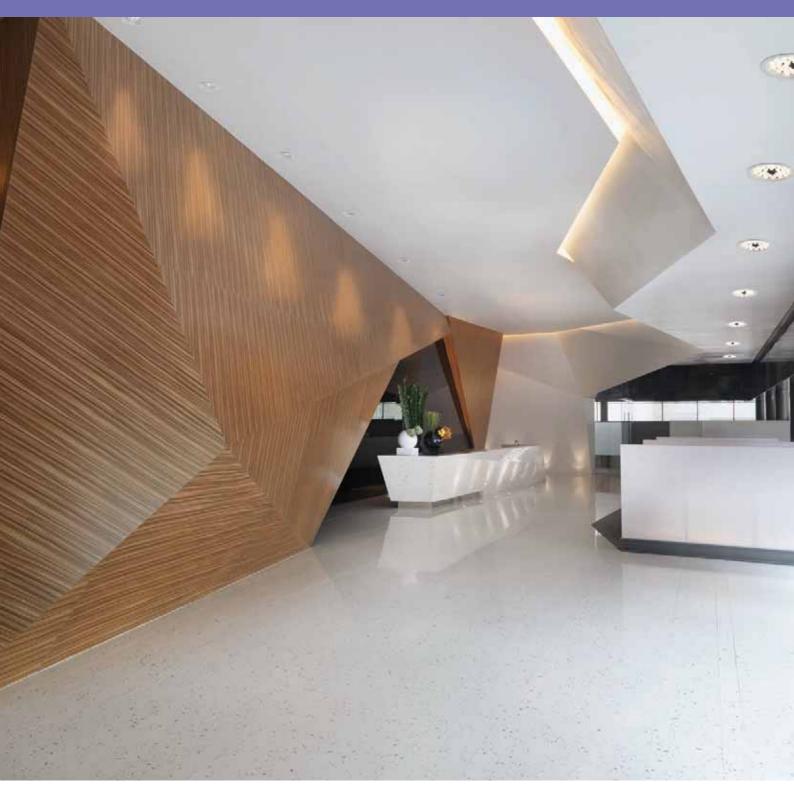
LIGHTPOINT

An ETAP publication | 2010



Flare downlights and spots



Save energy and increase visibility

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ETAP, specialist in the health care sector

Henk van Vliet (ING Real Estate Investment Management) receives the GreenLight Award from Paolo Bertoldi, GreenLight Programme Manager.



Save energy and increase visibility

With 6 new GreenLight Partners, ETAP lives up to its role as a Main Endorser. Moreover, three of our customers recently received the GreenLight Award 2010. As a GreenLight Partner, you not only save energy, but you also increase your visibility as a sustainable company.

Award-winning ETAP customers

In April the GreenLight Awards 2010 were handed out in Frankfurt. No fewer than three of the twelve award-winning companies are ETAP customers: Decathlon, E-on Hanze and ING Real Estate Investment Management.

New GreenLight Partners

The following customers have obtained the GreenLight Partner certificate:

- BST: Banc de Sang i Teixits (Spain)
- Mairie de Paris (France)
- Tropicana (France)
- Department of Ecology, Sustainable Development and Sea (France)
- Snecma (France)
- Vrije Middenschool, Zonhoven (Belgium)
- Modelim (France)
- Glaxo Smith Kline, Les Ulis (France)
- Domyos (France)
- Geologic (France)
- ETAP with Excellum (Belgium)

Will you be next?

ETAP helps you to become GreenLight Partner. Contact your ETAP adviser for details.

"Sustainable energy use has been one of our top priorities for many years. The GreenLight programme enables us to convey our vision in this respect to the outside world. It only makes us more aware of the need to treat the environment in a responsible manner. In most cases, the application of energy efficient lighting systems also appears to provide direct financial benefits."

Henk van Vliet (ING Real Estate Investment Management



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Kardó 60 – reflectors for energy saving and comfort

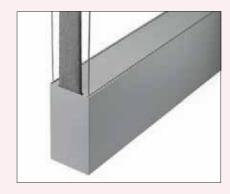
The 60mm version of modular light system Kardó is now also available with EQUILUM® reflectors. These reflectors – the most narrow ever developed by ETAP – combine high visual comfort with energy efficiency due to their advanced design and the use of highly reflecting HRSilver™ aluminium.

