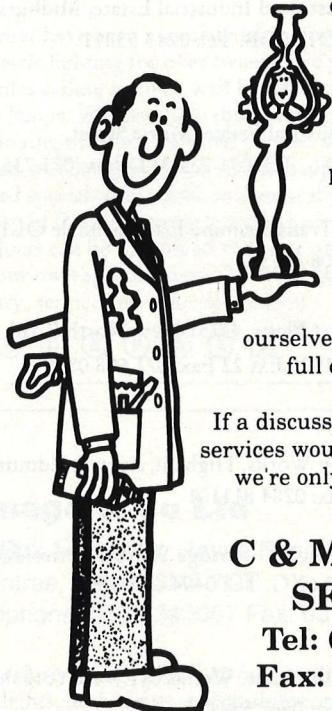
Richard Le Page, Manager.

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ASSOCIATION  
LABORATORIES

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Tel: 0952 290907  
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**Listed here are  
five extra entries to  
the alphabetical  
directory of  
Lighting Association  
Members**

**Crown Heritage  
International  
Limited**



Goonhavern, Truro  
Cornwall TR4 9QQ  
Telephone: 0872 573505 Fax: 0872 571203

Crown Heritage, a family run business with a life time experience in producing pottery, aims to satisfy customer requirements by manufacturing ceramic lamp bases of a high quality to specification.

We are capable of producing lamp bases ranging from traditional designs, in plain colours, to specific shapes decorated with exclusive patterns. They can be fitted with good quality brass fittings and polished wooden plinths. All electrical work is carried out in strict accordance with the lighting association code of practice safety requirements.

(I)

**C B Lighting & Co**



**C B Lighting & Co.**

8 Victoria Street  
Bristol, Avon BS1 6BN  
Telephone: 0272 262361

We are manufacturers of PVC backed shades and soft shades in numerous materials and make to customers special order. We distribute a very wide range of decorative lighting including security lighting and waterproof outside lighting. We specialise in table lamps with hundreds of differing types and materials, backed with sixty types of shades in wood, brass, onyx.

(A) (B) (C) (D) (E) (F) (G) (I) (J) (M) (N) (O)

**Chandelier Cleaning  
& Restoration  
Services Ltd**

Chandelier Cleaning & Restoration Services Ltd.

Gypsy Mead, Fyfield  
Essex CM5 0RB  
Telephone: 0277 899444 Fax: 0277 899642

The leading Company in the UK dealing with restoration of period chandeliers, wall lights and candelabra. We hold vast stocks of glass purely for our restoration use, ranging from contemporary to antique. Employing our own glass blowers and cutters enables us to match any component should it not be available from our stock. The extensive range of services available include on site maintenance and cleaning, offering free/deductable quotations. Winch installations also carried out by C.C.R.S. Ltd., personnel.

(B)

**M&F Products  
(Croydon) Ltd**



Wandle Mills, Wandle Road, Beddington  
Croydon, Surrey CR9 4NP  
Telephone: 081-688 1645 Fax: 081-688 2948

Lampshade frames, rings, shade carriers etc. are our speciality. We have been manufacturing these products for over 40 years and our quality and experience is first class. All frames can be supplied plastic coated in polythene or nylon. We also manufacture wire lemons for bulb clips and heavy gauge rings for general purposes.

(B) (C) (D) (E) (F) (G) (I) (J) (M) (N) (O)

**Vitrea (Merchants)  
Ltd**



43-51 New North Road  
London N1 6JD  
Telephone: 071-253 1777 Fax: 071-490 0088

A comprehensive range of Czech Lighting Products including Bohemia Crystal Chandeliers in styles Maria Theresa, cut crystal, plain crystal, light and heavy metal together with matching wall brackets all displayed in our showroom.

(B) (C) (D) (E) (F) (I) (J)

**PRODUCT CODING**

(A) Outdoor Lights	(B) Chandeliers & multi arm fittings	(C) Pendant & single light fittings	(D) Flush fittings	(E) Floor lamps
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(K) Novelty & effects lighting	(L) Lighting controls	(M) Dec. fluorescent fittings	(N) Security lighting	(O) Low voltage lighting

## members supplying unlisted products

**Anglia Spinners** Spinnings, pressings, turned parts, metal components in aluminium and brass.

**Arden Manufacturing (Birmingham) Ltd** British hand blown glass.

**Ashley & Rock Ltd** Luminaire support coupler, lampholders, ceiling roses, batten lampholders – all wiring equipment.

**A Attenborough & Co Ltd** Braids, fringes and tassels for lampshades.

**BSB-Orion Ltd** Metal spinnings and pressings. Components and parts.

**The British Crystal Lighting Company** Custom made fittings, cleaning and restoration.

**British Electric Lamps Ltd** Lamps.

**Buchanan Lighting Services** Chandelier parts in crystal, pressings, stamping, castings, in brass, steel, wood and alabaster.

