

SPOT ON!

THE MAGAZINE

#1/2021

TRENDS

APPLICATIONS

PRODUCTS

 DEKOLIGHT

All prices are recommended gross sales prices including VAT. Our general terms and conditions apply.
Errors and availability reserved. All articles are basically delivered without illuminants, unless the product description specifies otherwise.

SPOT ON!

THE MAGAZINE

NEW YEAR, NEW LIGHT



Welcome to the new issue of SpotOn Magazine! On behalf of DEKO-LIGHT, I wish you a happy and healthy new year. Let's start 2021 together with confidence. Despite corona, there are lots of positive developments that we would like to share with you.

Once again, you can look forward to an interesting mix of diverse topics: new products, exciting projects and news from our company.

22 - that's how many pages we need in this issue to present all the highlights of our new products. From the slim and innovatively designed luminaires in the MEROPE series via the ALWA, which we'll certainly soon be seeing in lots of hotel rooms, to the ALBALI spotlights, the smallest model of which is barely larger than a credit card - the selection is huge and covers private and business, indoor and outdoor uses (p. 4).

All plaster, or what?! That's probably what product designer Johannes Tomm thought, too, when he made an exclusive contribution to our plaster luminaires with the FLY wall-mounted model. You can find out more about the FLY series and all that this new material trend has to offer on page 26.

In addition to our new sales representative Thomas Müller, for the southeast, we welcome Thorsten Delcourt to our team. Read the detailed interview to find out which areas our new sales manager is responsible for, what goals he and his team have set for 2021 and where Thorsten sees the lighting trends of the future. More on this on page 32.

And of course, over the past few months we have once again completed numerous reference projects in cooperation with our partners and customers. Turn to page 40 to find a selection of them.

Enjoy this new issue of SpotOn magazine - light in all its varieties, settings and technologies.
Sincerely,

A stylized, handwritten signature in dark ink, appearing to read 'JS' or 'Janosch'.

Janosch Sohns

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SPECIAL



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If you don't want to do without linear light even when showering, you need our LED stripes in soft encapsulation.

ALL PLASTER, OR ... 26

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A MONOLITH

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LIGHT = QUALITY OF LIFE

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LUXI - LET THERE BE LIGHT

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As a partner of LICHTWOCHE Munich, we support
young lighting talent with luminaires and more

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COLUMN: SPOT OFF

When I met Mr LUX. DEKO-LIGHT sales
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1

PRODUCT NEWS



Key product info

- Material: brushed aluminium
- Dimensions: Ø: 480 mm or 780 mm
- Power consumption: 35 W or 60 W
- Luminous flux: 2,990 lm or 5,020 lm
- Light colour: 3,000 K (warm white)

MEROPE

SLIM, SLIMMER, MEROPE – THE NEW PENDANT LUMINAIRES COMBINE DISCREET FUNCTION AND STUNNING DESIGN.

The pendant luminaires in the new MEROPE series combine timeless elegance and pared-down modernity. Available in 480 mm and 780 mm diameters, the MEROPE has 192 or 360 warm white LEDs (3,000 K) around the inside of its slim light structure and illuminates rooms with an astonishingly powerful 3,000 or 5,000 lumens. The exterior is of brushed aluminium in white, silver and coffee. We think the coffee hue especially will set a new trend...

Turn to page 62 for the product overview.

The choice is yours: the MEROPE enhances its surroundings ►
and is beautiful in itself – whether on or off.



Typical uses

- Hallways with high ceilings
- Waiting rooms & corridors
- Elegant function venues

MIRACH

WHAT A DIFFERENCE A SIMPLE HIGH-QUALITY RING CAN MAKE...

Simple surface-mounted ceiling luminaires often go unnoticed above people's heads. The new MIRACH series wasn't designed to shout hello to every visitor - but sooner or later, the elegant outer aluminium ring will be noticed. Available in a choice of sandblasted white, brushed silver finish or the trending coffee colour, and in diameters of 380 mm and 580 mm, the MIRACH fits perfectly in a wide variety of settings.

Turn to page 63 for the product overview.



Key product info

- Material: brushed aluminium or sandblasted
- Dimensions: Ø: 380 mm or 580 mm
- Power consumption: 29 W or 50 W
- Luminous flux: 2,700 lm or 4,365 lm
- Light colour: 3,000 K (warm white)



Typical uses

- Restaurants
- Medium-sized rooms with low ceilings
- Hallways

◀ Functional corridor lighting that doesn't disappoint even when you look up.

MENKAR

DOUBLY STUNNING: THE SURFACE-MOUNTED CEILING LUMINAIRE IS A WINNER WITH ITS CLEVER LIGHTING FUNCTION AND HIGH-QUALITY ALUMINIUM ACCENTS.

The surface-mounted ceiling luminaires of the MENKAR series work perfectly with MIRACH lights - after all, they come from the same luminaire family. Like the MIRACH and the MEROPE, MENKAR lights also have an elegant outer aluminium ring in white, silver or coffee finishes. In addition, the MENKAR has a back light with an independent power adapter. Corridors can thus be washed in discreet indirect light throughout, with the main light only coming on when needed (e.g. by a motion detector).

Turn to page 63 for the product overview.



Key product info

- Material: brushed aluminium or sandblasted
- Dimensions: Ø 400 mm
- Power consumption: 41 W
- Luminous flux: 3,460 lm
- Light colour: 3,000 K (warm white)



▲ One light – three modes.
The MENKAR suits any lighting situation.

Typical uses

- Ancillary areas
- Stairways
- Hallways

1

PRODUKTNEUHEITEN

**ALWA**

HOTELS WILL BE HAPPY - WITH THE ALWA, GONE IS THE GOOSE-NECK SPOTLIGHT PROTRUDING AWKWARDLY FROM THE PANEL ALONGSIDE THE BEDSIDE LAMP...

The ALWA combines two luminaires in one well thought-out design: a shaded bedside lamp for indirect light and a reading spot. The key feature is the rotatable and swivelling arm (angle of inclination: 90°) for task lighting. With its narrow beam angle of 20°, the ALWA also ensures that the person next to you in bed isn't disturbed. Sweet dreams!

Turn to page 64 for the product overview.



Key product info

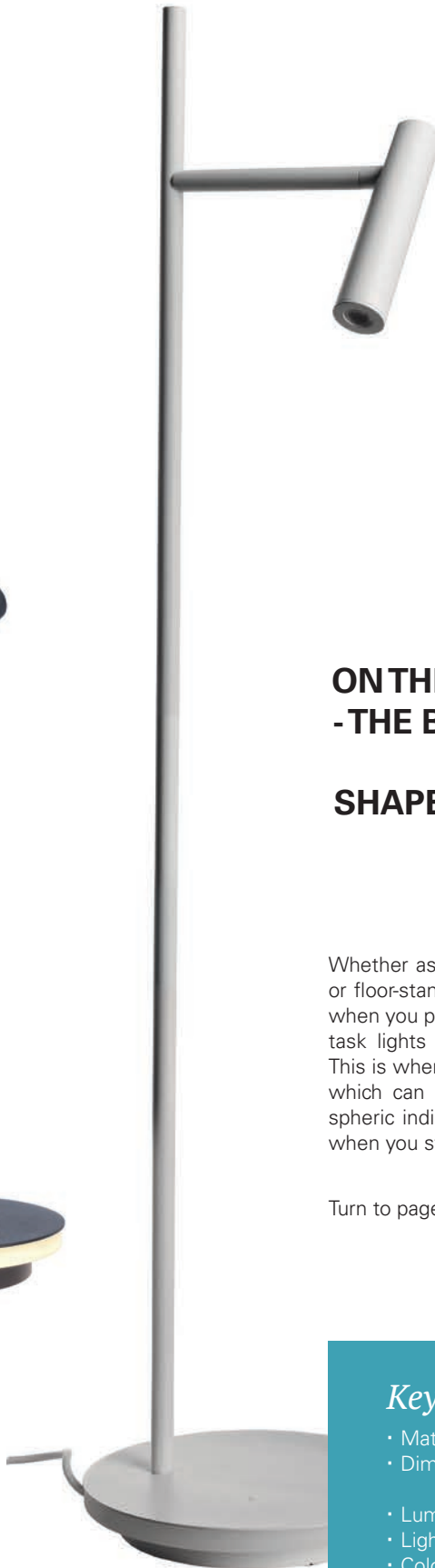
- Material: Aluminium
- Illuminant: COB-LED
- Power consumption: 3,5 W
- Luminous flux: 200 lm
- Light colour: 3,000 K (warm white)

Typical uses

- Hotel
- Bedroom, reading room
- Private & commercial

- ▼ One luminaire, several applications: thanks to the rotating and swivelling arm, you can direct the light beam where it is needed. Directly or indirectly.





BRAHE

**ON THE TABLE, FLOOR OR WALL
- THE BRAHE SERIES COMBINES
CLASSIC LUMINAIRE
SHAPES WITH INNOVATIVE AND
FUNCTIONAL DETAILS.**

Whether as a wall-mounted bedside light, bedside lamp or floor-standing lamp behind the chair where you read - when you put the book or newspaper aside, conventional task lights do not often have indirect lighting options. This is where BRAHE comes in with its illuminated base, which can be controlled independently, creating atmospheric indirect islands of light that continue to impress when you stop reading.

Turn to page 64 for the product overview.

Key product info

- Material: Aluminium
- Dimensions H: 455 mm (table lamp)
1387 mm (floor lamp)
- Luminous flux: 370 lm - 530 lm
- Light colour: 3,000 K (warm white)
- Colours: black (RAL 9017), white (RAL 9016)



- ▲ Flexible, for even the smallest of spaces:
BRAHE lights are perfect in combination and set
the right lighting mood for your living space.

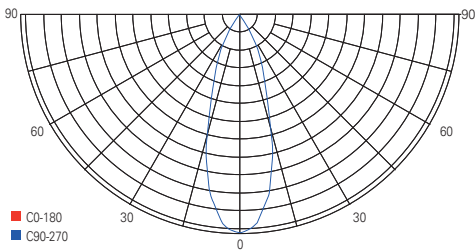
Typical uses

- Small tables & seats
- Islands of light & snugs
- Private & commercial

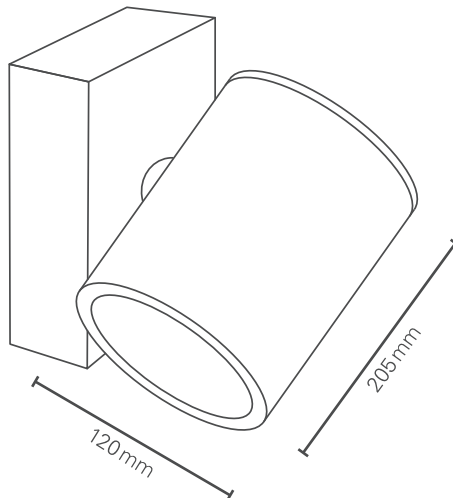


Key product info

- Material: Aluminium
- Dimensions L x B: 255 x 182 mm
- Power consumption: 79 W
- Luminous flux: 7,400 lm
- Light colour: 3,000 K (warm white)
4,000 K (neutral white)



Light distribution curve



AARON

AIMING HIGH: THE NEW AARON 3-PHASE FLOODLIGHTS FOR 230V-TRACK SYSTEMS PROVIDE IDEAL LIGHTING AT TRADE FAIRS AND IN LARGE SHOPS.

Hardly any other area of application places such high demands on flexible illumination as the retail sector. With the 3-phase spotlights from the AARON series, DEKO-LIGHT has a solution in its portfolio that is designed specifically for shops with high ceilings. With its 7400 lm and a beam angle of 40°, the 230V track spotlight creates the perfect lighting for shops, exhibitions and trade fairs - in neutral white or warm white, black or white colour versions, depending on the model.

Turn to page 65 for the product overview.

- ▼ Helping sales from above:
AARON spotlights in the trade fair setting.



Typical uses

- Retail
- Exhibitions
- Trade fairs

BERMUDA

AN EXCLUSIVE ALL-ROUNDER: THE NEW BERMUDA SERIES FOR A SMOOTH TRANSITION IN LIGHTING DESIGN, INDOORS AND OUT.

Turn to page 63 for the product overview.

INDOORS

Whether permanently mounted or repeatedly repositioned, the BERMUDA series is the solution for the most common indoor scenarios:

On the wall

Bermuda II wall-mounted light

With its round shape and all-round 360° radiation in warm white, the Bermuda II surface-mounted wall luminaire provides discreet area lighting in staircases etc.

- Ø 200 mm
- Colour temperature: 3,000 K
- Luminous flux: 655 lm

On the table

Bermuda table lamp

Whether as a decorative element or for reading, the 38 cm high Bermuda table lamp can be switched from warm white, to neutral white and cool white, and dimmed thanks to the integrated touch sensor.

- Radiation 360°
- Colour temperature: 3,000/4,000/5,000 K
- Luminous flux: 935 lm

On the floor

Bermuda floor lamp

Depending on the room and the lighting situation, the Bermuda floor lamp can be extended to a height of up to 2.50 m. The base ensures stability while, at the top, the Bermuda gives a wonderful wash of diffuse warm white light in all directions.

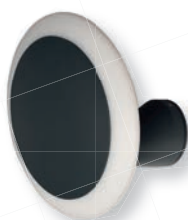
- Dimmable via touch sensor
- Colour temperature: 3,000 K
- Luminous flux: 715 lm



In the same mould

The BERMUDA series is one of the few luminaire series on the market that was conceived and designed for both indoor and outdoor use from the outset. Modern buildings with open spaces and flowing transitions between house and garden benefit particularly from this unity.

Terrasse
F: 17,11 m²



OUTDOOR

Unique: the BERMUDA series offers harmony of luminaire style indoors and out.

On the wall

Bermuda wall-mounted luminaire

The dwarf light enhances any garden and fits mushroom-like in any outdoor environment. And it's also a pretty good wall-mounted light.

- Ø 200 mm
- Colour temperature: 3,000 K
- Luminous flux: 600 lm

On the ground

Bermuda bollard light

There are many path luminaires, but only a few look good when switched off. With its tapered base and the almost floating luminaire head, the Bermuda bollard light is a real stunner.