Endless light combinations

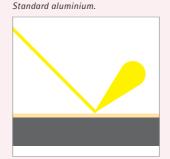
The Kardó series is known for its rigid design and high flexibility. Kardó enables you to use the same profile throughout the building – wall or ceiling mounted, suspended or recessed. It is also a modular system that accommodates all types of lighting (diffusers, reflectors, etc.) and technical modules (light control and emergency lighting). Modular light system Kardó is available in two widths: 90mm and 60mm.

High efficiency, also in small format

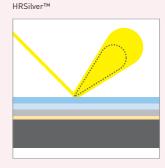
The 60 mm version is now also available with EQUILUM® reflectors. These reflectors guarantee uniform shielding in all directions and prevent disturbing peak luminances. The average luminance above the 65° cutoff angle is always less than 1000cd/m². The high efficiency (84%) and ingenious light distribution of the Kardó 60-reflectors allows you to obtain the desired light level with an ultra-slim profile.



The 60mm version of Kardó is now also available with the high quality EQUILUM® reflector in HRSilver™ aluminium.



A thin pure silver film provides an extremely high reflection factor (98%). This returns into a saving of 25% in comparison to standard aluminium.







[more info: www.etaplighting.com] leaflet: downloads > leaflets > Kardó 60 product data: products > lighting



Flare - breakthrough for LEDs in general lighting

ETAP's new Flare product family is a breakthrough in the use of LED lighting in offices, shops, reception and public spaces. The Flare downlights and spots are just as functional as the conventional compact fluorescent and halogen solutions, but they are more energy efficient and have a (much) longer life. In addition, the Flare luminaires have a unique, attractive design and a perfect finish.

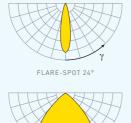
LED is revolutionary but requires experience

LED technology is becoming increasingly popular. This is only logical since LEDs have high efficiency and can – in a suitably designed luminaire – last for more than 50000 hours. Luminaires fitted with the current generation of LEDs also produce light intensities that are comparable to those of halogen or fluorescent lamps, making them a strong competitor to various traditional lighting applications. An additional advantage is that LEDs, unlike e.g. compact fluorescent lamps, instantly provide their full light output after switch-on.

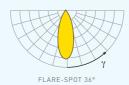
LEDs do however require special attention: because of the high luminances of the LEDs (up to 33 million cd/m²) it is important to properly shield the LEDs in order to prevent glare. Flare uses individual LEDs with patented lenses. They provide a specific light distribution for different applications and are extremely well mechanically shielded.

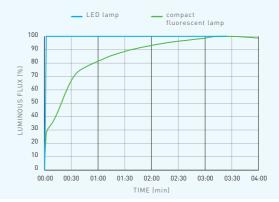






FLARE-DOWNLIGHT





Individual lenses control the light distribution and avoid glare.

Luminous flux at start up

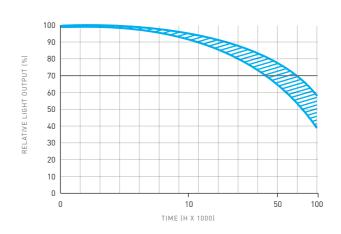




The specific shape of the heat sink ensures optimal heat dissipation.

Luminaire design for long-life

Because LEDs age faster at high temperatures, their lifetime is greatly dependent on the thermal management in the luminaires. That is why ETAP has devoted particular attention to the thermal design of the housing, which is technically a rather complex exercise because of the small dimensions of the luminaires. The specific form of the heat sink and the use of a special thermal foil ensure optimal heat dissipation, which accounts for the long lifetime and maximum efficiency of the LEDs.



Because of the limited internal temperature Flare LEDs have a lifetime of 50 000 hours.



A unique design concept

Flare spots and downlights have a similar design, so that both luminaires can easily be combined. Flare luminaires are available as standard in 4 colour designs or any RAL colour on request.

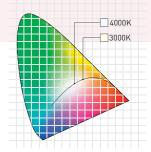
The Flare family





All Flare luminaires have the following common characteristics:

- Individual LEDs with lenses
- Lifetime of LEDs: 50,000 hours
- Instant full light output after switch-on
- Dimmable versions possible
- Contemporary design and perfect finish
- Available in 4 standard colour combinations: black-white, all white, black or gray version
- Available colour temperatures: 3000K and
- Easy installation or replacement: installation of housing without extra tools
- Low mounting depth



Flare luminaires are available in colour temperatures 3000K and 4000K



Flare-spot

Flare spots take full advantage of LED technology. The combination of the low energy consumption and high light output makes the spot an ideal alternative for halogen spots.

