



LIGHTING NEWS

An independent publication not affiliated with any other organization

October, 2021

2nd EDITION

New York • FREE

Souriau by Eaton

Article Courtesy of Eaton

Eaton's portfolio of durable, reliable, and compliant Souriau connectors powers underwater environments to entertainment venues to industrial applications.

We specialize in designing connectors that perform reliably in harsh environments, including full-water immersion, intense UV exposure, and heavy dust accumulation. Our connectors are easy to install and maintain, even in hard-to-reach locations, with wired cable assemblies and simple field-installation versions — advantages that save you time and money.

Thanks to our large layout choice and close engineering co-development, we offer flexibility and customized solutions to meet your design and manufacturing needs. This includes turnkey assemblies such as splitters, joiners, and overmold cables with reinforced sealing that are ready to install — helping simplify ordering and supply chain management.



Our interconnect products are engineered to meet your exacting specifications

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DSM&T — The Lighting Connector Specialist

Steve Ramos joined DSM&T in 2000 and currently serves as VP of Sales and Marketing, Connectors Division. He oversees an experienced team that focuses on creating strategic partnerships with their lighting industry accounts. Steve brings the unique ability to understand the technical requirements of his accounts. Together with his team, they create the custom solutions customers are looking for.

Q: Please, tell us about your company.

A: DSM&T was established back in 1982 and has been a leader in the wire harness and connector market for over 39 years. We have two locations, our headquarters and manufacturing facility in Fontana, California as well as a manufacturing plant in Mexico.



Q: Are you introducing any

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RIB® Lighting Controls

Article Courtesy of Functional Devices

Functional Devices, now celebrating our 52nd year in business, has designed and manufactured electronic devices in the USA since 1969. In 2008, we expanded into lighting controls with a new focus towards the lighting industry. With our latest branding efforts, we become known as RIB Lighting Controls. This brand refresh enables us to offer our customers many of the same great products, and more.

Our UL924 Automatic Load Control RIB Relays allow customers to choose one of the industry's best when selecting the right product for their emergency lighting needs.

We welcome each of you to LightFair 2021.

Feel free to stop by our Booth #1756 and see our exclusive offerings.



Functional Devices, Inc.

Leading Custom Color Compounder

Article Courtesy of OptiColor, Inc.

Specializing in Critical Transparent and Translucent Applications

For over 26 years, OptiColor has been a leader in developing custom light-diffusing materials, reflective whites, textured PC and acrylic, and other materials formulated for specific applications.

We can provide for applications that require specific light transmission, diffusion, whiteness, color, and texture for LED lighting, skylights, signage, displays, automotive, stage lighting, and IR/NIR laser lighting.

We specialize in superior materials that have consistent quality — regardless of order size — and ship in five to ten business days. We would love to work with you on your next project to provide high-quality material that will set you apart from your



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Modular International Inc.

Article Courtesy of Modular International, Inc.

Modular International is closing out 2021 with a continued concentration on customization, adaptability, and superior attention to detail. With over 35 years of industry knowledge, it is time we talk about our product development a bit more.

Historically known for the development of the original multiple-lamp family of fixtures known as "Modular Multiples®," Modular International offers a comprehensive portfolio of interior and exterior fixtures to design professionals covering numerous building sectors. New for 2021, Modular International is proud to introduce Converter™, a pendant fixture with application possibilities for the medical, higher education, hospitality, and corporate building sectors as well as residential applications.



Converter™ offers architects, engineers, and lighting designers with the ability to have uplighting, downlighting, or any combination in between

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LTF Technology's Wireless Power Supplies Modernize New or Retrofit Lighting Installations

Article Courtesy of LTF, LLC

LTF offers a wide range of Bluetooth® and Wi-Fi-compatible transformers and drivers for lighting control indoors or outdoors.

As a leading engineering company and manufacturer of OEM LED lighting components since 2007, LTF has served architectural, commercial, and residential lighting industries around the globe. LTF is driven by quality and innovation, with a passion for new product development. The LTF team is committed to building the most reliable and versatile lighting components on the market, using advanced engineering, creative design, and leading-edge technology.



LTF has expanded its reliable

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REIMAGINE INTELLIGENT LIGHTING SOLUTIONS

Lighting has a crucial role to play in the trend toward smarter cities.

Enhanced control features and the implementation of solutions such as two-node streetlight architecture pave the way for more sustainable urban growth.

Discover the possibilities with TE Connectivity at
Lightfair International 2021.