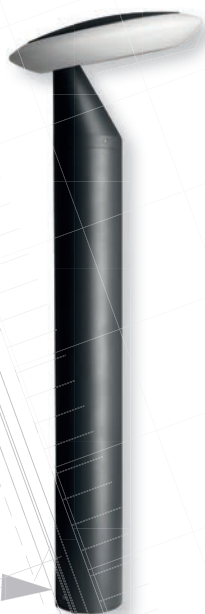
- Height: 600 mm
- Colour temperature: 3,000 K
- Luminous flux: 600 lm

On the ground

Bermuda outdoor spike lamp

With its integrated spike base, this Bermuda outdoor light can be positioned quickly, easily and flexibly as an accent and path light in the garden and other outdoor areas.

- Protection class: IP65
- Colour temperature: 3,000 K
- Luminous flux: 710 lm



ALBALI

SMALL SPOTLIGHT, BIG EFFECT. THE COMPACT LED FLOODLIGHTS IN THE ALBALI SERIES ARE AVAILABLE IN VARIOUS SIZES AND LIGHT INTENSITIES.

The smallest ALBALI light is only slightly larger than a credit card, yet delivers more than 1,000 lumens for a power input of 10 watts. With the ALBALI 50, you finally crack the 5,000 lumen mark. All LED floodlights can be mounted on walls, ceilings or the floor thanks to the swivelling bracket, and retrofitted with a motion sensor that can be programmed via a remote control. In the 20 watt version, the ALBALI can have an integrated PIR sensor as an option.

Turn to page 65 for the product overview.

Key product info

- Material: Aluminium
- Dimensions L x B: 85 x 108 mm (ALBALI 10) to 194 x 225 mm (ALBALI 50)
- Power consumption: 10 W to 50 W
- Luminous flux: 1,070 lm - 5,070 lm
- Light colour: 4,000 K (neutral white)





- ▲ With integrated or retrofitted motion control sensor, the compact ALBALI floodlights deliver functional light when you need it.

Typical uses

- Outdoor areas that need a lot of light from a compact luminaire
- Garages & rear entrances
- Bicycle parking

COLT

DEKO-LIGHT HAS ADDED NEW COLT MODELS TO ITS RANGE OF OUTDOOR ALL-ROUNDERS.

Even more powerful for more light, rotatable and tiltable, and with state-of-the-art LED technology. With the new surface-mounted luminaires of the COLT series, even large objects and buildings can now be centre stage - optionally in warm white with powerful 5,260 lm (COLT 65W COB) or in flexible RGB colours including white (COLT 36W RGBWW). And new at the other end of the spectrum: the COLT COB RGBWW measures only a few centimetres and thus fits in even the smallest corners and niches.

Turn to page 67 for the product overview.

Key product info

- Material: Aluminium diecast
- Luminous flux: 92 lm - 5.260 lm
- Light colour: 2,700 K - 3,000 K, RGBWW
- radiation angle: 15° or 20°
- Protection class: IP65





Typical uses

- Outdoor object lighting
- High facades
- Shrubs & trees

◀ A majestic sight: the most powerful ones are also suitable for high facades, bridges, large objects, etc.



EXCHANGEABLE CHIP

You want to replace your COLT luminaire's COB chip? No problem! The COLT series is based on state-of-the-art COB LED technology. Stay flexible.*

EXCLUSIVE DESIGN

The COLT series is an exclusive DEKO-LIGHT luminaire that combines striking and timeless design with high-quality material.

HONEYCOMB FILTER

The honeycomb filter also supplied, for optional use, ensures more even diffusion and thus softer lighting similar to a softbox.

FROST FILTER

The frost filter also supplied, for optional use, refracts the light from the COB LED creating a diffuse light and pleasant mood.

ALUMINIUM DIECAST HOUSING
The aluminium die-casting process results in light and stable housing designs with high dimensional accuracy, surface quality and corrosion resistance.

SWIVEL AND TILT
COLT surface-mounted luminaires can be pivoted and tilted up to an angle of 90° to illuminate objects precisely.

IP65
Whether rain, storm or snow, the COLT withstands even strong jets of water thanks to IP65 certification and is completely dustproof.

ASSEMBLY HOUSING
Sometimes you are not supposed to know where the light source is. Not so when the luminaire itself is already so stunning. Not to mention the practical advantages...

SPIKE
The ground spike (length 219 mm), supplied as an option, is quickly and easily screwed to the underside of the luminaire housing.

* not applicable to COLT RGBW models



2

SPECIAL

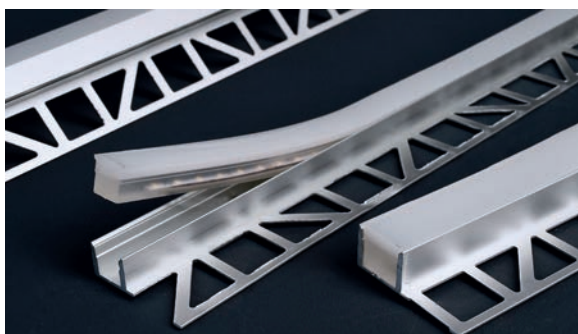
SOFT SKILLS FOR THE WET ROOM

IN THE LAST ISSUE WE TOOK A LOOK AT THE BENEFITS OF THE HARD ENCAPSULATION TECHNIQUE FOR LED STRIPES. IN THIS ISSUE WE TURN OUR ATTENTION TO SOFT GROUTING.

Few other lighting products come close to LED stripes in terms of versatility. But every now and then the classic combination of stripe and profile reaches its limits. Wet rooms, for example, call for solutions that withstand wet, damp and mould yet are versatile and easy to install.

For these and other applications, DEKO-LIGHT also offers tile profiles with soft encapsulated LED stripes as an option. Custom-built complete solutions protect against dust and temporary submersion to IP67 and are the ideal solution for showers and other bathroom areas exposed to water splashes.

In the soft grouting process, the selected LED stripes (white, RGB & RGBW) match the tile profiles (see list below). The LED stripe is first glued onto an aluminium support tape so that the LEDs lie flat during the grouting process. The stripe, including the aluminium support, is then completely enclosed in the grouting compound. So that the power cable, which is also embedded, is not put under strain, it is laid in a slightly wavy configuration. Every stripe has a total of three metres of cable, ensuring the correct placement of the power supply outside the wet area. The result: an LED stripe that is flush with the profile, requires no additional cover and can be integrated into the profile without the need for any further tooling.



Easy handling

In contrast to hard grouting, in which the stripes are firmly attached to the profile, the soft grouting stripe is supplied unassembled so that it can be quickly and easily pressed into the profile and, if necessary, removed again.

PROFILE SERIES	LIGHT COLOUR	LUMEN / METRE	WATT / METRE	ARTICLE
EL-01-08	2700K	365lm	9W	840362
EL-01-08	RGB	440lm	17,5W	840366
EA-03-12	2700K	360lm	9W	840363
EA-03-12	RGB	415lm	17,5W	840367
EV-01-08	2700K	395lm	9W	840364
EV-01-08	RGB	445lm	17,5W	840368
EV-02-08	2700K	390lm	9W	840365
EV-02-08	RGB	410lm	17,5W	840369
EL-03-12	RGB+2700K	790lm	26W	840370
EV-01-12	RGB+2700K	780lm	26W	840371
EV-01-12	RGB+2700K	785lm	26W	840372

Please note!

Soft grouting stripes are not designed to be fitted in floors (cannot be walked on) and must be protected from standing water. For these uses, DEKO-LIGHT recommends the hard grouting option, which is also possible on request. DEKO-LIGHT gives a five-year guarantee on its soft encapsulation LED stripes. They are ordered and priced by the metre.

ALL PLASTER, OR WHAT?!

PLASTER LUMINAIRES ARE TRENDY! NO WONDER: THEY ARE MORE VERSATILE, DISTINCTIVE AND SUSTAINABLE THAN ALMOST ANY OTHER MATERIAL. FREEDOM FOR CREATIVES AND DESIGNERS.

Concrete, wood, copper, simple shapes and a clean industrial look, the lighting market is always coming up with new trends. Looking through the quick succession of these styles and fashions with the benefit of hindsight, it is clear that two main trends dictate the materials and technologies used: individuality and sustainability.

This explains the growing popularity of plaster luminaires. As a raw material, gypsum has a perfectly formed ecological material cycle and never goes to waste. Furthermore, gypsum as a material offers almost unrivalled design advantages: plaster can be customised easily and in many ways, whether by painting, spraying, varnishing or gluing. There are few limits on creativity. The result is often unique, as with our FLY series from the pen of designer Johannes Tomm.

Plaster: a versatile material

The ancient Egyptians and Greeks used plaster as a building material, for ornaments and in sculpture. Today, plaster has all sorts of uses: in construction, medicine and countless everyday objects such as crayons.

Chemically, gypsum is a sulphate mineral (calcium sulphate). As well as its chemical production, gypsum also occurs naturally as gypsum rock. If gypsum is mined and comes from Italy, it is called alabaster.

At DEKO-LIGHT you will find a wide selection of plaster luminaires for indoor use: from wall-mounted luminaires to pendant lights, and recessed ceiling rings to floor and table lamps. Plaster luminaires in natural white blend into almost any room and marry a rough, natural look with a minimalist, sophisticated appeal. These properties were also appreciated by experienced Munich designer Johannes Tomm and inspired him to create his FLY series, available exclusively from DEKO-LIGHT.



FLY by Johannes Tomm

The FLY is a wall-mounted luminaire based on a patented design by Johannes Tomm, available exclusively from DEKO-LIGHT. With its unusual plaster construction, the FLY can be customised and creates an indirect, glare-free light that fits easily into different spaces.

- Plaster wall-mounted light
- Luminous flux: 310 lm
- Light colour: 3,000 K
- Can be painted

Profile: Johannes Tomm

Since 2001, Johannes Tomm (born 1970) has been designing luminaires for indoor and outdoor use, and also street furniture, from his design studio in Munich.



2

SPECIAL



TWISTER

Elegant design with innovative details meets exceptional choice of materials: the TWISTER series comprises decorative floor, table and pendant lamps in different sizes, made entirely of plaster. The cable is a design element! The classic white is interrupted only by a red cable. This makes the TWISTER series a real style statement not only in living areas, but also in hotels and restaurants.

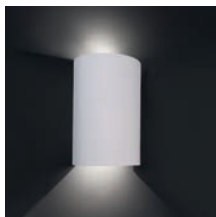
Creative ideas for your plaster luminaires

Plaster lights are readily customisable. After priming, you can paint, spray, varnish or even cover the plaster surface. Experienced designers carefully remove or apply material to create a genuine one-of-a-kind light, as in the three examples below, designed by DEKO-LIGHT employees which have made an impact not only in a living room, hallway and stairwell, but also in a children's room...





ARIANNA



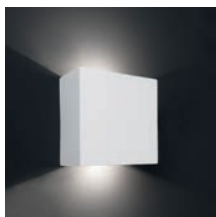
MIRADA



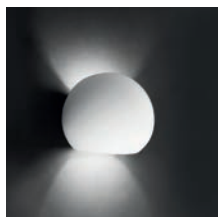
ILARIA



NETITO



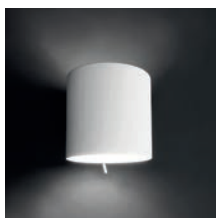
QUINTA



OSANO



ESSA



GABI



GIORGIA



▼ Customer project with bespoke lighting:
AtexLicht from the Netherlands sprays Caroline plaster lights in the shade of gold requested by the customer (see p. 42)



▲ Painted light:
ILARIA in neutral plaster (above)
and in the customised shade (below)

3

COMPANY

SERVICE?

**FULL
SERVICE!**

AT DEKO-LIGHT WE MAKE A FULL-SERVICE PROMISE. A PROMISE THAT WE CONSTANTLY ADAPT, EXPAND AND REDEFINE. THE GOAL ALWAYS REMAINS THE SAME: THE BEST POSSIBLE SERVICE FOR OUR CUSTOMERS - FOCUSED, FORWARD-LOOKING AND PRACTICAL.

5-YEAR WARRANTY

Our quality promise: we offer a 5-year full manufacturer's warranty on our DEKO-LIGHT brand products, including power adapters.

90-DAY RETURN POLICY

Do you need to revise a project? No problem: with our 90-day right of return for products in their original packaging, you can stay flexible.

AVAILABILITY

What good are the best products if they aren't in stock? We keep good stock levels so that you can concentrate on your projects.

3,000+ ITEMS

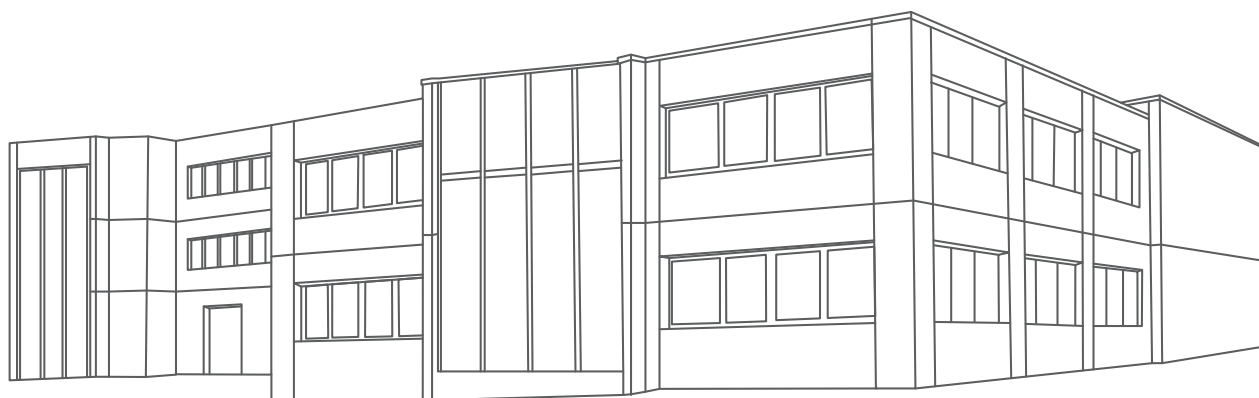
DEKO-LIGHT has over 3,000 lights and lighting technology items for professional use - and the number keeps growing.

