

Info from the IEE CAST PN Market Engineering Reports



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Frost & Sullivan introduces this **Market Engineering consulting report service, available on frost.com, which contains valuable information for manufacturers, service providers, investors, and distributors competing in this marketplace.**

The strategic market information and recommendations in this report are critical to any company striving to improve its market position, maintain a leadership position, or enter this market.

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European Lighting Control Markets

Government Regulations to Boost Market

The European Commission's (EC) decision to ban energy-inefficient magnetic ballasts and transformers by 2008 means booming business for European manufacturers of lighting control equipment. Magnetic components are being replaced with electronic alternatives that are more environmentally-friendly. The EC is promoting the use of electronic components by offering grants and other incentives to companies who install the energy-saving controls. This drives up the demand for these products, allowing lighting control manufacturers who are properly positioned to take advantage of this rapidly growing market.

This in-depth study into the European lighting control markets presents a focused look at the total European market, while highlighting regional differences. It identifies challenges facing market participants and suggests strategies for overcoming these obstacles, making this Frost & Sullivan research an excellent resource for companies that want to take advantage of key market opportunities.

Manufacturers Must Consider Price and Performance When Developing Products

End-users base their purchasing decisions on one of two main factors – price or performance – depending in which segment they are involved. Successful manufacturers will offer a range of products that addresses these concerns.

“More developed markets Austria, France, Germany and Scandinavia, for example, place a stronger emphasis on the quality and performance of the products they buy. The less-developed markets such as southern Europe, the cost of the equipment is of primary importance,” states the author of this research. “In general, the success of companies in these developed markets will be those that can provide high levels of specifications and features with a minimal incurred price increase.”

Small Players Welcome in This Growing Market

There are over 73 companies participating in the European lighting control industry; the market leaders comprise third of the total market, leaving plenty of room for other participants.

“The market is still very hospitable to these smaller companies because competition remains fairly nationalized, and customers often prefer the specialisation and flexibility that the smaller companies can offer,” states the author.

This Frost & Sullivan research is ideal for companies to excel in this growing market because it provides tools for creating winning strategies.

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10. Database of Key Industry Participants

This chapter presents a comprehensive database of the key industry participants with names, web addresses, and phone numbers. It is provided as a support tool to aid clients in acquisition searches, continuing research, strategic alliances, and market monitoring.

(See columns at right.)

PARTIAL DATABASE OF KEY INDUSTRY PARTICIPANTS

Certain companies listed below may be profiled in this report. To find out whether a particular company is profiled, contact your Account Executive.

MARKET PARTICIPANTS	Dynalite Ltd.
Philips Lighting	ECS Lighting Controls Ltd.
Philips Lighting BV	Electrak
Thorn Europhane SA	Erco Leuchten GmbH
Thorne - Atlas	Ex-Or Limited
Thorn Lighting (TLG)	Greenlite Controls Ltd.
Zumtobel Staff GmbH	Hager Electro GmbH
Luxmate Ltd.	Hamilton & Company Ltd
Tridonic Bauelemente GmbH	Holophane Lighting Inc.
Atlas-Thorn	Home Automation Ltd.
Delta Electronics Europe Ltd.	HTS
ELT	Jemesis Ltd
Eckerle Industrie-Elektronik GmbH	Jung-Leuchten GmbH
Giant Electric Transformer Co., Ltd.	Leax Lighting Controls Ltd.
Hadler & Wiesel GMBH & CO.	Luma Tower Energy Systems
Helvar OY	Lutron
Insta Elektro GmbH & Co KG	Mini Specialists
Iwasaki	Mode Lighting UK Ltd.
MagneTek	Morgan Hope Industries Ltd.
OSRAM GmbH	Polaron Engineering Ltd.
OSRAM Ltd	Schlumberger
OmniTronix	Setsquare Limited
Polesco Lighting	Starkstrom-elektronik AG
PraZisa Industrieelektronik GmbH	Thorlux Lighting (A Division of FW Thorpe Plc)
Reiz	
Royce Thompson	
Selc Electronics Ltd.	
Transtar Ltd.	
Trilux Leuchten-Vertrieb GmbH	
Venture Lighting International Ltd.	
Vlux	
Vossloh-Schwabe GmbH	
Vossloh-Schwabe (UK)	
LIGHTING CONTROL SYSTEMS	ORGANISATIONS AND TRADE ASSOCIATIONS
Altenburger Electronic GmbH	Building Research Establishment (BRE)
Chalmor Ltd	Chartered Institute of Building Services Engineers (CIBSE)
Contran Corp.	Electrical Contractors' Association (ECA)
Crompton Lighting Ltd	Energy Saving Trust (EST)
Danlers Ltd	Energy Systems Trade Association (ESTA)
Delmatic Ltd.	Institute of Lighting Engineers (ILE)
DEM Metron Energy Management Ltd.	Lighting Industry Federation (LIF)
	Zentralverband Elektrotechnik-und Elektronikindustrie e.V.