**C & M Packing Services** Contract packing and assembly services.

**Candela Traditional Lighting Ltd** Cowl backlights, illuminated bollards and Victorian street lighting.

**Chandelier Cleaning & Restoration Services Ltd** Chandelier cleaning and restoration.

**Chandelier Specialist Lamps Ltd** Lamps for chandeliers and wall-lights.

**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.

**Crestworth Trading Ltd** Lava lamps and fibre optic lamps.

**Martin Dannell & Co Ltd** Materials for lampshades and pottery lamp bases.

**Dencon Accessories Ltd** Lampholders, flex, plugs, connectors, switches, switch sockets and other electrical accessories.

**Deta Electrical Co Ltd** Festoon lighting, Christmas lights, brass and moulded lampholders, flex.

**Elstead Lighting Ltd** Traditional exterior lanterns with PIR.

**Eterna Lighting Ltd** Strip lights for the furniture industry.

**Fantasia Ceiling Fans Ltd** Decorative ceiling fans with light attachments.

**GE Lighting** Lamps.

**Gold Crest Lampshades Ltd** Shade carriers.

**Golden Peacock Overseas Pvt Ltd** Brass and ceramic lampholders, brass turned parts, casting and swivels.

**Hartline Products** Brass castings, pressings, arms, glass, onyx/marble, cord sets, rise and falls and lampholders.

**E & EM Hughes** Light fittings assemblers, plug fitters.

**IMI Reeves** Lampholders in anodised aluminium, brass, brass-plated steel, ceramic and phenolic.

**Inlico** Control gear, floodlights and components.

**Shirley James (Incorp. Horrocks Shades Ltd)** Lampshades.

**D A Jones Ltd** Acrylic dome lampshades.

**KVT Kristall Ltd** Crystal/glass and metal components, chandelier frames and restoration pieces.

**Konstsmide UK Ltd** Christmas lighting.

**Lighting & Electrical Components Ltd** Cable, lampholders, fasteners, metal components and silicone sleeving.

**S. Lilley & Son Ltd** Lampholders and lighting accessories.

**M. Marcus** Light switches and brass door fittings.

**MDC International Ltd** Fabrics, laminates, trims and pleated sleeves for lampshades.

**M & F Products (Croydon) Ltd** Wire lampshade frames.

**MK Electric** Plug-in lighting accessories.

**Peter Martin Lighting Design Ltd** Pleated lampshades.

**Micromark** Electrical accessories.

**Mowbray Lighting** Victorian style lanterns, brackets and posts.

**Osram Ltd** Lamps.

**Philips Lighting** Lamps.

**Premier Decorations Ltd** Christmas indoor and outdoor lights.

**Pressac Ltd** Interconnect wiring systems, lights for furniture industry.

**Ringsalde Plastics Ltd** Injection moulded diffusers and louvres.

**Seitz & Co** Lampshade materials, machines and tools for lampshade manufacture.

**Silver Lynx Products/Crest** Ceiling fans with lights.

**Simon & Simon (Lampshades) Ltd** Wire lampshade frames and parts.

**Studen Products Ltd** Bakelite and brass wired lampholders and wiring assemblies.

**Tridonic Ltd** Transformers, chokes, ignitors and electronic ballasts and transformers.

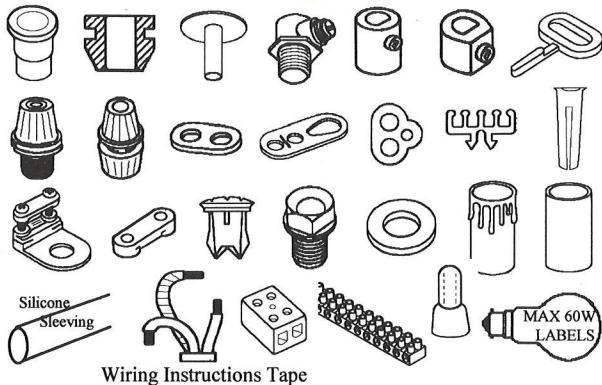
**Wieland** Design and maintenance of modular wiring systems.

**Wilkins & Wilkinson (Elland) Ltd** Metal spinnings and pressings.

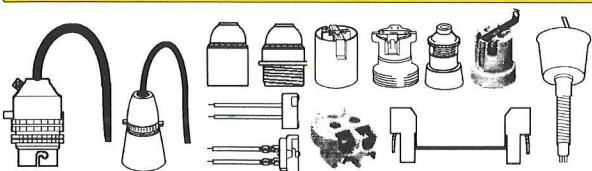


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We carry large stocks of  
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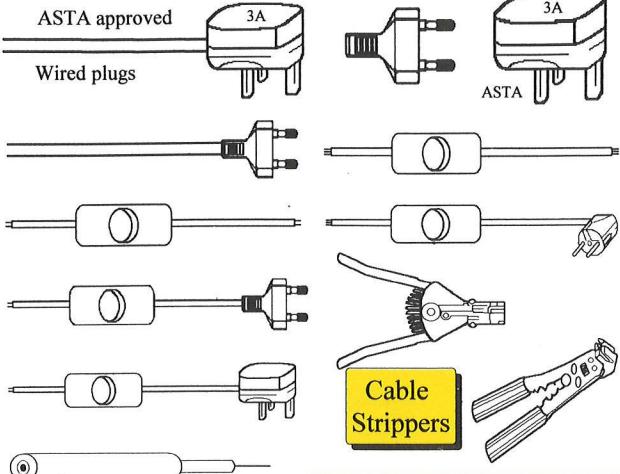