IMAGE AND PRODUCT DATA

You need everything that a particular product requires? We are happy to put together a comprehensive image and product data package for you on request.

INDIVIDUAL PRODUCT OPTIONS

Do you need something special? We can supply many of our products in special colours, with bespoke surfaces and more.



COMPETENT AND EXPERT ADVICE

For the home or an industrial project, whether a classic luminaire or linear light, we have 25 years of experience in lighting and electrical engineering.

YOUR PERSONAL CONTACT

Your personal contact will be your new best friend, who you can call at any time.

ASSEMBLY

Our assembly service saves you time and money when planning and installing LED stripes and profiles.

EXPRESS DELIVERY

In a hurry? No problem! If it's urgent, your order will arrive within 24 hours. We make it possible.

COLLECTION

Would you prefer to collect your order in person from our warehouse? Order in the morning, pick it up at noon. Even Amazon can't beat that...

YOUR PERSONAL ADVISOR

Our sales team grew substantially in 2020/21 so we can give our partners and customers even better on-site support.

PLANNING AND CALCULATING YOUR LIGHTING

You have the projects and ideas – and we have the experience in lighting design and calculation. Contact us – we'd be more than happy to help you find the right solution!

YOUR OWN CATALOGUE

You want the DEKO-LIGHT main catalogue with your company logo on the cover? No problem! We can print your own catalogue for a targeted customer approach.

SITE DELIVERY

Projects are planned in the office and implemented on site. That is why we deliver our products directly to site if required.

SHOWROOM

Are product catalogues too static? Our 250m² showroom full of practical lighting solutions so take a look around - in Karlsbad or virtually.



NEW DIRECTIONS

DEKO-LIGHT WELCOMES ITS NEW SALES MANAGER THORSTEN DELCOURT. IN THIS INTERVIEW THORSTEN TALKS ABOUT HIS GOALS AND THE SALES STRATEGY FOR 2021.

What is your task as DEKO-LIGHT's sales manager?

I am responsible for national and international sales and a team of 16 office and field staff. The initial focus is on close personal cooperation with my new team as well as getting to know and analysing internal processes and customers. As sales manager, I act as a communication interface between our customers, the market and the company. The better we succeed in aligning ourselves with our customers' needs, the better our customers feel they are in good hands with us.

What attracted you to the new job as sales manager at DEKO-LIGHT?

As purchasing manager at my previous employer, what I missed most was direct customer contact. I am delighted that DEKO-LIGHT has given me the opportunity to live out my passion in a professionally organised, medium-sized company. With its high-quality range, broad-based clientele and high level of service, I feel that DEKO-LIGHT is excellently positioned.

How is your sales team structured? What goals have you set yourselves?

The sales team consists of three parts: the office sales force with eight full-time employees for customer enquiries and technical advice; the field sales force with five permanent area representatives who act as personal contacts on site; and the export department with three full-time employees for our international customers.

In the short term, I see the central task as maintaining proximity to our customers and using innovative ideas and concepts in marketing and communication. Social media and virtual trade fairs are important building blocks here. In addition, our new shop including an online configurator for profile lights will offer a revolutionary new shopping experience.

In the medium term, it is our declared goal to further expand our relations with the international specialist trade and to open up additional European markets.

„We want to offer the electrical trade at least one concrete solution for every standardised area of application in the lighting segment.“



DEKO-LIGHT addresses different customer groups with its comprehensive luminaire and lighting technology portfolio. Where do you still see potential and where do you need to catch up?

I see the DEKO-LIGHT range as already being very well positioned in most areas. Basically, we would like to offer the electrical trade at least one concrete solution for every standardised area of application in the lighting segment. For this reason, it is important to close gaps in the product range and to expand the portfolio rationally across the board. Regardless of the company in question, there is still potential almost everywhere to expand online marketing and search optimisation.

What role does DEKO-LIGHT's new web presence (online shop & configurator) play in your sales effort?

It plays a huge role, because the digital world is omnipresent. We want to offer new, meaningful digital solutions, but never lose sight of the most important thing: direct, personal customer contact. In combination with other functions and offers - from the online configurator to the DEKO-LIGHT Academy - our customers can look forward to a comprehensive shopping and service experience in the future.

In conclusion: what uses and categories of lights will become more important in the future? What will the next new trend be?

Design and colour trends change almost every year. Human Centric Lighting has been gaining in importance for some time. There are two overarching factors that will significantly influence or have already influenced future trends: in the corona pandemic era, consumers have rediscovered their outdoor space as an additional place for living and well-being. We realised this from the increased demand for outdoor and spherical lights and mobile lighting solutions. This trend will certainly continue in 2021, as there is no foreseeable end to the restrictions caused by the pandemic. Beautifully lit gardens are trendsetters that encourage neighbours and friends to follow suit.

The second central factor: from September 2021, the new Ecodesign Directive will come into force, setting the bar high in terms of lighting concept technology and sustainability. Replaceable LED modules, LED drivers and rechargeable batteries call for new approaches to thinking and design - we look forward to seeing which ideas will ultimately prevail on the market.

About Thorsten Delcourt

Before moving to DEKO-LIGHT as sales manager Thorsten had the following roles at H. Vollmer GmbH:

- Key Account Manager, Office and Field Sales Force
- Purchasing Manager
- Manager, Asia Office

3 INTERNATIONAL SALES – NEW SET-UP

COMPANY

We would like to take this opportunity to introduce our new set-up of the international sales team. Mrs. Mirjam Gebhard, who also has an extensive working experience within the lighting world, has joined us as well on 01.02.21, and will join the international sales team of Lisa Renz and Marcus Ziemer.

We are glad to announce our new set-up of individual country responsibilities. Your personal sales manager will support you from beginning to end in all commercial and product related matters and will remain at your disposal. Please find below the corresponding contact information.



Mirjam Gebhard

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Lisa Renz

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Marcus Ziemer

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You already have a project or article related question? Please do not hesitate to get in touch with. We are looking forward to a mutually beneficial cooperation.

Albania	Lisa Renz
Andorra	Mirjam Gebhard
Asia	Marcus Ziemer
Austria	Marcus Ziemer
Belgium	Mirjam Gebhard
Bosnia-Herzegovina	Lisa Renz
Bulgaria	Mirjam Gebhard
Croatia	Mirjam Gebhard
Cyprus	Lisa Renz
Czech Republic	Marcus Ziemer
Danmark	Marcus Ziemer
Estonia	Lisa Renz
Finland	Marcus Ziemer
France	Mirjam Gebhard
Greece	Lisa Renz
Hungary	Marcus Ziemer
Ireland	Marcus Ziemer
Iceland	Marcus Ziemer
Italy	Lisa Renz
Latvia	Lisa Renz
Liechtenstein	Lisa Renz
Lithuania	Lisa Renz
Luxembourg	Lisa Renz
Malta	Lisa Renz
Montenegro	Mirjam Gebhard
Netherlands	Lisa Renz
Norway	Marcus Ziemer
Poland	Marcus Ziemer
Portugal	Mirjam Gebhard
Romania	Lisa Renz
Russia/Ukraine	Mirjam Gebhard
Sweden	Marcus Ziemer
Switzerland	Lisa Renz
Serbia	Lisa Renz
Slovakia	Mirjam Gebhard
Slovenia	Lisa Renz
Spain / Balearic Islands	Mirjam Gebhard
Turkey	Lisa Renz
United Kingdom	Marcus Ziemer
non-EU countries	Marcus Ziemer



IN INFINITE SPACE

IN DEKO-LIGHT'S PHOTOGRAPHY STUDIO, IN-HOUSE PHOTOGRAPHER ANDRIS BALODIS CREATES THE PERFECT SETTING FOR EVERY LIGHT. A LOOK IN FRONT OF AND BEHIND THE SCENES.

To judge the quality and effect of a light, you have to see it its surroundings. Only in its context in rooms, and with furniture, objects etc., can the dimensions be judged and does it become clear if a particular model is right. And every now and then, you see a certain side of a light that you hadn't thought of before...

Whether for the large DEKO-LIGHT main catalogue, theme-specific segment catalogues, the online shop, brochures, flyers or the SpotOn magazine - with more than 3000 products for a wide variety of private and commercial applications, there's no let-up for DEKO-LIGHT photographer Andris Balodis. Andris is the master of the catalogue photography studio, which can be transformed into almost any environment based on a modular backdrop system - indoor & outdoor, minimalist-modern to opulent, from Arabian teahouse to Scandinavian-influenced retail store.

At DEKO-LIGHT, every light is photographed and edited to give the most comprehensive „picture“ possible for potential users: cropped product images (with lights on and off), in-context images, detail and assembly images. Depending on the light, additional macro and special effect photos. To keep up with the sheer number of products and images, Andris Balodis has developed a comprehensive naming and archiving system developed for the constantly growing stocks of images. Anyone looking for a photo of a particular DEKO-LIGHT product can find the right setting.

INTERVIEW WITH ANDRIS BALODIS

2020 marked Andris Balodis' tenth anniversary at DEKO-LIGHT. During this time, the professional photographer has photographed thousands upon thousands of lights, LED stripes and controllers, and continued to develop the quality and variety of DEKO-LIGHT product photographs. The photography studio has existed in its current form since August 2019.

How do you go about a product shoot?

Taking photos in the studio is anything but routine. Each shot stands on its own merits and starts from a definite basic idea that develops in the course of planning and shooting. When I enter the photo studio, it is initially completely dark... I create the light myself and can thus create any lighting mood I want, be it daylight or evening light, a functional or emotive setting.

Where do the materials and props come from?

The studio now has more than 500 props. Some of these were bought specifically, while others came from private stocks and various collections. The selection ranges from fabrics to glass and porcelain, furniture and more. I'm always on the lookout for new, interesting props and accessories to expand the possibilities. So in a way I am also something of an art collector...

How is the photography studio developing?

As a photographer, I am constantly working on my visual language. The aim is to stage the corporate identity as well as the individual products even more concisely and to precisely convey the essence as well as the possibilities of a luminaire. I live light and want to pass this fascination on to our customers with my photographs, to constantly give them fresh inspiration for their projects.

Andris Balodis
Marketing // Photography

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PICKS AND PACKAGES

A BIG RANGE MEANS BIG RESPONSIBILITY. IN DEKO-LIGHT'S KARLSBAD WAREHOUSE, LOGISTICS PLAY A CENTRAL ROLE.



In other words, if you offer a lot, you have to deliver quickly and smoothly. No mean task with around 2,500 products and 800,000 items sold every year. Luminaires, controllers, profiles and accessories are stored on a total of 4,000 pallet spaces in DEKO-LIGHT's warehouse. Team leader Patrick Zimmermann is responsible for logistics in the 5,500 m² storage space. With his team of seven, Patrick ensures that incoming orders are composed (= put together), packed and, in most cases, leave the warehouse on the same day. On average, parcels leave the loading ramps for freight forwarders twice a day.

A crucial factor for smooth and fast processes is the new packaging machine, used as standard in the DEKO-LIGHT warehouse since mid-January and designed especially for packaging linear lighting solutions. But even the best packaging technology is useless if the warehouse staff do not pull together. „Everyone here can do every task. In this way, we are always flexible during peak periods or if someone is off sick,” explains Patrick Zimmermann. The team leader can be proud:

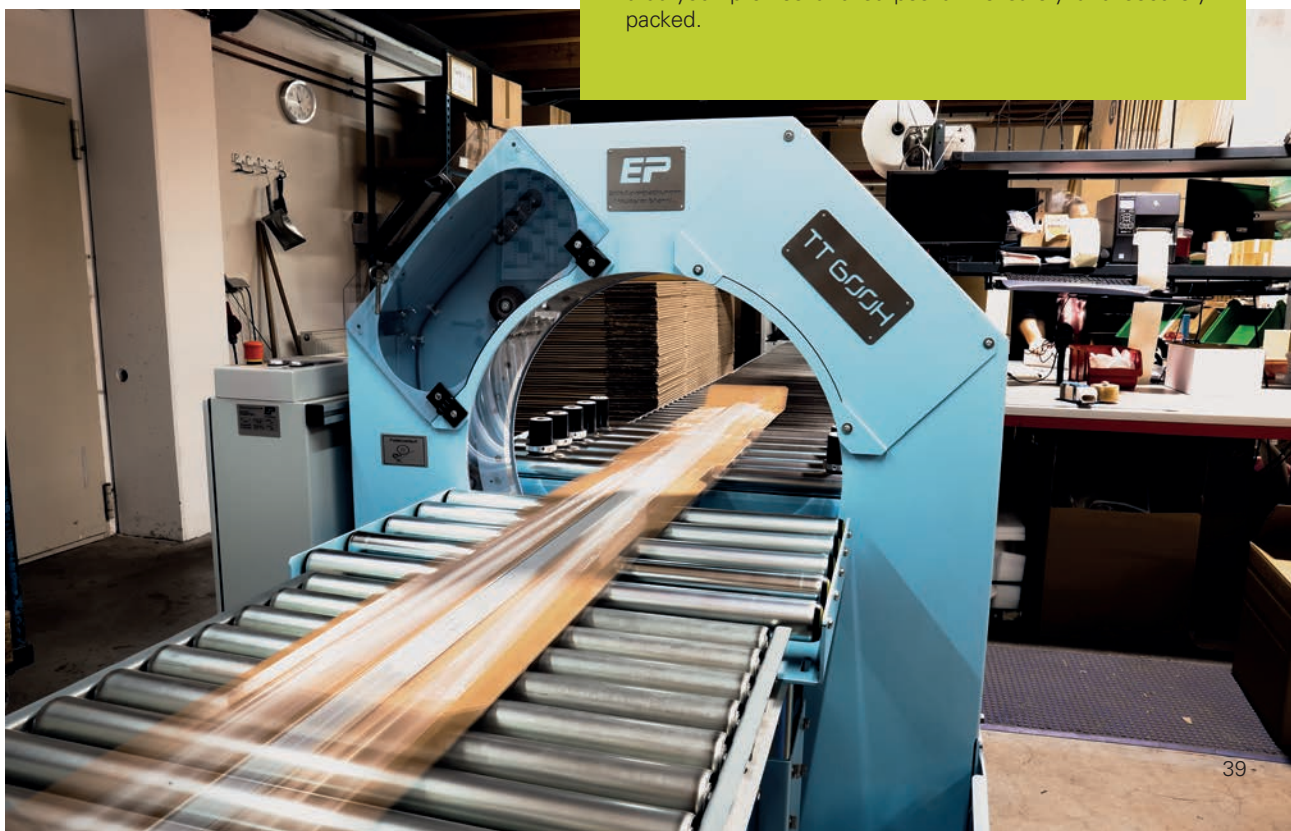


the warehouse's most important key figures have steadily improved thanks to smart decisions and investment: „We measure improvement by our picks - i.e. the frequency with which goods are turned around each day - and by the number of delivery notes processed - and all this comes with a consistently low complaint rate.“

▼ Flowing smoothly: the new packaging machine helps improve logistical process efficiency.