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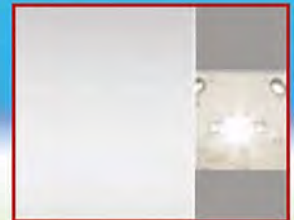


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DSM&T — The Lighting Connector Specialist

Article Courtesy of DSM&T

DSM&T, an electrical connector manufacturer, has a 39-year history of providing the lighting industry real, cost-effective solutions.

When lighting OEM's have issues with moisture in their product assemblies, the cause can be anything from a loose grommet to incompatible materials. Sometimes the moisture can even come through the

copper strands themselves. Smart lighting OEMS's have turned to DSM&T for a solution. Our team of product designers and engineers created a patented process called MoistureBlock®. The MoistureBlock® process protects a product up to IP68 and can be applied to many popular connectors, strain reliefs, in-line cables, or even a custom-designed connector that is built to your specification. MoistureBlock® technology stops liquid from wicking through the in-



dividual copper strands before it creates a water-based short.

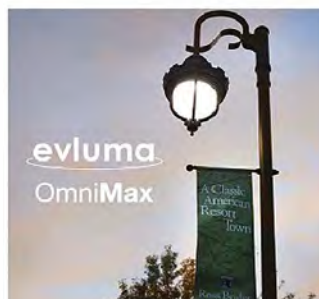
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Ross Bridge HOA Saves Energy and Maintenance With LED OmniMax

Elegant amenities, beautiful outdoor spaces, and stunning views delight visitors to the acclaimed resort community of Ross Bridge, located in Hoover, a suburb of Birmingham, Alabama. When the developer designed the streets in the Ross Bridge Village Center, they installed Lumec Ancestra decorative streetlights with 175-watt metal halide bulbs. The light quality of metal halide is still popular, but the energy consumption and the maintenance to maintain it less so.

Several years ago, Wayne Lewis, a Ross Bridge resident and electric utility retiree, noticed the streetlight across from his house had gone out. Working with the property manager, he was able to get the lamp replaced. It lasted six months and went out again. In his experience this was indicative of a ballast problem, so they replaced the ballast. The light lasted a year before the ballast had to be replaced again.

Streetlights continued to go out, cost-



ing the Homeowner's Association a couple hundred dollars each time a contractor was called. Associa McKay Management was

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Functional
Devices, Inc.

One Failure Is Too Many

Before you continue, look up. Do you see a light fixture suspended above your head? Are you confident that fixture won't fall? Why? You assume that the suspension system used was tested and deemed safe. Would it surprise you to know that most suspension suppliers don't test their parts themselves? They receive parts from overseas and assume the manufacturing plant properly tested the shipment. And if these suppliers do test, they test the first run of a part and then don't bother to re-test for years.

So, why would anyone buy parts from a supplier without the technical expertise or testing data to ensure quality and safety? Because they are cheaper. Unfortunately, saving a few bucks now could cost millions in liability and a ruined reputation, not to mention the injury or even death that could occur from just one failed component.

Cable suspension systems are a critical safety component for objects hanging above your head. Griplock Systems doesn't just pull generic product off the shelf or point to a part in someone else's catalog. All suspension systems have been designed and engineered in-house. Their team members collaborate with customers to determine the solutions best suited for their needs. And if they don't have a product that already fits, then the



in-house engineers design the components themselves and send off the technical data for the parts to be produced according to their specifications. Once the shipment has arrived, parts are thoroughly tested in their warehouse for quality and safety.

Griplock Systems tests every shipment of every part to ensure their customers are protected from faulty parts and possible field failure, because they know that one failure is too many. Ask other suppliers if they can provide testing data for your last shipment — Griplock can.

For more information contact Griplock® Systems at 805-566-0064 or visit their website www.griplocksystems.com.

A.L.P. Introduces the Lineman™ Utility Grade, Post-Top Globe

Article Courtesy of A.L.P.

NILES, Ill. — A.L.P. is pleased to announce the introduction of the Lineman™, a new, utility-grade, post-top globe. Designed to illuminate walkways, parks, and roadways, the Lineman features a nostalgic, turn-of-the-century shape, with modern material choices for an economical alternative to other performance globes.

It is versatile, attractive, and affordable. The Lineman features a configurable top so that the appearance can be customized for any application. In addition, multiple finished shapes can be created by adding cap or finial options.

This new, utility-grade post-top is easy to install and maintain. The innovative locking design allows the top and bottom to be efficiently shipped, and then permanently field assembled, with no tools. Manufactured in acrylic for longevity without discoloration, the Lineman is compatible with LED lamp sources and poles with a height of 10 to 20 feet.

The Lineman is the latest addition to the 400 series injection-molded post-tops from the A.L.P. LexaLite brand. It can be shipped economically in two

or three pieces. In addition, it has the same maximum diameter (15.9 inches) as A.L.P.'s popular Lindy® refractor, offering the potential for component sharing.