The specific luminaire design allows the Flare spots to be easily mounted in most existing ceiling recesses. Flare spot has a diameter of 98 mm and offers a wide and useful range.

- Available versions:
 - 3 LEDs: up to 311 lm (5W)
 - 4 LEDs: up to 407 lm (6W)
 - 7 LEDs: up to 709 lm (10W)
 (comparable light output to Halogen
 20W, 35W and 50W respectively)
- 3 beams (16°, 24° and 36°)
- Fixed and pivoting spot (25° tiltable, 350° rotatable)
 - Directional spots with rotating and tilting system for easy and perfect positioning
- Recess mounting in hollow and concrete ceilings
- Dimmable (1–10V, push dim) versions possible
- Available in 4 standard colour combinations: black-white, all white, black or gray version
- Every RAL colour is possible on request
- Available colour temperatures: 3000K and 4000K

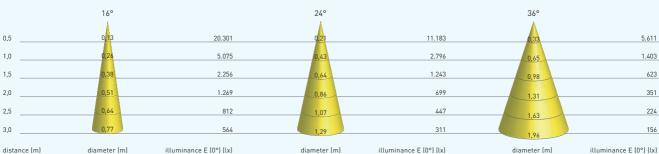
A superior alternative to halogen

COMPARISON BETWEEN 35W HALOGEN SPOT AND FLARE LED SPOT



- * at £ 0.09/kWh / € 0.10/kWh
- ** The LEDs have an expected lifetime of 50.000 h (rated when the level of light output is at 80 % of initial lumens)

PHOTOMETRY BEAMS (FLARE-SPOT 7 LEDS)



D4 - Flare-downlight



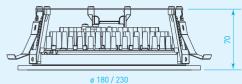


Toolless installation of Flare downlight; the LED module is mounted by means of a twist-and-lock mechanism.

Flare downlights (D4) have a unique design through the use of the patented EQUILUM® lens.

These lenses provide a specific light distribution and avoid glare. The ingenious luminaire design results in a mounting depth of just 70 mm. ETAP attributes in depth attention to the thermal management of the Flare downlight, which prolongs the expected lifetime. Thanks to this technical excellence ETAP offers 6 years of warranty on the Flare downlight (4 years on the electronic driver).

- Available versions:
 - 18 LEDs up to 1289 lumen
 - 35 LEDs up to 2489 lumen
- Individual LEDs with EQUILUM®-lenses. Flare meets the requirements of EN12464-1.
 - UGR ≤ 19
 - Luminance < 1000 cd/m² (65°)
 - Limited luminances in case of direct exposure (up to 50000cd/m², comparable with compact fluorescent lamp)
- Wide light distribution, i.e. fewer luminaires needed for uniform light distribution
- Dimmable versions possible (1–10V and DALI for 20W versions)
- Can be integrated with ELS daylight control and K9 emergency lighting
- Available in 4 standard colour combinations: black-white, all white, black or gray version
- Every RAL colour is possible on request
- Available colour temperatures: 3000K and 4000K



Flare downlight (D4): only 70 mm mounting depth

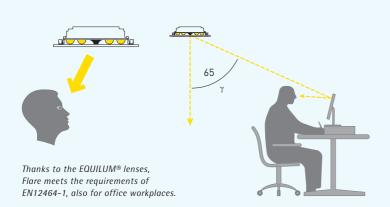




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Patented thermal management guarantees a long lifespan and high efficiency of the LEDs.

Visual comfort





Individual LEDs with patented EQUILUM® lenses provide a specific light distribution and avoid glare.

[more info: www.etaplighting.com] leaflet: downloads > leaflets > Flare product data: products > lighting



D9 - LEDs in classic downlight concept



Alongside the Flare downlights and spots, ETAP is launching the D9 series of LED downlights for functional lighting.

D9 has the appearance of a conventional downlight, but is fitted with a LED lamp (module). D9 also benefits from the long lifetime of the LEDs and provides instant full light output after switch-on.