A packaging professional for profiles

Customers are increasingly opting for linear light. However, the packaging of the long aluminium profiles and LED stripes presents manufacturers with specific challenges. With our new packaging machine, you can be sure that your profiles and stripes arrive safely and securely packed.



A MONOLITH OF CONCRETE, GLASS AND LIGHT

THE OFFICE BUILDING OF LA CROIX ARCHITEKTEN IN STUTENSEE IS A SHINING EXAMPLE OF A MODERN, OPEN STRUCTURE - STYLISHLY LIT WITH LINEAR LIGHTING SOLUTIONS FROM DEKO-LIGHT.

Modern, open building forms have long since ceased to be the preserve of individually designed architect's houses. To support the clear geometric design language of these buildings in terms of lighting and to meet the exacting demands of their clients, lighting designers are increasingly turning away from classic luminaires and recessed spotlights in favour of linear lighting solutions.

„Büro L“ - the headquarters of the architectural firm LA CROIX ARCHITEKTEN in Stutensee near Karlsruhe exemplifies this development. The monolithic exposed concrete cube uses a narrow selection of materials and relies on a combination of natural and linear light.

The lighting picks up on the geometry of the dominant entrance area and supports the striking design language. Hardly visible during the day, it sets off the projecting bay after sunset and guides visitors into the interior of the building. The use of linear light impressively emphasises the basic shape of the building without disturbing the formal language and without itself becoming too obviously prominent. In contrast to classic lighting solutions, the open, unobstructed view into the building remains unimpeded. In addition, the precisely placed light elements convey the impression of a drawn three-dimensional spatial model - with the difference that here it was „drawn“ with light rather than pencil.

What is: linear light?

Linear light is indirect light in the form of LED stripes that sit in aluminium profiles. In this way, linear light can be laid on walls, ceilings, stairs, along mirrors or furniture as desired and in line with your own ideas. The countless possibilities of linear light include accentuating design elements as well as creating an atmospheric interplay of light and shade.



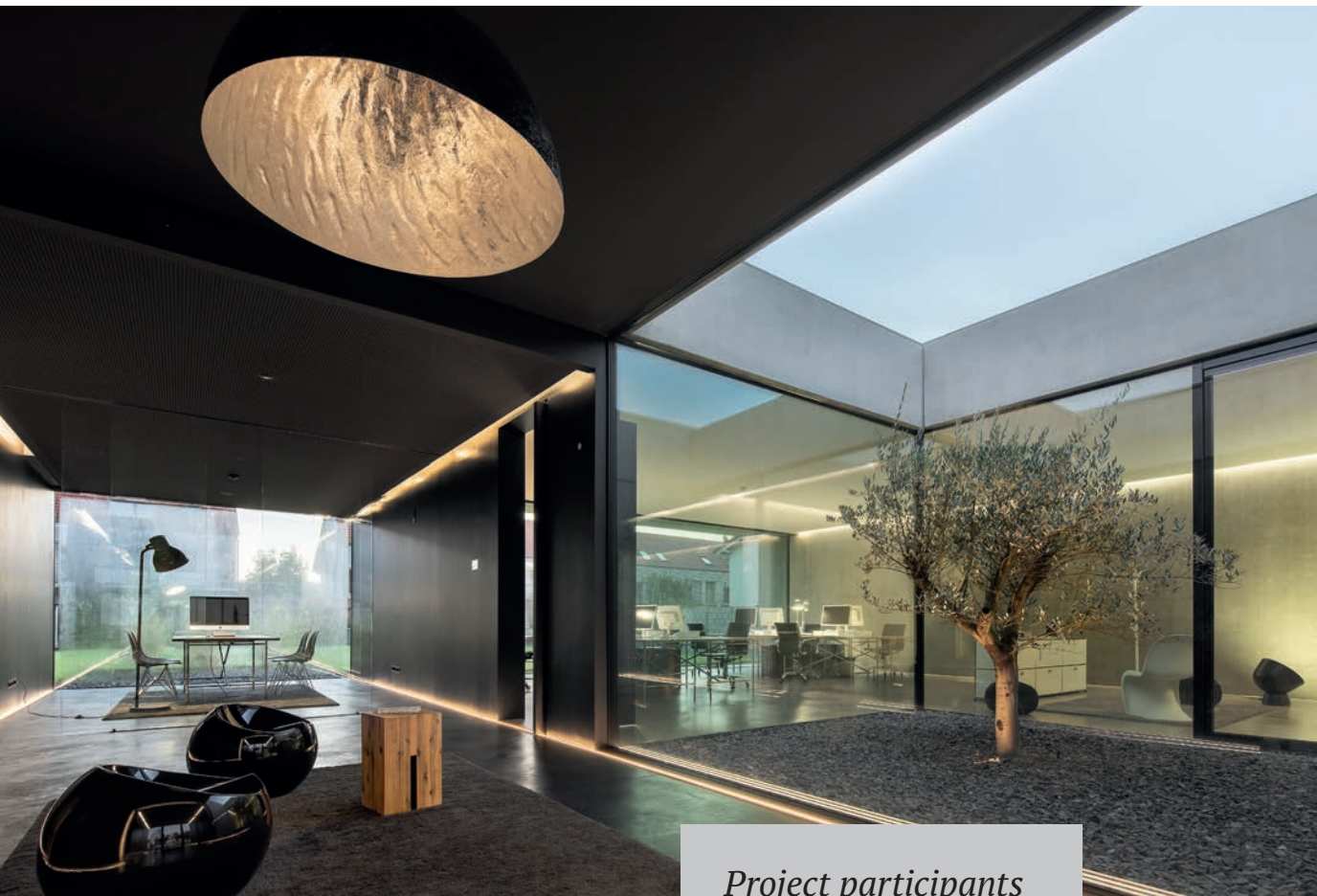
4

LIGHTING SOLUTIONS



To create cove lighting in such a reduced form and to completely dispense with visible recessed openings that disturb the feeling of space, it is imperative to involve the lighting designer in the design and construction process at an early stage. In this way, drivers and technology can be seamlessly integrated in the early stages of construction. Indirect lighting requires high wattages. Therefore, the LED stripes used can only be installed with appropriate profiles to dissipate the heat generated and at the same time ensure a long service life.

In contrast to direct lighting from above or left/right, indirect lighting on the large-format mirror creates additional depth. In addition, with modern lighting and control systems, the light colour can be adjusted individually to emulate daylight. Also, the warm colour temperature of 3,000K conveys a cosy atmosphere during wellness treatments.



Since linear light in this design is used as a site-specific design element, accents can be set with additional floor-standing or pendant luminaires that can be flexibly positioned in the room. The recessed floor spot in front of the olive tree has a similar effect. Especially in combination with large glass surfaces, outdoor areas and courtyards can become a „black hole“ without appropriate illumination – in complete contrast to the solution shown here, which turns the inner courtyard into a stunning architectural feature in the evening.

Turn to page 68 for the product overview.

Project participants

Planning:

La Croix Architekten
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76297 Stutensee
+49 7249 9473949
lacroix-architekten.de

Photos:

Daniel Wieser . Architekturfotografie, Hildesheim/Karlsruhe



QUALITY OF LIGHT - QUALITY OF LIFE

IN THE „HUIZES“ BY DUTCH COMPANY COMPARTIJN SENIORS HAVE FAR MORE THAN PURELY FUNCTIONAL LOUNGES WITH A HOSPITAL ATMOSPHERE.

FOR LIGHTING IN MODERN RESIDENTIAL HOMES, ATEXLICHT RELIES ON LIGHTING SOLUTIONS FROM DEKO-LIGHT.

Far too often, care homes for seniors are equated with dark, dreary hostels that have little to do with living and quality of life. The „Huize“ by Compartijn in the Netherlands prove that it doesn't have to be like this. These modern care facilities at various locations feature not only excellent quality of care, but also a well thought-out living concept including lighting from DEKO-LIGHT.

AtexLicht was responsible for the lighting design in the Compartijn care homes. Working closely with Studio Lanen - responsible for the interior design - the lighting design team based in Raamsdonksveer, south-east of Rotterdam, developed a comprehensive lighting concept oriented towards the cosy ambiance of a private home: „We wanted the residents to feel at home right from the start,“ explains Yoka Beumer from AtexLicht. „Away from uniformity, but without drifting into luxury. Atmospheric lighting is not a question of price, but of a well thought-out concept.“

For the communal areas, AtexLicht opted for CCT square recessed louvre luminaires with an infinitely variable colour temperature from 3,000 to 5,500 K. „This way, residents can set the appropriate lighting mood as needed - colder light when playing cards, warmer light when watching TV.“ For ceiling lighting, AtexLicht combined the luminaires with matching aluminium surface-mounted frames.



Corridor ceiling lights are in the form of the minimalist LUNA 40 surface-mounted luminaires in warm white. Originally designed - as shop lighting, the LUNA 40 also show their versatility on the high ceilings of the Compartijn homes. LUNA is complemented by the surface-mounted ceiling luminaires from the Mona series with single and double light sources.



The Caroline wall-mounted luminaires are a special feature. In order to adapt the elegant plaster luminaires even better to the interior design of the care homes, AtexLicht made use of the properties of plaster (see article on p. 26) to spray the housings with gold paint in the in-house workshop. Depending on the time of day and the lighting mood, the care home staff combine different dimming levels of the wall and ceiling luminaires to adapt the atmosphere to the time of day and also to save electricity costs.



Lighting solutions in situ

- Louvred luminaire CCT WW/CW (art.no. 100032)
- Surface-mounted frame 62x62 for recessed louvre luminaire (art.no. 930179)
- Surface-mounted ceiling luminaire Luna 40 (art.no. 348063)
- Surface-mounted ceiling luminaire Mona I & II (art.no. 348001 & 349004)
- wall-mounted light Caroline (art.no. 341223)
- wall-mounted light Relono (art.no. 341010)

Turn to page 69 for the product overview.



Project participants

AtexLicht

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Netherlands
info@studiolanen.nl

Studio Blik

Photography



PLAY, FUN & LIGHT

MODERN DAYCARE CENTRES AND KINDERGARTENS ARE DESIGNED HOLISTICALLY. WELL THOUGHT-OUT AND FLEXIBLE LIGHTING PLAYS A MAJOR ROLE IN THIS CONTEXT. THE NEW ESPIRA KINDERGARTEN IN KARLSBAD EMBODIES THIS APPROACH, INSIDE AND OUT.

In autumn 2019, Espira's newest kindergarten opened in Karlsbad. Since then, around 50 children aged 1-6 years have been cared for in three groups in the new building, which includes a spacious garden and outdoor play area. Currently, Espira operates eleven daycare centres and kindergartens in Germany in the areas of Karlsruhe, Mannheim, Heidelberg and Munich. The cosmopolitan Espira Kita concept has its origins in Scandinavia and focuses on children's creative urge. For this reason, a large proportion of the rooms are deliberately still undesigned when they are newly opened and continue to grow over time with the participation of the children.

Espira works closely with selected architects in the design and implementation of a new daycare facility and these architects share responsibility for the lighting concept in the premises. At the Espira kindergarten in Karlsbad, DEKO-LIGHT brought this concept to life with its lighting solutions.





As soon as the children arrive at the daycare centre with their parents in the morning, they change in the central cloakroom area. Here, the round dimmable pendant LED-panel luminaires with slim aluminium frame create an airy feel. Thanks to the transparent illuminated surface, the luminaires also appear very light and discreet when switched off.

In the corridors, the pendant luminaires suspended in different orientations have a playful feel. Furthermore, the ceiling was placed on the DEKO-LIGHT EL-03-10 wall profile, which acts as a lateral wallwasher, adding to the light atmosphere. This way, the hallway can be indirectly illuminated via the LED stripes alone, depending on lighting needs.

Lighting solutions in situ

- pendant lamp LED Panel transparent round (art.no. 342093)
- LED RGB wall-mounted light Colorido Color
- Surface-mounted ceiling luminaire Euro LED (art.no. 342010)
- Louvred luminaire LED Panel PRO (art.no. 100043)
- wall-mounted light Tucanae (art.no. 731110)

Turn to page 69 for the product overview.



4

LIGHTING SOLUTIONS

At midday nap time, the suspended Colorido Color LED RGB luminaire really comes into its own. Based on the HCL concept (Human Centric Lighting), the lighting is geared to the needs of the children. A soft red-orange gives the children the impression of a setting sun and provides orientation in the daily routine and a relaxed mood during sleep and rest. At the same time, the educators do not have to switch on the ceiling light to check on the children.

In the group rooms and WC areas, large-area LED inlay panels provide uniform illumination. Several Euro LED surface-mounted luminaires accentuate the rear wall of the children's WCs. LED Panel PRO recessed louvre luminaires with matching surface-mounted frames were installed for the staircase areas with lower ceiling heights.

The well thought-out lighting concept, geared to the needs of the children, also continues in the outdoor area of the kindergarten. In order to provide the children with plenty of fresh air and playtime fun in the large garden area even during the dark autumn and winter months, the entire building complex, including the playground areas, is illuminated with Tucanae wall-mounted luminaires.