For OEM and retrofit applications, A.L.P.'s traditionally styled Lineman post-top globe is a less expensive alternative to other performance optics that does not compromise on the durability and versatility, integral to the 400 Series.

About A.L.P.

A.L.P. is an international leader in designing, manufacturing, and distributing components for lighting and other technical industries. We offer the industry's most comprehensive line of products for OEMs and the aftermarket. For proprietary projects, our unique, "360 Degree Solutions" suite of custom services enables us to collaborate with customers at every stage of a product's life cycle.

Our core commitment is to provide superior service and product performance to every customer. Learn more by visiting our website at www.alpadvantage.com or visit Booth #1920 at LightFair 2021.

Z10 Architecture Powers Analog Lighting Solutions

Article by Jonathan Catchpole, TE Connectivity Systems Architect

By 2025, the Design Lights Consortium (DLC) fears there will be no dark skies left in the United States. Which is why, in an effort to reduce stray light pollution, the DLC released new LUNA Technical Requirements that emphasize minimizing lighting energy use. One way to reduce stray light pollution is through the use of shields and backguards. Another primary method to reduce stray light is with enhanced controls.

As cities move toward smarter applications and solutions, the lighting industry must adapt to meet new requirements. This often means developing new solutions with increased control capabilities such as dimming via motion sensor technology.

For indoor and outdoor analog applications, TE Connectivity has pioneered a 0-10 V interconnect interface, which allows dimming features.

Meet Z10 architecture.

An Alternative to Zhaga Book 18

Both Zhaga Book 18 and Z10 standards meet the requirements of LUNA. However, Zhaga Book 18 is designed for digital applications, whereas Z10 presents a control solution for analog purposes. This is



especially important for North America, where many lighting structures utilize a 0-10 V system rather than a digital one.

The Z10 interface provides a robust and reliable solution for 0-10 V controlled applications, such as high bay lighting or streetlights. The control device, typically a motion sensor, is able to communicate with the driver when to dim or raise light levels based on motion events. If there is no motion, the light might dim to 20%. If the sensor detects motion, it only then increases the light output to 100%. Furthermore, pluggable solutions such as TE Connectivity's LUMAWISE Endurance S Keyed model do not require any permanent wiring, which allows for easy upgrading and servicing.

Another benefit of the Z10 interface is

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The Perfect Storm

Article by Mark Davidson, CEO of Dabmar Lighting, Inc.

Supply chain problems have been causing disruptions across the world. Having only 30, 60, or even 90 days of stock is no longer an option. New stock is taking 180 days or longer to produce and receive into warehouses. That is forcing manufacturers to stock much more products. Luckily, Dabmar has always tried to stock about 12 months' worth of product. Unfortunately, that is not the case for most companies — but it might soon have to be that way.

What is the future going to look like? Longer lead times, fluid pricing, and less fixture options. That is the new normal we all will have to contend with. Our current supply chain is very fragile and is stretched to the limit. Any hiccup in raw goods, port congestions, trucking shortages, or currency values could put all industries into a tailspin — and all these things are happening at the same time. Raw goods prices are skyrocketing due to lower manufacturing outputs and higher demand. Port congestions are creating havoc in both overseas and U.S. ports. Trucking is seeing a shortage of drivers that is creating delays in getting containers in and out of port. Finally, trillions of dollars are being printed rather



than being borrowed which will cause a spike in inflation. You can call this, the "perfect storm."

The only solution to navigate through the rough waters is to work with strong stocking manufacturers such as Dabmar Lighting. Stocking more will reduce backorders, slow down price increases, and allow for projects to be completed on time. When stock is low or running out, new stock is usually far behind. Using only products that are currently in-stock and in large quantities will reduce the chance of backorders. Otherwise, you will be scrambling to find alternatives which are not readily available.

The road ahead is going to be bumpy for a while but by working together can we make it through this "perfect storm."

Modular International, Inc.

Converter™

Patent #US10,655,834 B1



Innovative lighting. Exceptional performance. Brilliant design.

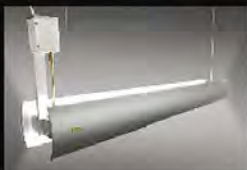
Converter™ offers architects, engineers and lighting designers with the ability to have uplighting, downlighting or any combination in between with motorized reflectors, independent or synchronized CCT tuning from 2700K-5000K and 0-100% dimming with an integrated 48V DC constant voltage driver all controlled within a simple application for android devices.