D9 in a nutshell:

- Long life and instant light output
- Small diameter (173 mm) allows integration in any architecture
- Luminous flux of 1010 lumen or 1580 lumen with colour temperature of 3000K or 4000K
- Dimmable (DALI) versions possible
- Mounting depth 210 mm
- UGR ≤ 19 (1010 lm) or ≤ 22 (1580 lm)
- Luminance ≤ 1000 cd/m² (65°)



[more info: www.etaplighting.com] leaflet: downloads > leaflets > D9 product data: products > lighting



ETAP further extends softlight range

HaloOptics® for modern design

We have further extended our line of luminaires with HaloOptics® high efficiency diffusers. The SKY series have a round lamp shielding in a white painted cover. EHAD has a flat round lamp shielding. The perfectly illuminated diffuser adds a fresh and modern look to the luminaires.



High dust and water ingress resistance

The compact square EGLASS downlight guarantees high dust and water ingress resistance (IP65). The matt glass cover plate with decorative screen print design prevents a direct glare into the lamp.





High efficiency, rigid design

The PADEO is a new free-standing luminaire with rigid design for lighting your office. The luminaire has a high efficiency (up to 70%) and can upon request be supplied with additional sockets, switches and telephone / PC connections. PADEO illuminates your office in accordance with European standard EN12464.

[more info: www.etaplighting.com] product data: products > lighting







Integrated light control: the advantage of simplicity

For many years ETAP has been promoting light control systems which can be integrated into luminaires. These systems ensure that luminaires can be switched on or dimmed in function of local conditions of daylight or movement. ETAP continuously updates and improves these light control systems to enable maximum energy savings.



Movement Depending Switching (MDS)

A lot of energy can already be saved by simply switching lighting off, depending on the presence or absence of people. Such a control strategy is indicated for smaller spaces where daylight is limited. For these situations ETAP now has a new, smaller MDS-sensor. For applications at normal height (<3m) we can discreetly integrate the sensor into the luminaire.



Easy installation

As all other integrated light control systems we offer, MDS is preset in the factory. This makes installation very easy, no commissioning is required.









ADVANTAGES OF INTEGRATED LIGHT CONTROLS

Maximize your energy savings:

Integrated light controls offer very high energy efficiency. ETAP offers products for dimming or switching in response to the amount of available daylight and/ or on the presence of occupants in the immediate surroundings.

User acceptance:

User acceptance is high because of the perfect match between the light control and the immediate surrounding conditions.

Ease of design and installation:

The controls are integrated by ETAP into the luminaires, so that no specific study of the control strategy or the position of the sensors is required.

A neater ceiling:

The light controls are fully integrated into the luminaire housing or optical system. Because of their small size and appropriate design they will hardly be noticed.

Tailored:

We provide a wide range of sensors and together with good advice we can guarantee you the optimal solution for each application.

[more info: www.etaplighting.com]

leaflet: downloads > leaflets > Light control systems product data: products > Light control systems



K7 and K9: LEDs in emergency lighting

EVEN BETTER PERFORMANCE, EVEN GREATER CHOICE

LED technology has definitely taken its place in emergency lighting. Logical, because LED luminaires are more energy efficient and more compact then classical luminaires with fluorescent light source. Use of the appropriate photometry means you need fewer luminaires, which translates in less maintenance and cost savings.



K9 - Equipped with latest generation LEDs

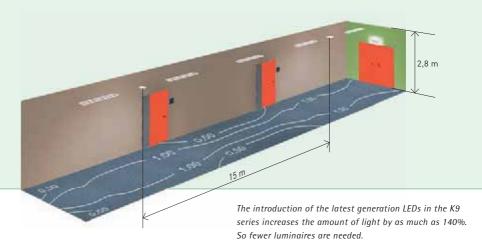
With the K9, we introduced a complete emergency lighting line based on LED technology already in 2004. Today, we equip the series with the latest generation LEDs.

Winning combination

The launch of the K9 series brought about a revolution in the market. The combination of LEDs and NiMH batteries (nickel metal hydride) resulted not only in efficient energy use and long service life, but also in a compact and attractive design, without any compromises in interdistances.

More light, fewer luminaires

The K9 series now comes with the latest generation LEDs. They produce up to 140% more light, so that even fewer luminaires are needed. The interdistance for escape route lighting is now 15 m at a mounting height of 2.8 m. For anti-panic lighting, only one luminaire is needed to achieve the required 0.5 lux on a surface of 196 m².







K7 – the most complete range for emergency lighting with LED

In 2009 we launched K7, an all-round series for emergency lighting with LEDs in a polycarbonate housing. Today the range is further extended.