Framework for quality

In an Espira kindergarten, the children decorate their rooms themselves over time. The Colorido Color RGB luminaire already installed ensures that the premises don't seem cold at the start.



Project participants

Customer:

Espira Karlsbad
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76307 Karlsbad
+49 7248 255940

Lighting design:

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Installation:

Elektro Grün GmbH
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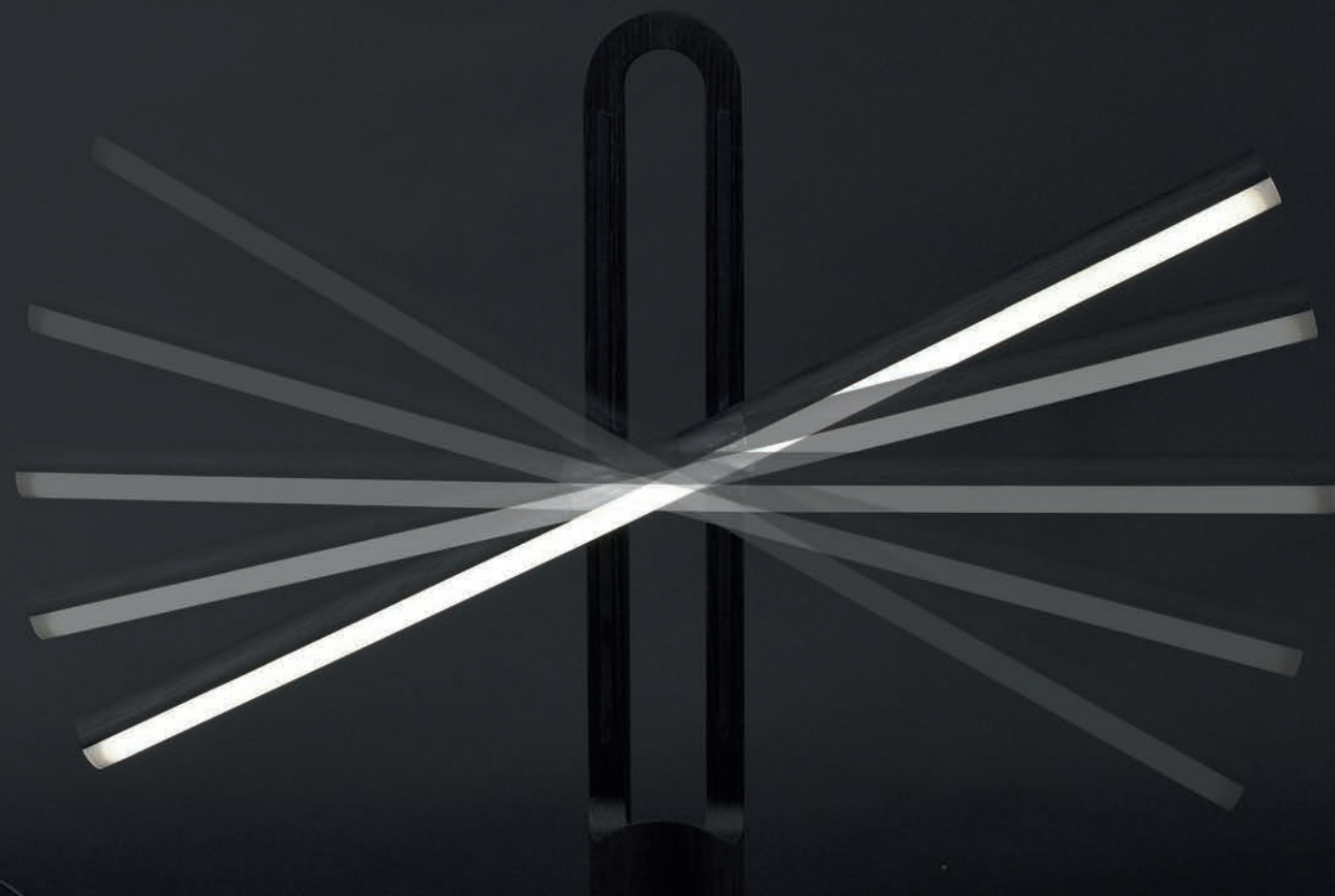
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FORUM

LUXI - LET THERE BE LIGHT

THE LUXI PANEL AWARDED THE LICHTWOCHE MÜNCHEN LIGHT PRIZE AGAIN IN 2020. AS A SPONSOR, DEKO-LIGHT SUPPORTS THE PARTICIPANTS' PROJECTS WITH LUMINAIRES AND LIGHTING TECHNOLOGY.

Even though corona changed everything, the more than 30 works submitted once again raised LUXI to a new level. With the aim of promoting young professionals and honouring good lighting design, the LUXI has enjoyed growing popularity since its inception in 2015 and has established itself as a permanent fixture in the scene. As sponsor, DEKO-LIGHT has supported LUXI contestants for several years now. In cooperation with the „Schools for Wood and Design“ (SHG) in Upper Bavaria, students can draw on DEKO-LIGHT's extensive lighting technology portfolio to turn their design and lighting ideas into reality.



LUXI - the LIGHT Prize

„LUXI - the LIGHT Award“ is aimed at students, design and planning offices, industry representatives and the start-up scene and honours particularly inspiring lighting ideas. In 2020, a total of 33 entries were submitted in the categories: Young Talent Award for Light Object/Luminaire, Lighting Concept as well as Lighting Technology, Innovation Award and Start-up Award.



Find out more at: lichtwoche-muenchen.de

We spoke to Dirk Schellberg, graduate product designer and lecturer at SHG, and Gunther Pfeffer, student of interior and object design at the SHG Fachakademie, about cooperation with DEKO-LIGHT and LUXI projects.

In which areas do you support your students within the framework of the LUXI work? What tips do you give them along the way?

Dirk Schellberg: For our students, the LUXI is usually their first encounter with the subject of light. Beyond the normality of a light switch, a lot of knowledge is needed to design lighting products. I lay the theoretical foundations for this. Since we are not electricians, we only work with low-voltage light sources. Thanks to LED technology, there is a wide range of materials on the market to experiment with. Our strength lies in the implementation. At the technical academy, we have access to laser cutters, 3D printing and CNC technology for prototyping.

In what ways do your students benefit from DEKO-LIGHT's extensive lighting technology portfolio?

Dirk Schellberg: We have been taking part in the LUXI competition for some years now; DEKO-LIGHT supports us in this respect with illuminants, electronics and power adapters. It is important to me that finished products are created and therefore no prefabricated light modules are used. It's a great opportunity for the students and their projects to have access to high-quality materials - after all, they finance the prototyping themselves!

You are a qualified product designer with your own industrial design office. What distinguishes a functional, modern luminaire? How has the assessment changed over time?

Dirk Schellberg: Today light is told. Light is simply there. The individual source recedes into the background. Light merges more and more with the space. Light zones are created. As a product designer, I say this with some melancholy, of course. There will certainly still be luminaires, but fewer. LEDs and soon OLEDs allow all kinds of shapes. A modern luminaire should - beyond its shape - be glare-free, have good luminance and a healthy colour spectrum.



In conversation:
Gunther Pfeffer
Student of interior
and object design

What motivated you to participate in LUXI?

Gunther Pfeffer: For me, a competition is always an opportunity to see where you stand, to reflect on your own work and to present it. It is a very professional competition with many experts in a defined field, supported by specialist companies. It was important to me to create a functional luminaire with a high aesthetic value. The idea was to develop a luminous sculpture that acts as an object even when it is switched off. The „moving shape“ is designed as a desk lamp and is intended not only to illuminate the work area but also to visually enhance it.

What specific challenges did you face in the design and making of the luminaire?

Gunther Pfeffer: The project originated as a semester project and involved brainstorming, developing and assembling electrical components and the finished prototype. The core idea of the two-part luminaire was to make the switching-on process an experience. When it's off, the light stick rests in a recess; if you move it to the two upright magnetic contacts, the circuit closes and light is produced. In addition, the luminaire is very variable: height, angle and inclination are individually adjustable.

The integration of the battery, the magnetic conductors, an inverter to prevent polarity reversal, the charging station - bringing all these components together and into one form was definitely the biggest challenge in this project, which was conceived from scratch.

What professional field attracts you after completing your studies? Are you going to stay with light?

Gunther Pfeffer: My fascination is interior and furniture design. During the LUXI project, I realised that light is something elemental that influences our environment and mood and has a decisive impact on our well-being. I find that very exciting and can imagine implementing interesting projects in this area in the future.

www.guntherpfeffer.com



In conversation:
Dirk Schellberg
Lecturer, Diploma in Product
Design, Master Carpenter



LITTLE 1X1: LED STRIPE POWER ADAPTER AND CONTROL

THE PLANNING AND SELECTION OF ELECTRICAL COMPONENTS FOR THE COMMISSIONING AND CONTROL OF LED STRIPES CAN BE A CHALLENGE. WE EXPLAIN THIS COMPLEX TOPIC TO YOU.

Why are there so many different options?

Depending on the type of LED stripe installed, they differ not only in terms of photometric values and required supply voltage, but also in terms of electrical connection, control and dimming. These factors often depend on where they are used and the local conditions, which is why the required operating resources - power adapters and control components - differ.

What does primary and secondary dimming mean?

Regardless of the type of luminaire, a distinction is made between primary and secondary dimming. Primary dimming means that the mains voltage (230V AC) applied to the mains unit is dimmed directly via a triac dimmer (rotary dimmer or built-in dimmer). With secondary dimming, on the other hand, the output voltage of the power adapter is dimmed. In some cases, these so-called „PWM dimmers“ are already integrated in the power adapter, in others they are fitted as an additional component behind the power adapter.

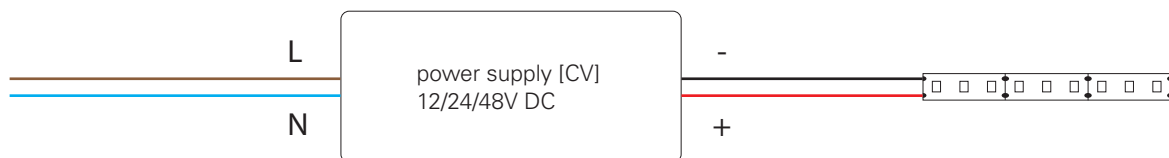
Sounds complicated? In practice, however, it's easier than expected! Since the control of 1-channel and multi-channel stripes is fundamentally different, we treat these two groups separately.

Operation of 1-channel/single stripes (WW, NW, CW)

- a) undimmed
- b) 230V mains voltage, dimmed via phase-cut dimmer (e.g. rotary dimmer)
- c) Secondary dimming via radio remote control or app (RF system, Quasar)
- d) Secondary dimming via DMX
- e) Power supply units with integrated PWM dimmer module, controllable via Dali, 1-10V, KNX

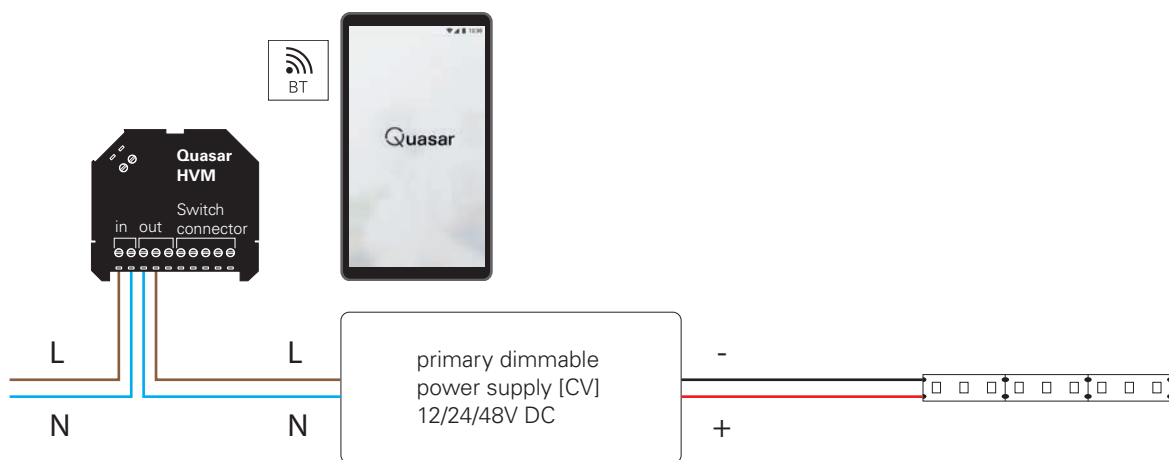
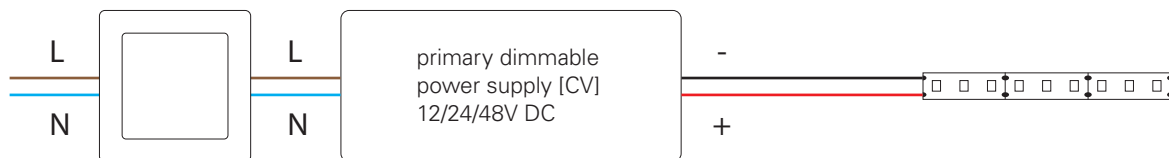
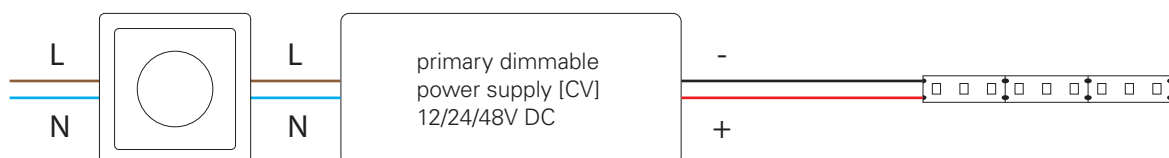
a) 1-channel stripe – undimmed

Whenever a 1-channel stripe is used as a basic light or for indirect lighting and is to be operated permanently at full power, it can be connected directly to a suitable power adapter (be sure to observe the output voltage/power!). This operating mode is the simplest way to operate LED stripes.