Converter™ is a cable mount fixture with application possibilities in the medical, higher education, hospitality, and corporate building sectors as well as the residential market.

Lightfair booth 1347
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modularinternational.com/fixtures/converter





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LiteStream Series IoT Devices

LiteStream M

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LTF offers a wide range of Bluetooth® and WiFi-compatible transformers and drivers to modernize lighting control indoors or outdoors.



- LiteStream M Wireless Magnetic Transformers
- Smart LED Drivers
- Wireless Mesh Modules; 1-, 2-, and 5-channel (RGBW+WW) available

Can't Find What You Need? We Can Help!

Connect with LTF's expert product development team to create custom engineered solutions that meet the exact requirements of your project. With our low MOQs, minimal R&D cost and short lead times, LTF can help bring your product to market on time and on budget.



LTF also offers low voltage dimmable LED drivers, high-CRI COB and DOB LEDs, flexible LED tapes, DC LED boards, private label ready LED landscape lighting, and much more.

LTF is trusted by premier lighting manufacturers!

Simplify component sourcing with LTF – visit our website to review our complete product line or let us come up with a custom solution for you.

EATON*(continued from page 1)*

as well as UL®, IEC®, and international LED and luminaire safety standards.

We offer four product series to meet all of your lighting connector needs:

- Souriau UTL series plastic connectors comply with RS485, DMX, and DALI protocols, offering color management with mixed power delivery and control layouts in LED applications. They support fast, easy installation with features such as blind mating, ergonomic push-pull locking, and audible latching. Their high-sealing performance and extreme UV resis-

tance with F1 material per UL746C also guarantee extended outdoor life, making them suitable for a variety of applications.

- Rugged, waterproof Souriau UTS series plastic connectors are ideal for outdoor and underwater applications and temporary immersion. For guaranteed secure mating, circular plastic connectors with one-third bayonet couplings quickly connect and secure with an audible click. Multiple contact layouts, including signal and power, and copper and fiber, increase design flexibility.

- Souriau UTO series circular metal connectors are perfect for stage lighting, dimmers, audio, and consoles, where durabil-

ity against vibration, water, or shock is crucial. With an IP68/69K sealing level and shielding capability to withstand harsh environmental conditions, these sturdy connectors have a long life, reducing the time and cost associated with connector maintenance.

- Versatile Souriau UTGX series plastic and metal connectors are waterproof, shock-proof and UV resistant and can withstand continuous underwater immersion, routine pressure washing, dirt and dust, and other harsh conditions. Ideal for indoor and outdoor use with a lifespan of up to 27 years in-application, these UL/IEC-certified connectors are also light-

weight and quick-mating to improve handling efficiency.

For specialized applications, we provide custom overmold cables with specific designs and splitters for signal distribution. Certification can be done for all major high-speed protocols: CAT 5, SE, and RS-485. In addition, we can test solutions according to custom vibration profiles, temperature ranges, or dedicated flexing and sealing requirements.

For more information about Eaton's Interconnect Solutions, please visit www.eaton.com/interconnect or stop by Booth #2165.

LTF, LLC*(continued from page 1)*

power supply lineup with the LiteStream series, offering multiple wireless options that allow users to control and program lighting via our LiteStream app, Tuya Smart, Google Assistant, and Amazon Alexa.

The state-of-the-art technology of LTF's newest LiteStream M magnetic transformers easily brings IoT and home automation to your backyard. Create and control ambiance from your smartphone, with secure multizone control that works with any new or existing low-voltage landscape lighting.

Up to four lighting zones can be con-

trolled independently, or as one — only LTF's LiteStream M offers this much flexibility. Dimming individual zones is also a feature you will not find elsewhere. Programmable options include scheduled on/off, dimming, and group zones. LiteStream M is compatible with halogen bulbs, AC/DC LED bulbs, and LED tapes.

LiteStream D wireless LED drivers focus on ease-of-use and trouble-free connectivity. Our wireless LED drivers give OEMs the ability to build intelligent wireless lighting systems using WiFi, Bluetooth, and Zigbee protocols, enabling seamless connectivity to a mesh IoT network. With LiteStream D, you

can combine the high performance and reliability of our drivers with the added luxury of wireless connectivity.

Multizone control, color tuning, and RGBWW controls are some of the innovative features being offered through our standard and custom options. These LED drivers are available in constant current or constant voltage solutions from 10 to 300 watts. In addition, our wireless LED drivers are available in custom form factors with features to suit your unique application.

LiteStream C wireless mesh modules are easy to install for IoT applications in need of multichannel, dimming, color tuning, zone, and RGB control ca-

pabilities. With a high power density of 30W per cubic inch, LiteStream C can be added at the output of any standard constant voltage LED driver. These controllers are offered in three models: one-channel for dimming, two-channel/200W for color tuning, and five-channel/300W for RGB+WW controls.