High performance at great heights

In the K7 range you find escape route and anti-panic lighting solutions for high mounting heights. The escape route luminaires can be spaced up to 15 m apart. For the anti-panic lighting, only one luminaire is needed to obtain the required 0.5 lux on a surface of 144 m² at a mounting height of 6 m.



NON MAINTAINED 44 x 150 x 70 mm















Our full range of escape route and anti-panic lighting in the K7 series.

Other combinations are possible, for more information consult our catalogue.

Maintained lighting

We are also adding maintained emergency lighting to the K7 series. With maintained lighting a low energy consumption is essential, so we minimised this. With the use of a daylight sensor the emergency lighting is only switched on when not enough light is present.

Avoiding glare with comfort version

The comfort version is ideally suitable for places where maintained emergency lighting might disturb the field of vision – a real consideration when using LEDs. The specially designed diffuser prevents glare and offers excellent light performance.

Adapted for staircase lighting

Finally, there is now also a LED solution for staircase lighting. It guarantees the required 5 lux on the axis of the staircase over a 4,4 m distance.

[more info: www.etaplighting.com] leaflet: downloads > leaflets > "K7" and "K9"

white paper on LEDs: downloads > technical files > 'white paper' on LEDs product data: products > emergency lighting

No more stumbling in the movie theatre

"PASSAGE KINO" IN HAMBURG (RESTORED) IN ALL ITS SPLENDOUR

The ailing almost century-old movie theatre in Hamburg's Mönckebergstrasse was saved at the eleventh hour by Heinz Lochmann, who already operates cinemas at five other locations. The three cinemas were equipped with new comfortable seats, state-of-the-art digital and 3D technology, and new general and emergency lighting. For the renovation Lochmann's first aim was to preserve and reinforce the theatre's Art Deco atmosphere, for which he received active support from Wiebracht & Partner, the Hamburg-based design office.



ETAP provided:

- 37 x UW1 LED orientation luminaires
- 29 x K7 LED escape route and anti-panic luminaires
- 70 x K9 LED escape route and anti-panic luminaires
- 79 x D14 downlights

Photo top: dimmable UW LED luminaires for the cinema halls Bottom photo: The wide-angle light distribution of the LED escape route lighting is very well noticeable on the walls.

The developer selected UW LED luminaires for the cinema halls. The housings were painted black, rendering them virtually invisible in the dark hall. Also for emergency lighting the developer chose ETAP LED luminaires. Luminaires are dimmed via a light control system. This enables visitors to leave the hall in all safety also during the show, thereby preventing nuisance caused by unnecessary light.

For emergency lighting K7 anti-panic and escape route lighting were combined with K9 anti-panic lighting. Also in stairs and hallways K7 and K9 guarantees the safety of the visitors in emergencies.

ESM for central monitoring

For the renovation, the client again deliberately opted for the field-proven solution consisting of self-contained luminaires. The client chose to install the ESMweb system. ETAP's central monitoring and control system monitors the entire emergency lighting system of the movie theatre and automatically maintains a DIN EN 50172 compliant log book. ESMweb eliminates the need for manual logs, the person responsible for maintenance can at any time and from any location monitor the condition of the safety lighting at the movie theatre in the Mönckebergstrasse via an internet connection. This not only improves safety but also reduces running costs.

During the celebratory reopening on May 26th guests were impressed by the successful renovation and adequate lighting. The Hamburg film-goers seem to agree, as the number of visitors has grown steadily.





LED

Lighting at Pickenpack: Nothing to get hot about with E14/LED

Pickenpack is a fish processing company with a century-old reputation for quality. Originally a family run business, it produces and sells deep frozen fish and caviar under its private label. With an annual production of 70,000 t of fish, including 25,000 t of fish sticks, and 700 t of caviar, the company has developed into one Europe's leading players.

Cold chain

As soon as it is caught, the fish is processed and deep-frozen aboard the vessel. This marks the beginning of a continuous deep-freeze chain, from the high sea to the deep-freeze box in the retail trade. The fish, which is a temperature sensitive product, is stored at -30°C. The efficient lighting of these cold stores was, however, by no means straightforward.

Insensitive to the cold

Conventional lighting with fluorescent lamps is far from ideal at extremely low temperatures. Fluorescent lamps do not respond immediately due to their long warm-up time. In a deep-freeze environment, this type of lamp will therefore have to be lit continuously, regardless of whether the space is occupied or not. As a result, the lamp needlessly consumes power. Moreover, it continuously radiates heat, resulting in increased energy costs for cooling the stores. Finally, the luminous intensity drops considerably at extremely low temperatures and

the lifetime of the lamps is reduced under these conditions.