b) 1-channel stripe – dimmed via primary dimmable mains unit with phase cut-off dimmer

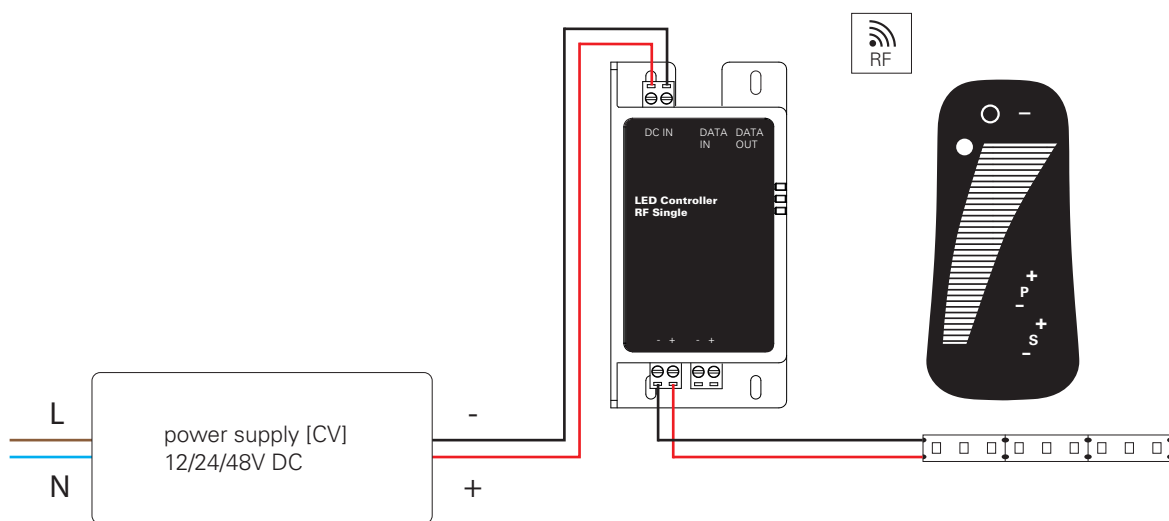
If an LED stripe is to be dimmed, there are various possibilities depending on the required power and the existing wiring network: the simplest option is to dim the mains voltage directly via a triac dimmer, which in turn supplies the mains unit. The best known triac dimmer is the rotary dimmer. However, other triac systems can also be used if they are suitable electronic mains units (C-load). **IMPORTANT:** Please always pay attention to the rating data of all components and to the fact that only a few mains units are suitable for this type of dimming.



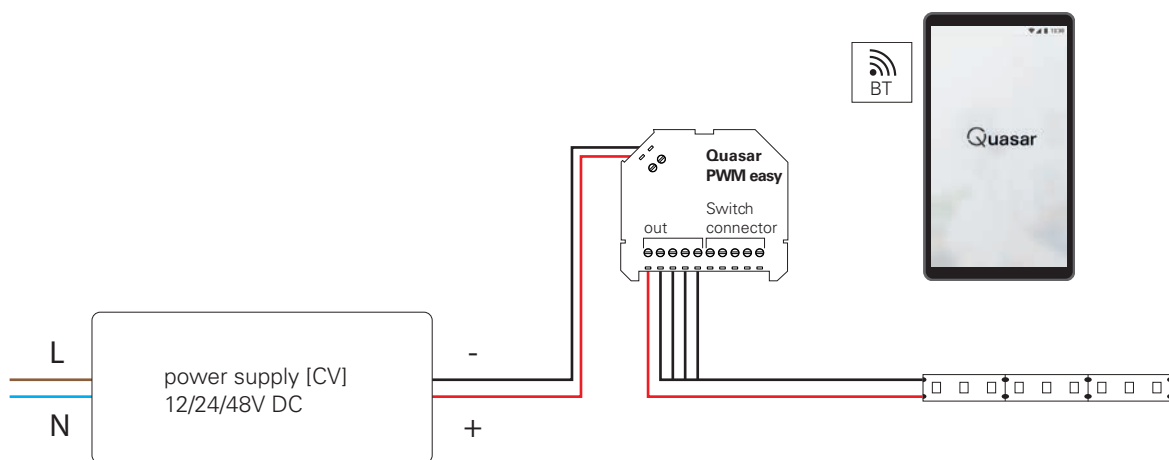
Example: Quasar HVM (843007)

c) 1-channel stripe – secondary dimming e.g. via radio remote control or app

Depending on the customer's performance requirements or operating preferences, other options are often necessary. For secondary dimming, the constant output voltage of the power adapter is dimmed using a downstream PWM dimmer. Different types and designs of PWM dimmers are available, for example radio remote control or smartphone app.



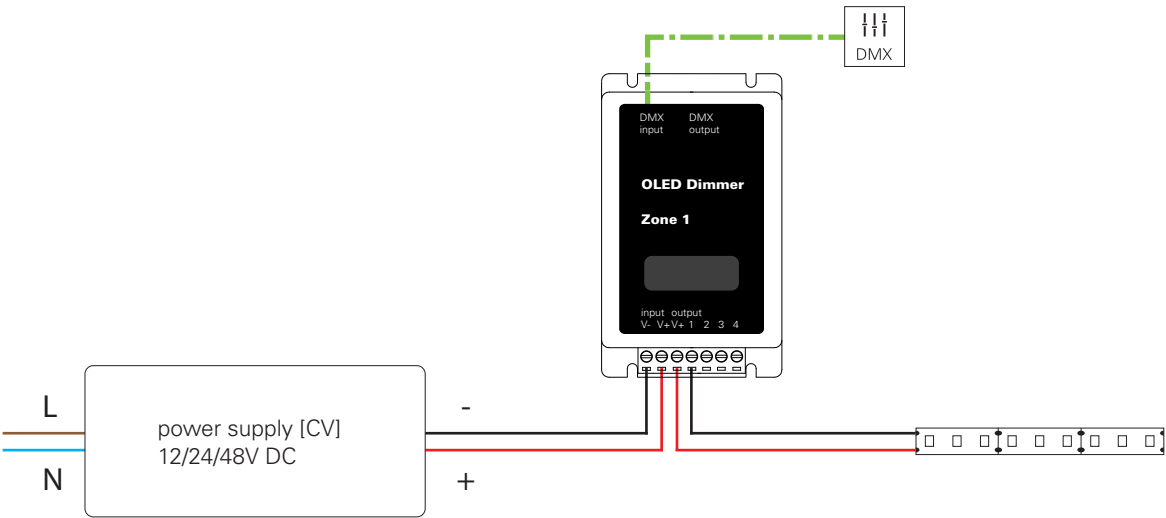
dimmed via remote control (RF system 843022)



dimmed via smartphone app and/or additional pushbuttons (Quasar 843053)

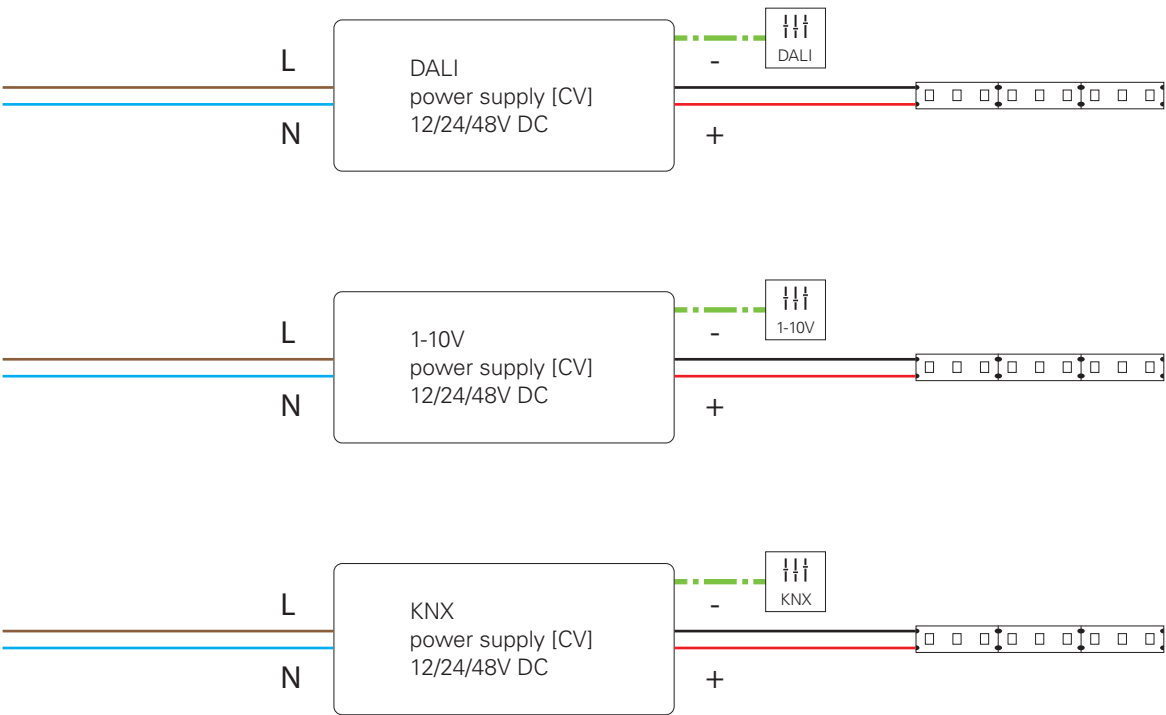
d) 1-channel stripe – secondary dimming via DMX

DMX control is mainly used in theatres, event locations, bars and clubs, but it also offers advantages in other areas of application. Control is via a DMX signal supplied by a corresponding DMX controller. Various types of the latter exist, from a simple wall controller for 1-4 zones to a software solution in combination with a PC interface, allowing even the most complex control setups.



e) 1-channel stripe on power adapter with integrated PWM dimmer, controllable by Dali, 1-10V, KNX

Power supplies with integrated PWM dimmers simplify installation as only one component needs to be fitted and wired. The usual control signals from the building installation and automation can be used. For reasons of compatibility and comfort, I recommend gearing the selection to the building's existing control system as the mains units barely differ visually and in their design. Please note that the different control signals are generally NOT compatible with each other and the corresponding power supply type must be used in each case.



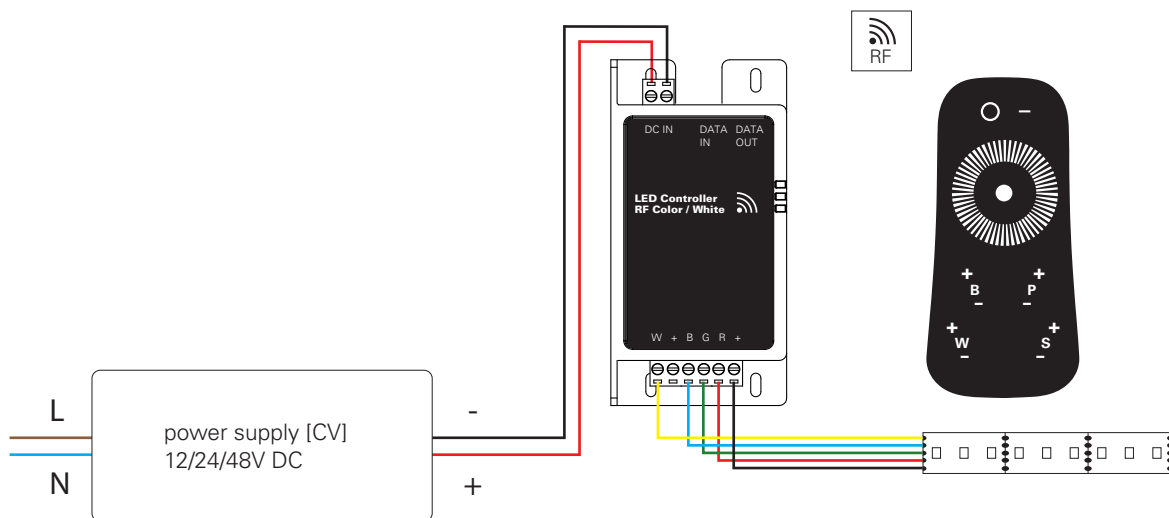
Operation of multi-channel stripes (2-4 channels / WW-CW, RGB, RGBW)

Multi-channel LED stripes (WW-CW, RGB, RGBW) must be dimmed simultaneously via several channels (two to four). For example, the colour mixing of an RGB stripe requires that different brightnesses (dimming levels) of the individual colours red, green and blue are mixed together (additive colour mixing). As a rule, a multi-channel PWM dimmer is connected behind the output voltage of a standard power adapter (without dimming function). This generates the brightness values of the individual colours via remote control, app, DMX or DALI.