LTF Technology has one of the most complete selections of LED components in the industry. Simplify component sourcing with LTF; visit www.ltftechnology.com to review the complete product line. For more information, call LTF at 847-498-5832, email ltfsales@lfttechnology.com, or visit LightFair Booth #2142.

STEVE RAMOS Q&A*(continued from page 1)***new products at the show?**

A: We have LTPro Connecting System, designed specifically for the lighting industry. Many manufacturers need to integrate more lighting flexibility in their products. The LTPro Connector can transmit power and signal in one connection, allowing for full control of power, dimming, and color — all in an IP68 connection.

Q: To what do you attribute your company's success?

A: DSM&T is a very easy company to work with. We have a great staff that

knows the electrical interconnect market extremely well. Whether you speak to one of our friendly customer service agents or one of our sales representatives, they all can easily answer your questions and find the right product or custom solution you need. What makes our company unique in the industry is that the majority of our accounts have been long-term customers. Some as long as 25 to 30 years.

Q: Are there other products that would be of interest to the show attendees?

A: Yes, we have a line of products that feature our patented MoistureBlock™ technology. This process eliminates fluid migration within the cord itself. Many of our existing lighting customers are us-

ing MoistureBlock™ to provide superior products with minimal in-field repairs. Additionally, commercial lighting manufacturers such as LED street-lighting companies will certainly benefit from seeing our high-voltage power connector line of products too.

Q: What makes your company different from your competitors?

A: Well, we specialize in custom connector solutions. We have a highly knowledgeable engineering department that provides the customer the ability to customize their products and obtain any certifications their market requires. Lastly, instead of outsourcing items, we decided to be vertically integrated, allowing us

full control of the design and build process. From a tool shop and cable extruders, to a testing laboratory and quality assurance departments, being fully in-house allows us to provide quick turnaround, competitive pricing, and, most importantly, top quality with a near 0% failure rate.

Q: Where can I go for more information about your company?

A: Please email my team at info@dsmt.com or call our office at 909-357-7960 where we can gather our R&D and engineering teams to discuss with you about your requirements. Our website www.dsmt.com is a great resource for learning more about our company and products.

MODULAR INTERNATIONAL, INC.*(continued from page 1)*

with Bluetooth® motorized reflector articulation. Reflector material is offered in aluminum or acrylic and can be finished with either powder coat or anodized finishes or custom graphics to seamlessly integrate into your design and meet client expectations. Converter™ has independent or synchronized CCT tuning from 2700K to 5000K and 0 to 100% dimming with an integrated 48-volt DC constant voltage driver, all controlled within a simple application for android devices. Converter™ also offers multifixture zoning with the ability to address individual fixture functionality.

While Converter™ is the newest product showcased this year at LightFair, Modular International is known for a lot more:

- Our Architectural Plug-In System allows design professionals the ability to mix-and-match components to create elegant and flawless lighting solutions to meet complex design challenges.
- Interiors spaces are only the beginning; create distinctive, dramatically illuminated exterior spaces with our custom-engineered exterior lighting solutions and work with us to create something truly remarkable and noteworthy for your current or future projects.
- With our line of Modular Multiplex®, design professionals have full freedom

to customize any of our multiples fixtures to meet the most challenging or restrictive of design conditions.

- Modular International's meticulous material selection and manufacturing standards provide the perfect palette for design professionals looking for exceptional quality in their product selection and customization all in one.
- For over 35 years, Modular International has held exceptional collaboration relationships with the world's leading architects, lighting designers, and engineers and continues to support the design community with innovative and industry-leading products and design support.

Globally headquartered in Pittsburgh, Pennsylvania, Modular International complies with BAA standards and is proud to manufacture our lighting products in the USA. With a worldwide network of experienced agents and distributors, Modular International is well positioned to help design professionals everywhere achieve brilliantly illuminated spaces. Come see us at Booth #1347!

Can't make it to our booth? Connect with us on LinkedIn, Facebook, Instagram, and Pinterest or check out our blog page at www.modularinternational.com/blog to stay up to date on our newest innovations, case studies, and networking events. Give us a follow!



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A street lamp with three glowing white globe lights in the foreground, with a tall building in the background.

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Tim McGraw has a challenge for you.

I've seen first-hand how diabetes impacts Americans from all walks of life. It's affected my family, friends and fans.

- Tim McGraw

Nearly 30 million Americans have diabetes – most have type 2 diabetes. That's why I'm speaking out about how important it is for those living with type 2 diabetes to get their blood sugar under control.