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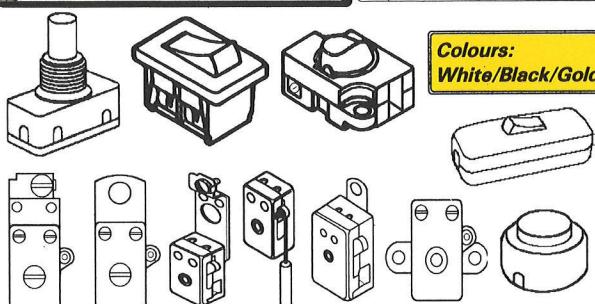
**Cable:** We carry a full range of lighting cable ex-stock. Cable is available cut to size and stripped to your specification. Please call our sales office for more details.



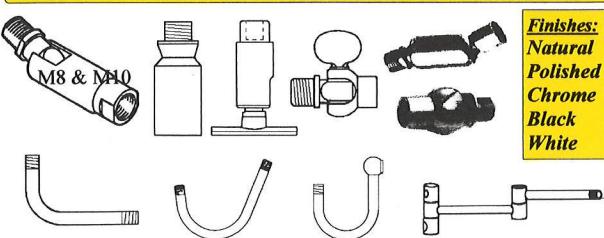
For Quality Service



**Push, Pull & Rocker  
Switches.**  
The Full Range  
Free Delivery Nationwide



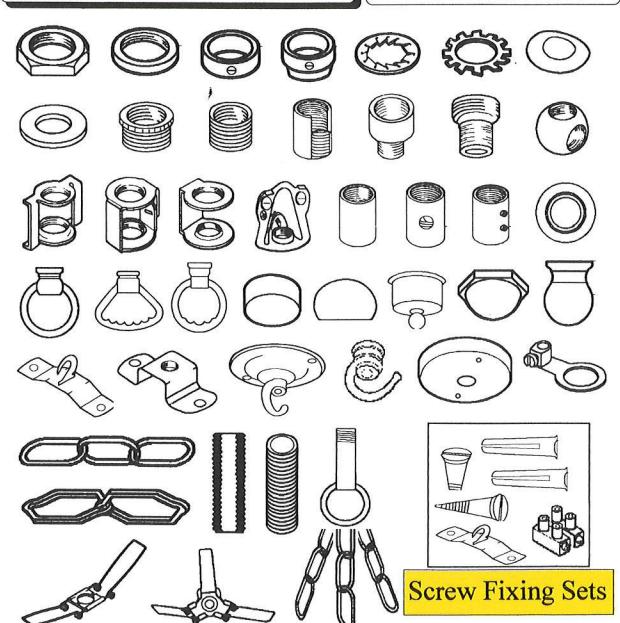
**\* Knuckle Joints, Arms & Bends \***



For Quality All Round



**Metal Components,  
Fasteners & Fixings.**  
A Comprehensive Range.  
Free Delivery Nationwide



Screw Fixing Sets



**Industrial Lighting Components Ltd.**

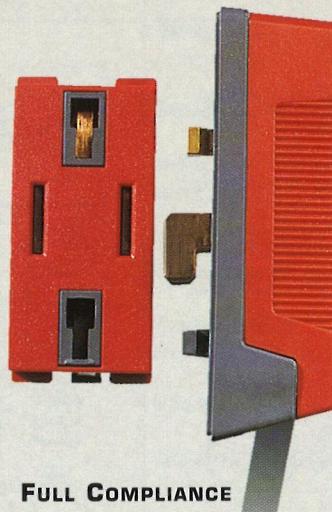
(Manufacturers, Importers & Distributors)

Unit 1, 5-7 South Road, Hockley, Birmingham B18 5LT.

Tel: 021 554 6439 Fax: 021 554 3857

# 10 million reasons for specifying

## KLIK



### TOTAL CONVENIENCE

KLIK is a unique modular plug and socket system for lighting and low power electrical installations. A simultaneous mechanical and electrical connection is achieved by latch contacts which can support light fittings up to 10 kilograms. Light fixtures can be plugged in or taken out in a second without circuit isolation and in absolute safety.

### FULL COMPLIANCE

So perfectly is it engineered, KLIK not only enables full compliance with the 16th Edition IEE regulations but also exceeds all relevant British Standards.

### MILLIONS WORKING

To satisfy differing applications **Ashley & Rock** produce five variants of KLIK (covering 2 amp, 6amp and 10amp) which includes the New KLIK LP, a 10 amp 240V fused plug range designed to be compatible with the revolutionary MODULA power control system. To date 10 million KLIK units have been sold within the UK and internationally to companies and institutions who have adopted the system. That's some recommendation!

## KLIK

LIGHTING THE WAY AHEAD

**Ashley & Rock**

Morecambe Road, Ulverston, Cumbria LA12 9BN, England.

Tel: 0229 583333 Fax: 0229 587659.

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