Operation of multi-channel stripes (2-4 channel / WW-CW, RGB, RGBW)

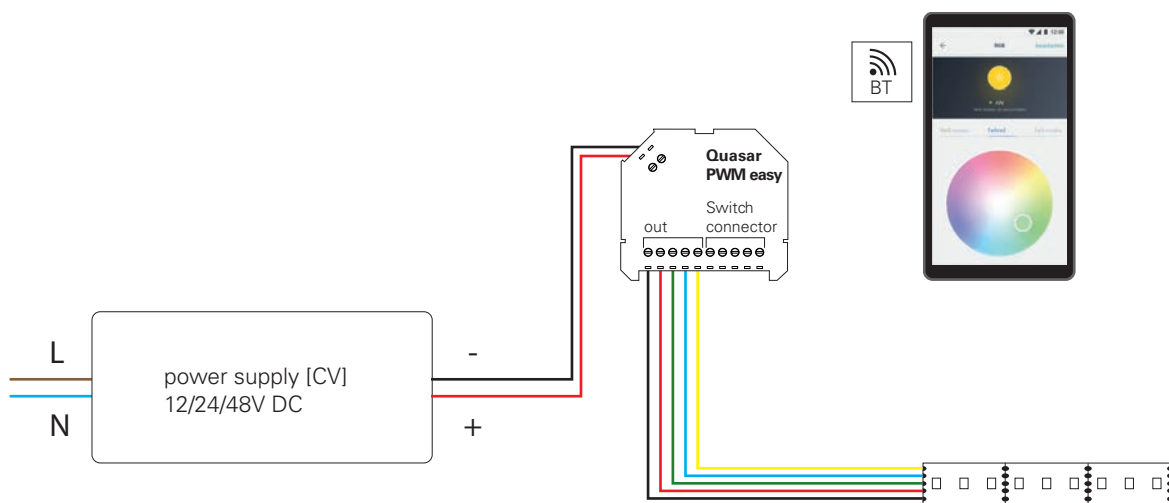
- f) Secondary dimming / colour control via radio remote control or app (RF system, Quasar)
- g) Secondary dimming / colour control via DMX-Signal
- h) Secondary dimming / colour control via DALI

f) 2-4-channel stripe – Secondary dimming via remote control oder App



dimmed via remote control, RF system z.B. 843152 (WW-CW), 843153 (RGB), 843154 (RGBW)

Example: RGBW control

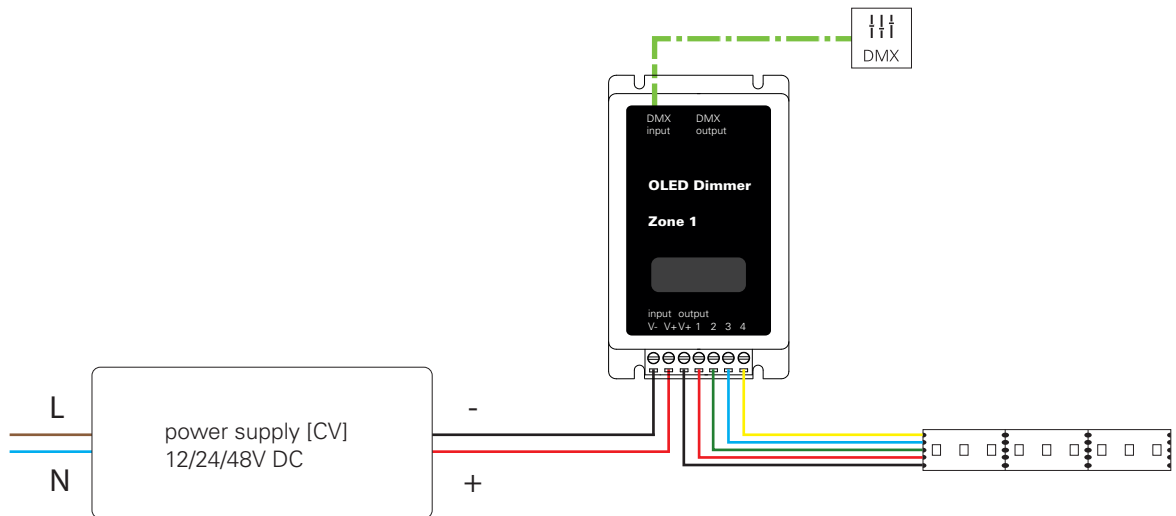


dimmed via Smartphone-App und/oder zusätzliche Taster (Quasar 843053)

Example: RGBW control

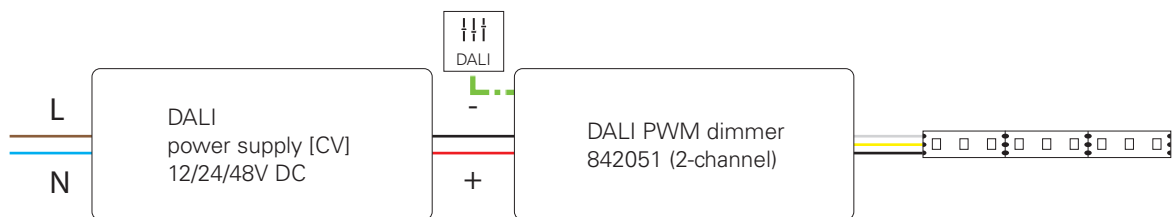
g) 2-4-channel stripe – secondary dimming via DMX

The control of multi-channel LED stripes by DMX differs only in the use of the multi-channel LED stripe concerned channel DMX PWM dimmer and a suitable DMX controller.

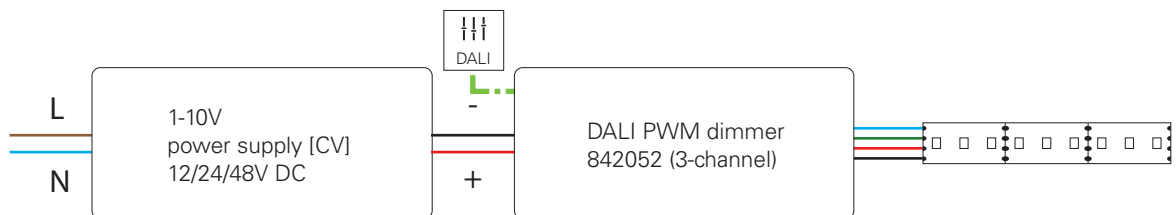


h) 2-4-channel stripe – Secondary dimming via Dali

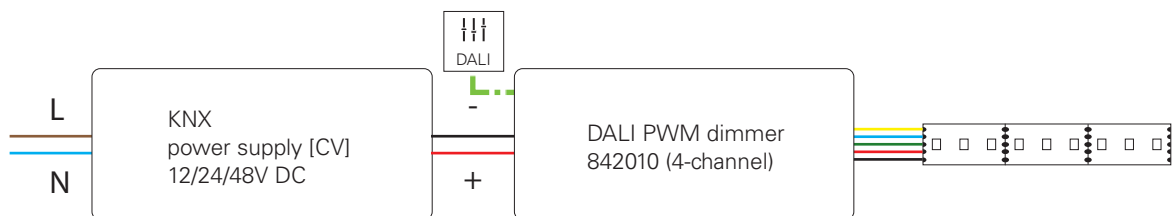
As with the control of multi-channel stripes by DMX, in the case of control by Dali, a suitable Dali PWM dimmer is connected downstream of the mains unit which receives pre-programmed control commands. As with 1-channel control by Dali, this type is particularly recommended if an existing Dali network is already installed.



WW/CW Steuerung



RGB Steuerung



RGBW control

JANUARY

SPOT ON!
Magazine #1/2021

The first SpotOn issue of the new year - in your hands right now.

EK LIVE
DIE FRÜHJAHRSMESSE**EK LIVE DIGITAL**
SPRING FAIR
20.-22. January

In 2021, the EK Live spring trade fair of the EK Servicegroup will take place completely online, with a facility for ordering items. Find out more at: ek-messen.de

FEBRUARY

voltimum**Voltimum**
Virtual trade fair
22.-26. February

The Voltimum virtual trade fair offers partners from the electrical industry a professional online platform for product presentations, live web seminars and virtual discussions with stand visitors. Find out more at: voltimum.de

MARCH

CATALOGUE
LINEAR LIGHT

Linear light is still a major lighting trend. In our „Linear Light“ catalogue, you can find all the components for your next linear light project.

SALE
Brochure

The days are getting longer again - and our prices are falling. Discover special items and exclusive discounts in our first SALE Brochure 2021. While stocks last!

MAY

SPOT ON!
Magazine #2/2021

The second issue of SpotOn Magazine with lots of new products, themed specials, project references and news from our company and the lighting industry.

CATALOGUE
ALL-ROUNDERS

In 2021, we will dedicate a separate catalogue to our long-time favourites. Our tried and tested all-rounders have already proved a success in countless projects and are appreciated for their sophistication, quality and efficiency.

YOUR LIGHT GUIDE FOR 2021

**2020 WAS A YEAR OF UNCERTAINTY AND
CANCELLED EVENTS. WE HOPE THAT 2021
HAS MORE TO OFFER. LET US GUIDE YOU
THROUGH THE YEAR...**

JUNE



DEKO-LIGHT In-house exhibition 18.-19. June

Our in-house exhibition at the company's headquarters in Karlsbad offers you a diverse mix of workshops, product presentations, networking and entertainment programmes. We look forward to seeing you!

JULY

SPOT ON! Magazine #3/2021

The third issue of SpotOn Magazine with lots of new products, themed specials, project references and news from our company and the lighting industry.



eltefa Stuttgart Scheduled for: 20.-22. July

The industry meeting place for the electrical sector in southern Germany with innovations from the fields of building services engineering, lighting technology, power engineering and more.

Find out more at:
**messe-stuttgart.de/
eltefa**

SEPTEMBER

DEKO-LIGHT Main Catalogue 2021/22

The DEKO-LIGHT Compendium: Our complete lighting technology range on more than 900 pages, innovative new developments and interesting facts about light.

SALE Brochure

When summer comes to an end, we'll turn up the heat again - the second SALE brochure brings together numerous lighting products at exclusive special prices. As always: while stocks last!



elektrotechnik Dortmund 29. September – 01. October

The trade fair for northwest Germany with trends, innovations and developments with the focus on building technology and industrial applications.

Find out more at:
messe-elektrotechnik.de

NOVEMBER

SPOT ON! Magazine #4/2021

The fourth issue of SpotOn Magazine with lots of new products, themed specials, project references and news from our company and the lighting industry.



LICHTWOCHE München 05.-12. November

LICHTWOCHE München offers lighting enthusiasts a varied programme of visits, guided tours, lectures, workshops and lighting installations - with the LUXI LICHT Award as the event highlight. Find out more at:
lichtwoche-muenchen.de



MEROPE 780MM

342157 pendant lamp | Aluminium
coffee-coloured brushed | WW | 3000 K | 5020 lm | Ra >80
60 W | H x Ø: 35 x 780 mm | max. suspension: 1535 mm
349,95 €

342156 pendant lamp | Aluminium
silver coloured brushed | WW | 3000 K | 5020 lm | Ra >80
60 W | H x Ø: 35 x 780 mm | max. suspension: 1535 mm
349,95 €

342155 pendant lamp | Aluminium
white sandblasted | WW | 3000 K | 5020 lm | Ra >80
60 W | H x Ø: 35 x 780 mm | max. suspension: 1535 mm
349,95 €



MEROPE 480MM

342154 pendant lamp | Aluminium
coffee-coloured brushed | WW | 3000 K | 2990 lm | Ra >80
35 W | H x Ø: 35 x 480 mm | max. suspension: 1500 mm
189,95 €

342153 pendant lamp | Aluminium
silver coloured brushed | WW | 3000 K | 2990 lm | Ra >80
35 W | H x Ø: 35 x 480 mm | max. suspension: 1500 mm
189,95 €

342152 pendant lamp | Aluminium
white sandblasted | WW | 3000 K | 2990 lm | Ra >80
35 W | H x Ø: 35 x 480 mm | max. suspension: 1500 mm
189,95 €



MIRACH 580MM

348137 Surface-mounted ceiling luminaire | Aluminium coffee-coloured brushed | WWV | 3000 K | 4365 lm | Ra >80
50 W | H x Ø: 60 x 580 mm
199,95 €

348136 Surface-mounted ceiling luminaire | Aluminium silver coloured brushed | WWV | 3000 K | 4365 lm | Ra >80
50 W | H x Ø: 60 x 580 mm
199,95 €

348135 Surface-mounted ceiling luminaire | Aluminium white sandblasted | WWV | 3000 K | 4365 lm | Ra >80
50 W | H x Ø: 60 x 580 mm
199,95 €



MIRACH 380MM

348134 Surface-mounted ceiling luminaire | Aluminium coffee-coloured brushed | WWV | 3000 K | 2700 lm | Ra >80
29 W | H x Ø: 60 x 380 mm
129,95 €

348133 Surface-mounted ceiling luminaire | Aluminium silver coloured brushed | WWV | 3000 K | 2700 lm | Ra >80
29 W | H x Ø: 60 x 380 mm
129,95 €

348132 Surface-mounted ceiling luminaire | Aluminium white sandblasted | WWV | 3000 K | 2700 lm | Ra >80
29 W | H x Ø: 60 x 380 mm
129,95 €



MENKAR

348131 Surface-mounted ceiling luminaire | Aluminium coffee-coloured brushed | WWV | 3000 K | 3460 lm | Ra >80
radiation characteristics two-sided | 41 W | H x Ø: 90 x 400 mm
149,95 €

348130 Surface-mounted ceiling luminaire | Aluminium silver coloured brushed | WWV | 3000 K | 2700 lm | Ra >80
radiation characteristics two-sided | 41 W | H x Ø: 90 x 400 mm
149,95 €

348129 Surface-mounted ceiling luminaire | Aluminium white sandblasted | WWV | 3000 K | 2700 lm | Ra >80
radiation characteristics two-sided | 41 W | H x Ø: 90 x 400 mm
149,95 €

ALWA I

341229 wall-mounted light | Aluminium
traffic black RAL 9017 | VVV | 3000 K | 180 lm | Ra >80
3,50 W | L x Ø: 110 x 30 mm | rotatable and swivellable
99,95 €

341228 wall-mounted light | Aluminium
traffic white RAL 9016 | VVV | 3000 K | 200 lm | Ra >80
3,50 W | L x Ø: 110 x 30 mm | rotatable and swivellable
99,95 €



BRAHE I

341237 wall-mounted light | Aluminium
traffic black RAL 9017 | VVV | 3000 K | 165 lm | Ra >80
3,30 W | L x H x Ø: 310 x 80 x 25 mm | swivellable
39,95 €

341236 wall-mounted light | Aluminium
traffic white RAL 9016 | VVV | 3000 K | 175 lm | Ra >80
3,30 W | L x H x Ø: 310 x 80 x 25 mm | swivellable
39,95 €



BRAHE IV

341243 wall-mounted light | Aluminium
traffic black RAL 9017 | VVV | 3000 K | 395 lm | Ra >80
8,50 W | L x Ø: 110 x 150 mm | swivellable
69,95 €

341242 wall-mounted light | Aluminium
traffic white RAL 9016 | VVV | 3000 K | 490 lm | Ra >80
8,50 W | L x Ø: 110 x 150 mm | swivellable
69,95 €



BRAHE

343026 floor lamp | Aluminium
traffic black RAL 9017 | VVV | 3000 K | 530 lm | Ra >80
11,50 W | L x Ø: 1387 x 305 mm | rotatable and swivellable
169,95 €