The solution: E14/LED

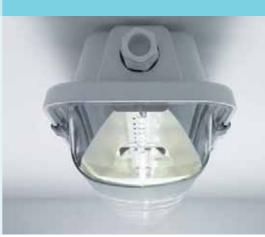
Nothing of the sort with the E14/LED from ETAP. This dust- and hoseproof industrial luminaire (IP65) with its 48 LEDs of 1.2W offers energy-efficient lighting for deepfreeze environments. LEDs are excellent performers in cold stores. They reach their maximum luminous flux in a few milliseconds, even at very low temperatures. The E14/LED luminaire can therefore effortlessly be equipped with a switching system as a function of the presence of persons in the store. This means the lighting will not be on continuously, thereby significantly reducing lighting and cooling costs.

Pickenpack has been successfully using the E14/LED for over a year. Day in, day out, this lighting system allows them to save on energy and costs, while ensuring full compliance with Pickenpack's rigorous quality standards.

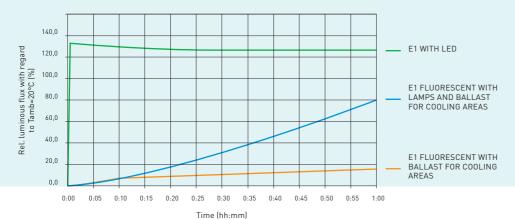
PRODUCT DATA

56 x E14/LED C58S:

- 48 LEDs of 1.2W
- narrow-angle parabolic reflector of satinanodised aluminium
- polycarbonate protective cover



START-UP BEHAVIOUR T5 VS LED (-30°C)



Energy-efficient lighting made to measure







THE CHOSEN LUMINARIES

- 746 x U5 office lighting with specific layout for each floor
- 225 x IP44 luminaries for the laboratories
- 121 x K1 and K9 (K9 emergency lighting integrated into the main luminaries)
- 70 x K5 emergency lighting
- 185 x E3 general lighting in the parking area

ETAP selected the best solution for each area, based on function, performance, and efficiency criteria.



Architect Joan Sabaté designed a building with thick walls to provide excellent thermal control.

Blood Bank Catalonia: a new reference in energy consumption

The new building of the Blood and Tissue Bank of Catalonia is an international reference project for sustainable construction. The building consumes 87% less energy than traditional office blocks. ETAP supplied the lighting — hyperefficient and perfectly integrated into the architecture.

The Blood and Tissue Bank

The Blood and Tissue Bank of Catalonia is a public enterprise responsible for blood collection and analysis amongst other activities. Until recently, these activities were scattered over many locations in Barcelona. The new building brings all 600 employees together under one roof.

Architect Joan Sabaté (SaAS) designed a clean rectangular six level block with an additional underground level. The building utilizes thick walls to provide excellent thermal control. All aspects of the building were designed to meet strict functional requirements and with the intent to dramatically reduce energy usage and take advantage of daylight with DALI control for luminaires. The engineering services were provided by Grupo JG Ingenieros Consultores and Bartenbac provided SaAs services to model artificial and natural light.

Adaptation to the task

Sabaté engaged ETAP to provide the lighting solution, because of their proven expertise in energy-efficiency. 'This was no routine project though,' explains ETAP project manager Juan Alcaraz. "The interior of the building is rather complex and serves many specific but separate functions. Different

areas (office, laboratories, etc) are equipped with the same U5 luminaire but adapted to the task (open reflectors, IP cover), employing various ceiling types, a wide variety of building materials, and with specific lighting requirements. We had to find out which solution would be the best for each room in terms of functionality, performance, and efficiency. We succeeded. The lighting system consumes more than 35% less energy compared with traditional solutions with an astonishing visual comfort."

Made to measure for perfect integration

Energy-efficiency was not the only challenge however. Juan Alcaraz: "The architect wanted the lighting integrated into his creation. Therefore, we decided to have the emergency lights built into the main luminaires. However, Sabaté also provided specifications for colours, gloss, materials, and fixing means. We designed and manufactured more than 1,000 made to measure luminaires, a job that we can manage perfectly with our flexible manufacturing facilities."

The building has been awarded with the GreenLight label.

The architect provided specifications for colours, qloss, materials, and fixing means.