I'm encouraging all Americans to join me and challenge their family and friends with diabetes to get to their A1C goal.* I've learned that about one-third of adults living with diabetes are not at their A1C goal, which can lead to serious health problems over time.

Let's change that statistic.

If you have diabetes, take the challenge. Pledge to work with your doctor to set and reach your own A1C goal. Also be sure to learn if you are at risk of low blood sugar and how to reduce that risk.**

Join me now at **AmericasDiabetesChallenge.com**.

Together, we can make a difference.



America's Diabetes Challenge was developed
in collaboration with Merck

* A1C measures average blood sugar (glucose) over a 2 to 3 month period.

** Low blood sugar (glucose), known as hypoglycemia, can make you feel shaky, dizzy, sweaty and sometimes faint.

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Prolume Delights Retail Store Owners With Beautiful Lighting

Article Courtesy of Prolume, Inc.

Vermont Flannel selected professional lighting company, Prolume, to transform the shopping experience inside its flagship Woodstock, Vermont, retail store. Store owners, Mark and Linda Baker, understand lighting's ability to render the color of merchandise and enhance a customer's shopping experience. They viewed a lighting retrofit as an opportunity to improve their customers' experience and drastically influence purchasing decisions.

The vibrant colors and brushed cotton of Vermont Flannel demands that the lighting accurately represent the color and texture of materials and fabrics in the store. "Prolume has shined a light on our beautifully woven flannels that lets customers see the real thing. I would highly recommend Prolume and their creative team to enhance any business," said Mark Baker. "Our customers now shop in our store for longer periods of time since the new lighting was installed," co-owner, Linda, elaborated.

Prolume collaborated with the Bakers to modernize the lighting while enhancing the store's rustic motif. Jeff Green, director of Prolume Engineering stated, "The historic, tin ceiling and canvas portraits along the perimeter of the store presented an opportunity to uplift. Our duo-series linear LED

fixture — equipped with the latest LED technology and utilizing asymmetric, 20-degree bending optical lenses — precisely highlighted the architecture. The new lighting simultaneously gives the impression of more depth, and projects extra foot-candles onto the garments. Linear LED downlight fixtures installed directly over the clothing racks were able to be hidden behind custom shields. This eliminated glare and blended the fixtures into the existing structure."

About Prolume

Founded in 1994, Prolume provides custom lighting fixtures. Since the advent of LED technology, the company has focused on custom-LED fixtures that resolve the most complex lighting challenges encountered by specifiers and architects. Prolume LED products are deployed in the most demanding applications within museums, churches, restaurants, and upon bridges.

In January 2016, after 12 years of collaboration, LEDynamics acquired Prolume. Leveraging LEDynamics' engineering design, and "made in the USA" manufacturing, Prolume offers innovative fixtures that are able to be quickly adapted to the most difficult lighting projects.

Visit Prolume at Booth #1662 at LightFair 2021 to learn more, or go to prolumeled.com.

EVLUMA

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considering a complete LED change out, but it was going to be expensive. "We didn't have the money in the budget and I had a lot of questions," said Lewis. Lewis consulted with a lead engineer at Alabama Power. "He suggested to me, 'If you want to go with LED, take a look at the Evluma OmniMax.' So I did."

Lewis installed two sample 70W OmniMax. He also tested a competitor's 80W corn-cob style lamp. The labor to install the competitor's corn cob was significantly greater because the diameter of the lamp was too large. "We would have had to take the fixture apart to install it. The OmniMax easily fit the opening." A retrofit kit option was also considered from yet another vendor, but the cost was too high and the two-part lamp and driver installation was too complicated. "The OmniMax 10-year warranty was also a plus. The others simply had a 5-year warranty."

With the large number of historic and decorative light fixtures on university campuses, planned communities, HOA's and mu-

nicipalities, the OmniMax has grown in popularity because of its soft, diffused light, ease of installation, and long lifetime. Its novel radial light engine places the burn center at the same location of a traditional HID filament, utilizing the refractive optics and materials as originally intended. The OmniMax comes in six different color temperatures ranging from 2000K to 5000K CCT. Ross Bridge chose 4000K for their project.

A total of 158 fixtures were updated from 175W metal halide to 70W LED OmniMax as of March 2020. Dimming was not a requirement, so the HOA chose the OmniMax standard. The LED OmniMax will save 60% in energy costs, approximately \$8,535 annually or \$85,535 over the warranted life of the lamp. The expensive maintenance required to change out metal halide ballasts and lamps are a thing of the past, saving \$4,125 annually. Moving to OmniMax from metal halide will save \$12,657 a year, a three-year ROI.