343025 floor lamp | Aluminium
traffic white RAL 9016 | VVV | 3000 K | 530 lm | Ra >80
11,50 W | L x Ø: 1387 x 305 mm | rotatable and swivellable
169,95 €

346016 table lamp | Aluminium
traffic black RAL 9017 | VVV | 3000 K | 370 lm | Ra >80
8,50 W | L x Ø: 455 x 180 mm | rotatable and swivellable
95,95 €

346015 table lamp | Aluminium
traffic white RAL 9016 | VVV | 3000 K | 470 lm | Ra >80
8,50 W | L x Ø: 455 x 180 mm | rotatable and swivellable
95,95 €



ALBALI 10W

732130 floor/wall/ceiling lamp | Aluminium
black | NW | 4000 K | 1070 lm | Ra >80
10 W | IP65/44 | IK08 | L x B x H: 85 x 108 x 20 mm
swivellable
34,95 €



ALBALI 20W

732131 floor/wall/ceiling lamp | Aluminium
black | NW | 4000 K | 2070 lm | Ra >80
20 W | IP65/44 | IK08 | L x B x H: 107 x 137 x 23 mm
swivellable
49,95 €

ALBALI 20W PIR SENSOR

732135 floor/wall/ceiling lamp | Aluminium
black | NW | 4000 K | 2070 lm | Ra >80
20 W | IP65/44 | IK08 | L x B x H: 107 x 137 x 34 mm
swivellable | incl. remote control
69,95 €



ALBALI 30W

732132 floor/wall/ceiling lamp | Aluminium
black | NW | 4000 K | 3090 lm | Ra >80
30 W | IP65/44 | IK08 | L x B x H: 146 x 184 x 30 mm
swivellable
69,95 €



AARON

707090 rail system 3-phase | Aluminium
black matt | VVV | 3000 K | 7400 lm | Ra >90 | 79 W
L x B x Ø: 255 x 182 x 120 mm | rotatable and swivellable
449,95 €

707091 rail system 3-phase | Aluminium
black matt | NW | 4000 K | 7400 lm | Ra >90 | 79 W
L x B x Ø: 255 x 182 x 120 mm | rotatable and swivellable
449,95 €

707092 rail system 3-phase | Aluminium
white matt | VVV | 3000 K | 7400 lm | Ra >90 | 79 W
L x B x Ø: 255 x 182 x 120 mm | rotatable and swivellable
449,95 €

707093 rail system 3-phase | Aluminium
white matt | NW | 4000 K | 7400 lm | Ra >90 | 79 W
L x B x Ø: 255 x 182 x 120 mm | rotatable and swivellable
449,95 €



ALBALI 50W

732133 floor/wall/ceiling lamp | Aluminium
black | NW | 4000 K | 5070 lm | Ra >80
50 W | IP65/44 | IK08 | L x B x H: 194 x 225 x 30 mm
swivellable
89,95 €



BERMUDA II

342160 wall-mounted light | Aluminium diecast
black grey RAL 7021 | WW | 3000 K | 655 lm | Ra >80
12 W | L x Ø: 123 x 200 mm
radiation characteristics two-sided
139,95 €

342159 wall-mounted light | Aluminium diecast
white | WW | 3000 K | 655 lm | Ra >80
12 W | L x H: 123 x 200 mm
radiation characteristics two-sided
139,95 €



BERMUDA

346017 table lamp | Aluminium diecast
black grey RAL 7021 | WW/NW/CW | 3000/4000/5000 K
935 lm | Ra >80 | 16 W | H x Ø: 380 x 200 mm
radiation characteristics two-sided | dimmable via touch sensor
159,95 €

346018 table lamp | Aluminium diecast
white | WW/NW/CW | 3000/4000/5000 K
935 lm | Ra >80 | 16 W | H x Ø: 380 x 200 mm
radiation characteristics two-sided | dimmable via touch sensor
159,95 €



BERMUDA

343028 floor lamp | Aluminium diecast
black grey RAL 7021 | WW | 3000 K | 715 lm | Ra >80
18 W | H x Ø: 1708 x 250 mm | swivellable
radiation characteristics two-sided | dimmable via touch sensor
179,95 €

343029 floor lamp | Aluminium diecast
white | WW | 3000 K | 715 lm | Ra >80
18 W | H x Ø: 1708 x 250 mm | swivellable
radiation characteristics two-sided | dimmable via touch sensor
179,95 €



BERMUDA

731124 wall-mounted light | Aluminium diecast
black grey RAL 7021 | WW | 3000 K | 600 lm | Ra >80
10 W | L x Ø: 142 x 200 mm | radiation characteristics 360°
dimmable via leading or trailing edge
169,95 €



BERMUDA

733056 bollard light | Aluminium diecast
black grey RAL 7021 | WW | 3000 K | 600 lm | Ra >80
10 W | H x Ø: 600 x 200 mm | radiation characteristics 360°
dimmable via leading or trailing edge
249,95 €

BERMUDA

733059 floor lamp | Aluminium diecast
black grey RAL 7021 | WW | 3000 K
710 lm | Ra >80 | 12 W | IP65/44
H x Ø: 563 x 200 mm
196,95 €

733060 floor lamp | Aluminium diecast
white | WW | 3000 K | 710 lm | Ra >80
12 W | IP65/44 | H x Ø: 563 x 200 mm
radiation characteristics two-sided
196,95 €



COLT COB RGBWW

732134 floor/wall/ceiling lamp | Aluminium diecast
black grey RAL 7021 | WW | 2700 K | 92 lm
3,20 W | IP65 | L x Ø: 65 x 50 mm | swivellable
169,95 €



COLT 65W COB

732136 floor/wall/ceiling lamp | Aluminium diecast
black grey RAL 7021 | WW | 3000 K | 5260 lm | Ra >90
65 W | IP65 | L x H x Ø: 162 x 192 x 182 mm | swivellable
incl. 2 glasses [clear, milky], honeycomb filter and mounting set
449,95 €



COLT 36W RGBWW

732137 floor/wall/ceiling lamp | Aluminium diecast
black grey RAL 7021 | RGB+WW | 2700 K | 1500 lm
36 W | IP65 | L x H x Ø: 162 x 192 x 182 mm | swivellable
incl. 2 glasses [clear, milky], honeycomb filter and mounting set
589,95 €

AU-01-08 FLAT U-PROFILE

970008 | 3m | Aluminium | anodized
for LED stripes up to 9.3 mm wide
29,95 €



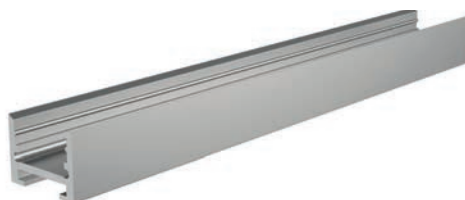
AU-04-12 IP PROFILE | FLAT U-PROFILE

970724 | 3m | Aluminium | anodized
for LED stripes up to 9.3 mm wide
29,95 €



AU-10-12 NUTEN-PROFILE

970281 | 3m | Aluminium | anodized
for LED stripes up to 13 mm wide
44,95 €



FLEXIBLE LED STRIPE

840268 CW | 6200 K | 780 lm/ metre | 45W
Dimensions L x B x H: 5000 x 4 x 2 mm
169,95 €



FLEXIBLE LED STRIPE

840183 WW | 3000 K [± 150 K] | 1010 lm/ metre | 75W
Dimensions L x B x H: 5000 x 8 x 3 mm | **NANO** coating
169,95 €

840184 NW | 4000 K [± 150 K] | 980 lm/ metre | 75W
Dimensions L x B x H: 5000 x 8 x 3 mm | **NANO** coating
169,95 €



MONA I

348001 Surface-mounted ceiling luminaire | Aluminium diecast white | Dimensions L x B x H: 93 x 93 x 120 mm
dimmable via optional light source

51,95 €

348002 Surface-mounted ceiling luminaire | Aluminium diecast black | Dimensions L x B x H: 93 x 93 x 120 mm
dimmable via optional light source

51,95 €



MONA II

348004 Surface-mounted ceiling luminaire | Aluminium diecast white | Dimensions L x B x H: 93 x 93 x 120 mm
dimmable via optional light source

102,95 €

348005 Surface-mounted ceiling luminaire | Aluminium diecast black | Dimensions L x B x H: 93 x 93 x 120 mm
dimmable via optional light source

102,95 €



LUNA 40

348063 Surface-mounted ceiling luminaire | Aluminium diecast pure white | 3000 K | 2520 lm | WW
Dimensions H x Ø: 210 x 120 mm | socket H x Ø: 20 x 115 mm
dimmable via leading or trailing edge

184,95 €

348064 Surface-mounted ceiling luminaire | Aluminium diecast signal black | 3000 K | 2520 lm | WW
Dimensions H x Ø: 210 x 120 mm | socket H x Ø: 20 x 115 mm
dimmable via leading or trailing edge

184,95 €



348065 Surface-mounted ceiling luminaire | Aluminium diecast pure white | 3000 K | 2520 lm | WW
Dimensions H x Ø: 210 x 120 mm | socket H x Ø: 20 x 115 mm
dimmable via leading or trailing edge

184,95 €

348066 Surface-mounted ceiling luminaire | Aluminium diecast signal black | 3000 K | 2520 lm | WW
Dimensions H x Ø: 210 x 120 mm | socket H x Ø: 20 x 115 mm
dimmable via leading or trailing edge

184,95 €



CAROLINE

341223 wall-mounted light | Gips | white paintable
Dimensions L x B x H: 377 x 177 x 121 mm
socket L x B x H: 215 x 62 x 20 mm
dimmable via optional light source

89,95 €

LED PANEL PRO

100043 Louvred luminaire | Aluminium
traffic white RAL 9016 | 3000 K | 3300 lm | WW | 37,00 W
Dimensions L x B x H: 620 x 620 x 10 mm
dimmable via optional controller
84,95€

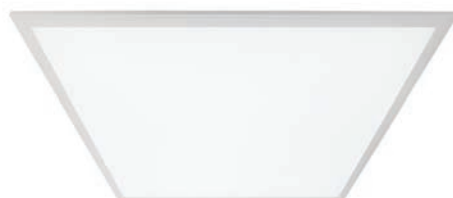


100044 Louvred luminaire | Aluminium
traffic white RAL 9016 | 4000 K | 3400 lm | NW | 37,00 W
Dimensions L x B x H: 620 x 620 x 10 mm
dimmable via optional controller
84,95€

100043 Louvred luminaire | Aluminium
traffic white RAL 9016 | 6000 K | 3400 lm | CW | 37,00 W
Dimensions L x B x H: 620 x 620 x 10 mm
dimmable via optional controller
84,95€

CCT WW/CW

100032 Louvred luminaire | Aluminium
white | 3000-5500 K | 3551 lm | WW-CW | 37,00 W
Dimensions L x B x H: 620 x 620 x 10 mm
dimmable via optional controller
139,95 €



EURO LED

342010 Surface-mounted ceiling luminaire | polycarbonate
dimensions H x Ø: 89 x 350 mm | socket H x Ø: 25 x 337 mm
white | 3000 K | 1616 lm | WW | 21,00 W
64,95 €



LED PANEL TRANSPARENT RUND

342094 pendant lamp | Aluminium | UGR <19
traffic white RAL 9016 | 4000 K | 5600 lm | NW | 50,00 W
Dimensions H x Ø: 12,5 x 580 mm | socket H x Ø: 45 x 250 mm
max. suspension: 1500 mm | dimmable via optional controller
299,95€



TUCANAE

731110 Surface-mounted ceiling luminaire | Aluminium diecast
dark grey | WW | 3000K | 1650 lm | 18,00 W
Dimensions L x B x H: 140 x 172 x 219 mm
socket L x B x H: 125 x 135 x 15 mm
129,95 €

733031 bollard light | Aluminium diecast
dark grey | WW | 3000K | 1650 lm | 18,00 W
Dimensions B x H: 206 x 1000
socket L x B x H: 120 x 180 x 10 mm
209,95 €





MY MEETING WITH MR. LUX...

After my last column, I received an extraordinary message: Mr. LUX wants to meet me. I'd love to - but how do you meet Mr. LUX? I soon found out: you have to make yourself very small, because it gets tight in there. Anyone who wants to meet Mr. LUX - and him alone - must go to an absolutely dark room measuring no more than 1 x 1 metre.

Now I am actually sitting opposite him! Exactly one LUX, generated by a candle. I had goose bumps. „Mr. LUX, I am delighted to meet you in person. My LED friends from the LMKL Bar (if you haven't read the last column, you should do so quickly...) told me you wanted to talk to me..."

Mr. LUX: *Your column showed me that you deal with the topics of LIGHT and LED on a holistic basis. I would now like to give you my view of things.*

Me: *Go ahead.*

Mr. LUX: *First of all, it was important to me that you should come alone. You should experience me at my 1-LUX strength. This is the beginning...*

Admittedly, I couldn't remember the last time I'd been in an environment with only one LUX, but it was very cosy.

Mr. LUX: *: In the past, I was rarely to be seen, but now with the introduction of the LED, the hunger for me seems to be boundless. There are too many of me. There's not a corner I can't reach - and around the clock to boot! There is even a term for this: „light pollution“.*

Mr. LUX was getting more and more upset...

Me: *I agree, but what is the solution? Shall we shut you down and live in the dark?*

Mr. LUX: *Of course not. But please plan us with a little more consideration, use us for a specific purpose. What a waste: industrial areas are also lit up at night, even though no one goes there. Not to mention this cheap battery-based LED junk. Once stuck in the ground - already forgotten. I want to please people, not annoy them and go unnoticed!*

Now he was on a roll...

Mr. LUX: *Never before have I been produced more cheaply, but at the same time I have been used in so many meaningless luminaires and environments. There it goes, the energy saved. Why do you think there are now three star protection areas in Germany?!*

Now I understood the reason for the urgent invitation. I promised to take up his cause. Take a LIGHT BREAK and switch off, enjoy the darkness and gaze at the stars.

Sincerely, Hartmut

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SPOT ON!

THE MAGAZINE

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