



**PHILIPS**  
**LIGHTING**

**Comprehensive  
Handbook  
1979**

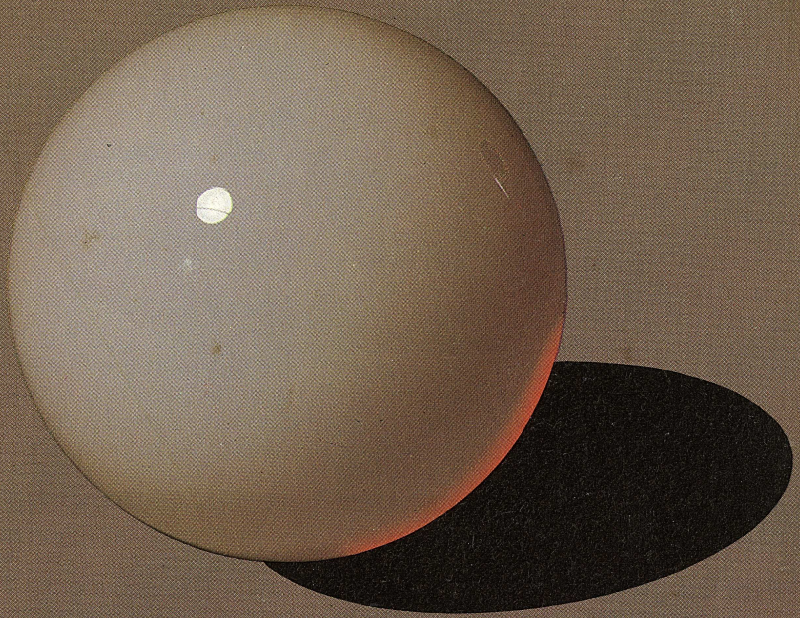
**PHILIPS**

Europe's No.1 Lightmaker



**PHILIPS LIGHTING**

---



**Europe's No.1 Lightmaker**



This catalogue lists and describes the fittings, lamps, equipment and accessories manufactured by the Lighting Division of Philips Electrical Limited.

It has been prepared to provide an easy to use ordering guide containing relevant information on each product. Products offered for sale may differ from those described or illustrated in this catalogue due to later production changes in specifications, components or place of manufacture. The contents of this catalogue are therefore not to be treated as representations as to the current availability of products as described, or as to products actually offered for sale.

### Product grouping

The products within this catalogue have been grouped into two main sections — Fittings and Lamps. Each section has then been divided into product application sections and

finally into product ranges and individual types.

### Indexes

An alphabetical index of fittings by catalogue numbers is to be found on pages (vii) to (ix) and a product applications index appears on pages (xi) to (xii).

### Prices

The catalogue has been designed for use with the General Price List which contains a two-way index allowing the user to cross-refer from catalogue to price list and vice-versa.

### Further information

Further information is obtainable by contacting your local Philips sales office and quoting the literature reference number, where applicable, found at the bottom of the page in question.

All measurements are in millimetres unless otherwise stated.

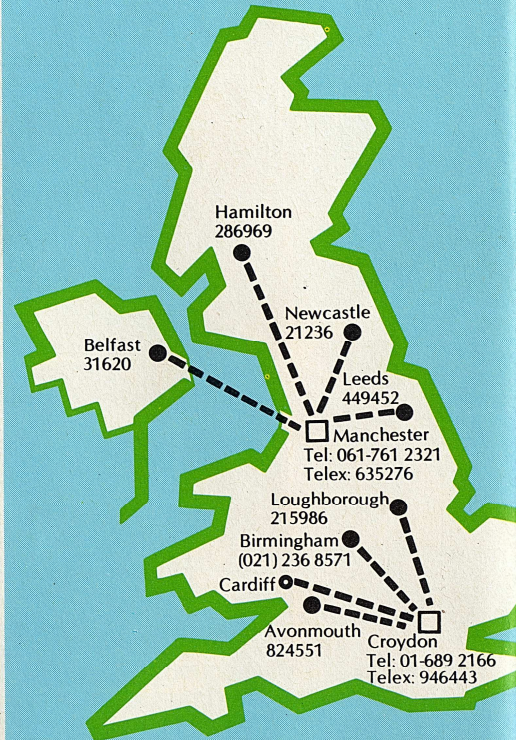


### Lighting Customer Service

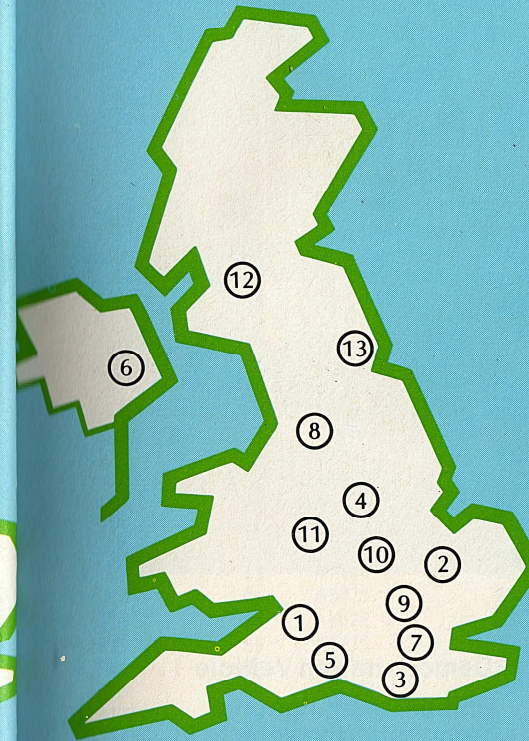
Philips' efficient ordering and delivery service is available at the cost of a local telephone call.