For more information about Evluma LED Lighting, please visit www.evluma.com.

Supporting Smart Cities

With environmental concerns and energy savings at the top of many municipalities' to-do lists, Z10 offers a flexible analog solution that contributes to the development of smart cities. By allowing for dimming and other control applications, Z10 enables increased energy management and a more responsible environ-

Pure Lighting Offers an Array of Lighting Products for Multiple Uses

Article Courtesy of Pure Lighting Company

Pure lighting Company highlights three divisions of its company for readers of this magazine: Pure UVC, Pure Stage, and Pure LED

Pure UVC

Pure UVC lighting provides up to 99.99% disinfection of exposed pathogens via safe, hands-free treatments. Pure UVC provides solutions for every budget and requirement through new product development, an expertly crafted system design, professional consultation, and procurement via proprietary products or partners. We're here to help you protect your facilities and upkeep the newest building codes and trends in the post-COVID world.

Pure UVC offerings include:

- Whole room, upper air, air purification, and hybrid UVC disinfection system in an ideal design.
- Intelli-Safe® controls that provide Bluetooth controls for maximum system flexibility.
- Custom-designed UVC fixtures and solutions.
- Accredited classes on UVC implementation, science, and best practices.

Pure Stage

Lights, Camera, Action! Pure Stage provides theater and television broadcasting lighting solutions for any scope, from elementary school cafeterias to professional performing

arts centers.

We combine our knowledge in theatrical lighting design with high-end system engineering, relationships with industry-leading brands, and our vigilant study of the latest technologies to provide high-end packages at budget-friendly pricing.

Pure stage offerings include:

- Design, product selection, procurement, and project management of new or upgraded theatrical lighting systems.
- Specification and commission of fixtures and controls from industry-leading brands, such as Strand and ETC.
- Budget-friendly, plug-and-play packages for common theater applications.
- Post-install support, including training and educational classes for any system operators — including anyone from staff to students — and assistance and support for live performances.

Pure LED

Lighting is integral to the proper functioning of spaces. Light levels, distribution, fixture selection, color temperature, and other factors must be considered on a space-by-space basis. Pure LED provides the proper solution for your needs, including lighting design, control, product specification, and material delivery.

To learn more about Pure Lighting, visit Booth #1765 at LightFair 2021 or visit www.pure-lighting.com.

MOISTUREBLOCK®

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Our latest connector product is the LT-Pro Connecting System. This lighting connector features six conductors for full control of power, dimming, and color in one IP68 connection. For more information on this innovative product, please visit www.dsmt.com.

As a full-service manufacturer, DSM&T has all the tools necessary to provide you with a complete product solution. Within our large Southern California manufacturing facility, we have our own R&D department, tool shop, testing laboratory, cable and wire extruding machinery, manufacturing floor, quality assurance, as well as our sales, mar-

keting, and customer service departments. Having full control of the manufacturing process allows DSM&T to provide top-quality products at competitive pricing with very fast turnaround times. Our engineering and laboratory services include 3D rapid prototyping and in-house testing for listing and certification to UL, TUV, CSA, and other standards.

DSM&T is more than just waterproof connectors. We also specialize and provide standard- and low-voltage connectors; cable assemblies; wire harnesses; power cords; over-molding of connectors and switches; assembly production; and custom wire and cable. For a complete list of DSM&T's capabilities, visit our website at www.dsmt.com or simply call us at 909-357-7960.

OPTICOLOR, INC.

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competition and provide significant cost savings.

For more information about OptiColor, Inc., please call 866-369-5709, visit www.opticolorinc.com, email sales@opticolorinc.com, or stop by Booth #1839.

TE CONNECTIVITY

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its ability to be mounted in any direction. The Z10 is also a smaller form factor connector, which provides a more economical solution as well as enhanced ingress protection from water and dust. All of these features lend themselves to the control required for smart city applications.

mental footprint. By using motion sensor technology, lighting solutions such as streetlights or high bay lighting are able to react to the amount of activity happening at specific times and adjust the light output appropriately — an important feature as energy costs increase and as sustainable solutions are a must.

