



Lighting

THE WAY

We ask some industry professionals how lighting is evolving and what significant changes will we see in the industry over the coming months.



Ian Hamilton, Managing Director, Hamilton Litestat

"Hamilton is seeing no let up in the growing demand for 'Smarter Homes'. All signs for the coming months point to more and more contractors offering their customers smart lighting control solutions. The breakthrough, which is enabling us to reach a broader domestic market, has been achieved with two key factors – 'consumer demand' by the masses and 'ease of installation' by electrical installers. Both actually are similar in that it's simplification, which is making control systems desirable and accessible for both.

I believe customers see a 'Smart Home' as aspirational but a 'Smarter Home' as achievable. Every journey starts with a first step and a recent 2014 industry poll reported lighting control as the place to set out from; with 60 per cent of respondents stating lighting as their service of choice to be controlled remotely via the installation of smart lighting technologies.

We are also seeing a much higher demand in hospitality environments where smart lighting control is now seen as a standard requirement. A good example is within Boutique Hotels where the solution not only needs to be easy for hotel staff and guests to use but also flexible enough to sympathetically and seamlessly blend in with individually designed guest rooms."

www.hamilton-litestat.com



Robert Chelsom, Managing Director, Chelsom

"LED is currently termed the future of lighting and it has undoubtedly been the most significant move forward in light sources of the last 25 years and will certainly continue to dominate the overall lighting landscape in the coming months and years.

Specifically in the hospitality sector the future of lighting will continue to involve a combination of light sources because people want and expect so many different effects from lighting that naturally require a variety of light sources to create different effects. Sustainability is playing an increasingly bigger part and is something I think is set to become even more prominent in the coming months, it's not just about the initial purchase cost and there has been a distinct shift towards looking at the bigger picture when it comes to the overall life cycle costings including energy consumption, maintenance and lamp replacement."

www.chelsom.co.uk



Phil Shadbolt, Managing Director, Zeta Specialist Lighting

"One of the biggest changes we have seen and will continue to witness, is the fact that many more organisations are choosing to move away from lamps in favour of luminaires. As a nation we've all become accustomed to simply changing bulbs and traditionally light fittings have been designed around what is essentially a replaceable part – understandable when you consider that a lamp lasts on average 12 months and so changing them needs to be quick and easy.

However, an emerging trend is to opt for luminaires which have an aesthetic appeal; with LEDs typically lasting for ten years, it is design-led lighting solutions that are now leading the way. The cost of LEDs continues to come down, a few years ago, you could pay around £10 per lamp, the price dropped to around £5 not so long ago, but today you can pick up an LED bulb for as little as £1. Tight competition in China and the availability of Government subsidies is playing a part in driving prices down and I believe this is a trend that will continue.

Whilst efficiency and lumens of the LEDs continue to improve, there are also a lot of cheap inferior products on the market and it's this that is putting professionals off making the switch. People realise LEDs are the future but still hesitancy remains. End-users are looking for evidence of reliability; high standards and quality are higher on buyers' agendas than cost, and it's essential to be able to deliver test results that prove the product is fit for purpose.

Organisations can expect to achieve an ROI in under two years, it makes no sense not to switch to LEDs and I predict within the next five years the market will see an exponential shift in mindset."

www.zetaled.co.uk



Smart lighting controls within a hotel, lighting by Hamilton Litestat.

