



The right lighting means sales: retailers have known this for years. Light plays a prominent part in the retail sector, which should not be underestimated. The British company Holophane knows this better than anyone. It has been active in the lighting sector for more than a century. Quality and innovation are its characteristics.

Holophane: more than a century of quality and innovation

## Energy saving thanks to Prismatron lighting

Richard Slater is project manager Prismatron for Holophane. In this position, every day he deals with retailers looking for affordable, high-quality lighting. The product Prismatron is the perfect solution. "It is the first, easy-to-use, lighting management system that offers the possibility of dimming high-power Metal Halide lamps. That it is really called an innovative product is evident from the Lighting Design Award we received in 2003."

Holophane developed the product Prismatron in cooperation with Nedap. It uses 320 to 400 watt lamps, making it particularly suitable for larger stores. "It really is a unique concept. The system measures the quantity of daylight present, and uses that to determine how much synthetic light is needed. Thus the lamps



are not on full power all day, significantly reducing the shop owner's energy costs," according to Slater.

### Presence detector

Not only shops thankfully use Prismatron: it can also be used in large department stores, sports centres, et cetera. "For example, the system can be set to take the number of people present in a certain area into account," Slater explains. "If it is quiet, little synthetic light is used, but if it is busy, a lot. This is another way for business owners to conserve energy." The management system also offers the possibility combining multiple types of light conservation (presence detection and daylight measurements, for example).

The cooperation with Nedap for the development of Prismatron commenced in 2001, but Holophane and Nedap regularly worked together even before then. Slater: "Nedap supplies the electronic Ballasts, but it was also actively involved in the development of Prismatron. We are extremely pleased with this cooperation, which gives our clients nothing but advantages: high-quality products and energy savings."