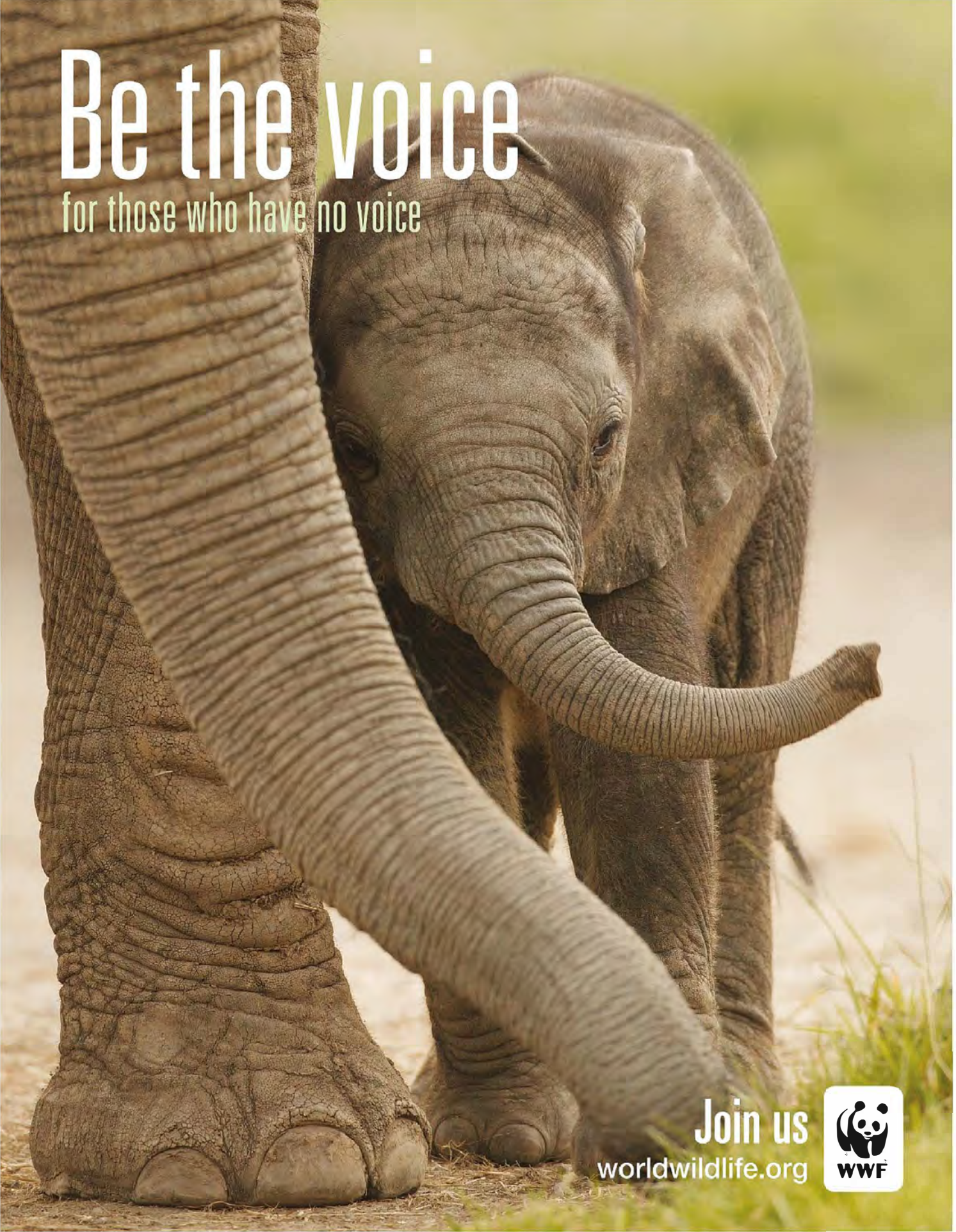
TE Connectivity understands the

importance of 0-10 V analog solutions, especially for North American applications. Expanding our product portfolio for a wider range of customers allows for more controlled outdoor lighting solutions to enter the market, which brings us one step closer to smarter cities.

For more information about TE Connectivity, please stop by Booth #1639.

Be the voice

for those who have no voice



Join us
worldwildlife.org



Visit us at LFI booth 2165

Lighting the world together



UTL series



UTGX series



UTS series



UTO series

Souriau-Sunbank
by **EAT•N**

Eaton's rugged, reliable interconnect solutions are designed to meet UL, IEC, and international LED and luminaire safety standards. With high-sealing performance and extreme UV resistance, our connectors extend outdoor service life and offer color management solutions with mixed power delivery and signal layouts, and are available with overmolded cable assemblies.

New LED Bollards



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D700-SS316 Series

Durable 316 Stainless



D900 Series

Tunable Color Temp



D950 Series

Wattage Selectable



D820 Series

Tiltable Lighting

**Largest
Selection
of
LED
Bollards**

Fiberglass



D110 D120 D130 D140 D150 D180

Cast Aluminum



D3200 D3300 D3400 D350 D470 D480 D800 D810 D850 D860

Cast Steel



D3130 D170 D900