The main Sales Desks at Manchester and Croydon can be reached by 'out of area' telephone lines from all major conurbations. Telex is also installed on the sales desks — a telex is often cheaper than a telephone call.





- SALES DESKS      ● PENDING  
● OUT OF AREA      INSTALLATION  
TELEPHONE      BY POST OFFICE  
LINES



### 13 Local Depots

From a central stockpoint near Manchester, goods are moved along the motorways through 13 local London Carriers depots.

- |                       |                      |
|-----------------------|----------------------|
| 1. Avonmouth          | 7. Croydon           |
| 2. Cambridge          | 8. Birch             |
| 3. St Leonards-on-Sea | 9. Potters Bar       |
| 4. Nottingham         | 10. Sywell           |
| 5. Eastleigh          | 11. Sutton Coldfield |
| 6. Belfast            | 12. Hamilton         |
|                       | 13. Washington       |

### Efficient, Personal Service

Customer's calls are taken by highly-trained staff with today's most advanced communications equipment at their fingertips. The personal service provided by the Sales Desk staff and the direct selling teams is backed by a high-technology computer system with data links across the country. Video Display Units provide

immediate information on stock location and availability.

### Fast, Cost-Effective Delivery

From a central stockpoint near Manchester, goods are moved along motorway routes to thirteen strategically-placed local depots by London Carriers, the distribution service of the Philips Group. Each depot operates a local delivery service.

London Carriers operates more than 230 vehicles, which together cover over eight million miles a year. Every day, the company runs more than 40 trunk services and 80 delivery rounds, providing a round-the-clock, nationwide transport service.

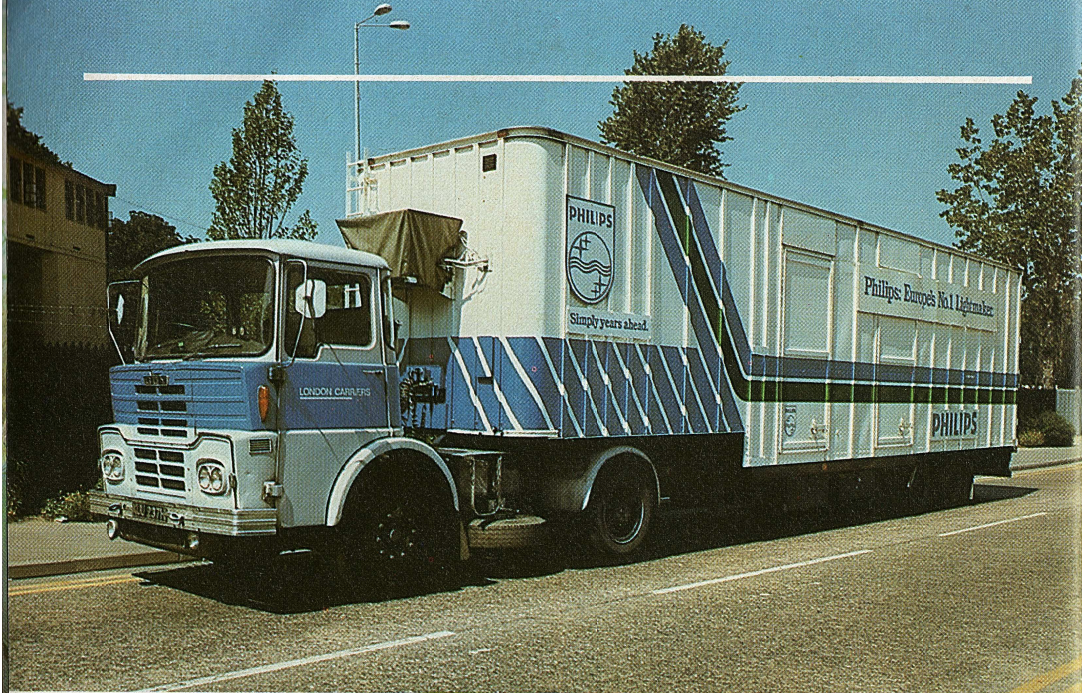
### Pallet Orders

Most products are handled in pallet modules, reducing damage



and providing economies in handling. It is therefore more efficient for Philips to deliver in pallets, and the resultant economies are passed on to the customer in the form of an efficiency bonus. However, the flexibility of the London Carriers delivery system permits the customer to order unpalletised consignments if he wishes.





### Demonstration Vehicle

Philips' giant lighting demonstration vehicle is equipped with working demonstrations of the very latest energy-saving lighting equipment.

The vehicle can be seen during frequent tours of the United Kingdom, and is of interest to all sections of the lighting industry.