ALL OUR PRODUCTS IN ONE HANDY CATALOGUE

The new product catalogue has just rolled off the press. You will notice that it is far more hefty than the previous version. That is because we now have for the first time bundled all our products into one document: lighting, emergency lighting, control systems, etc. All information can now be found in a single place. The catalogue has obviously been printed on FSC paper (the FSC label guarantees that the paper comes from a sustainably managed forest). To request a copy of the new catalogue contact your ETAP adviser.

[more info: www.etaplighting.com] downloads > catalogues





DO YOU ALREADY RECEIVE OUR ELECTRONIC NEWSLETTER?

Would you like to stay in touch with the latest developments in the field of lighting and emergency lighting? Then subscribe to our monthly electronic newsletter News and Views. Each month you will receive useful information about our latest products, European reference projects, best practices in the field of energy efficiency, lighting and emergency lighting with LEDs, etc. Subscribing is very simple via our website.

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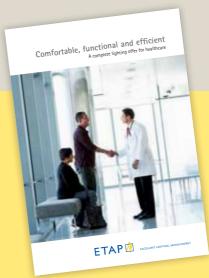
ETAP - COMMITTED TO SUSTAINABILITY

Of course, you know that ETAP provides sustainable and energy efficient lighting solutions for your buildings. But we do more than that. Sustainability is central to all our activities – from production to logistics, from waste management to energy use.

All information on this subject can be found in our sustainability report, illustrated with facts and figures, and compiled in accordance with the international GRI directives. Download the report from our website, or ask a copy from your ETAP adviser.

[more info: www.etaplighting.com]

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ETAP, SPECIALIST IN THE HEALTH CARE SECTOR

Lighting in the health care sector requires a great deal of specific expertise and suitable lighting solutions. ETAP has gained significant experience in the sector in recent years. We have gathered all relevant information about our solutions in an extensive brochure. Ask a copy from your ETAP adviser, or download the brochure from our website.

[more info: www.etaplighting.com]

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UPDATE ETAP PLUG-IN FOR DIALUX

The new update of the ETAP plug-in for the DIALux light planning software is available on CD-ROM. Contact your ETAP adviser for a copy. You can also download the plug-in from our website.



Only best in class is good enough for British Government department







DCLG SAVES ENERGY WITH ETAP LIGHTING SOLUTION

The British Department for Communities and Local Government (DCLG) refurbished the lighting installation in their London HQ, Eland House, to meet today's energy standards. "Energy efficiency was top priority" says senior project manager Steve Tilling of ETAP. "DCLG is responsible for issuing energy efficiency standards and regulations for all new and refurbished buildings. As a result they must lead by example and only the best solution could be used at Eland House. In terms of energy efficiency Eland House was failing to meet their own strict energy standards."

Comprehensively tested and approved

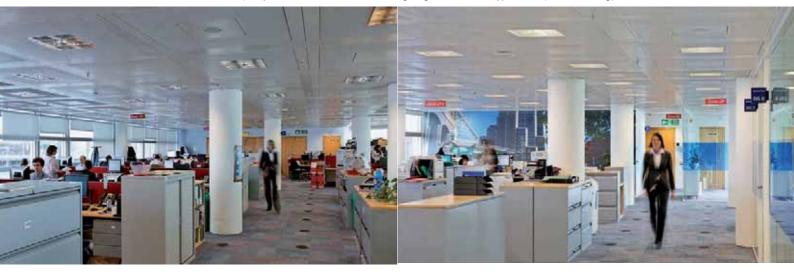
As a result, DCLG commissioned renovation works and asked numerous lighting companies for proposals to improve the efficiency of the

current 2x36W lighting system. After various meetings and an onsite testing program, ETAP's MesoOptics™ luminaire proved to be the most efficient solution by far. This 1x36W PL diffuser outperformed the existing Eland House lighting while consuming approximately 70% less energy.

Expertise and manpower to successfully meet requirements

Approximately 3,500 diffuser luminaires were installed in Eland House between March and May 2010. Each MesoOptics™ luminaire had to be adapted to match the unusual 500x500mm Eland House ceiling modules. Additionally, ETAP had to reprogram the control features to meet a number of DCLG's specific requirements. The work was completed on schedule, due in part to ETAP's in-house expertise and manpower. Because of this success, DCLG commissioned the installation of another 1,000 diffuser luminaires in its GOWM Building in Birmingham.

Before & after: The 1x36W PL diffuser clearly outperforms the former Eland House lighting, but consumes approximately 70% less energy.





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