

flex 7 news

Lighting solutions from Flex Connectors

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New sensor timer unit introduced

Flex Connectors have added a timer unit to the flex 7 range of networked lighting controls to provide additional flexibility and energy-saving potential on lighting installations.

One or more sensors are networked with the timer unit to act as a simple-to-operate lighting management system, which can be used to control some or all of the lights in a building according to the needs of the occupants.

The timer is proving to be particularly useful in buildings such as schools where the lights may need to be on all day, with the sensors operating only in the evening and during the night.

The seven-day timer eliminates the possibility of users forgetting to switch to the sensor system at the end of each day.

The flex 7 timer unit also incorporates a socket for plugging in an override switch to provide manual control as

well, for instance if the building is to be used for an evening event.



flex 7 sensor timer unit (flu100)

Flex 7 on-off, daylight-switched and daylight-linked dimming sensors provide control for small groups of lights or link together for larger lighting schemes through a simple plug-together network.

All the sensors hold Energy Technology List status from the Carbon Trust, enabling end users of the equipment to apply for Enhanced Capital Allowance on their spending. Please contact us (details on back page) if you would like further information.

flex 7 news is designed to update you on the extensive range of plug-together lighting connection and control solutions available from Flex Connectors Limited to meet all your lighting connection needs.

If you would like more details on any product or service mentioned in the newsletter, please contact us (see address details on back page).

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- **flex 7 CATALOGUE – now published**
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- **MODERN BUILDINGS – how flex 7 has helped contractors meet modern building challenges.**

flex 7 catalogue now available

Flex Connectors have just published a new catalogue covering the flex 7 lighting connection range.

Full details on flex 7v and flex 7 connection units, multi-connection units, single outlets, unwired or pre-wired plugs and plug & socket sets are all included. The catalogue also contains applications information, circuit diagrams, installation instructions and technical data.

Also now available are two new brochures - one on the lighting control range and the other on the flex 7 interconnection system.

If you – or any of your colleagues – have not yet received a copy of any these new publications and would like one, just ring us on 020 8580 1066 or email marketing@flexconnectors.co.uk. Alternatively, contact your Flex Connectors sales engineer.

Pre-wired lighting connection systems

This is an edited version of an interview with Hugh Gearing (HG) of Flex Connectors and John Noble (JN) of John Noble Contractors, which appeared in the magazine WiredIN.

Q. How would you define a pre-wired lighting connection system?

HG: As a complete, off-site (factory) designed, assembled and tested lighting connection system, requiring the minimum of installation and connections to be made on site.

JN: Essentially, lighting connector boxes with pre-wired leads and controls.

Q. Is pre-fabrication a way to reduce cost and improve efficiency in the construction industry?

HG: I think there is huge potential to reduce installation time on site by connecting certain elements together beforehand. That seems to me one of the main reasons why pre-fabrication is gaining wider acceptance in electrical installation wiring harnesses, particularly for lighting connection and control.

JN: Yes, on some contracts we have reduced installation time by as much as 70%.



flex 7 interconnection unit

Q. Is pre-fabrication adaptable enough for industrial & commercial lighting installations?

HG: Definitely. Modular ceiling systems provide accessible space for all the equipment and unobtrusive access points can be fitted into plasterboard. It's now possible to design, manufacture, factory test and deliver a complete lighting system, which plugs together

so that few, if any, of the cables need termination on site.

JN: A fully pre-fabricated system is fine on new build work. However, on refurbishment work we find that hard wiring to lighting connection units and fitting pre-wired plugs and leads work better.

Q. Are electrical contractors sufficiently aware of the potential of pre-wired lighting systems?

HG: Some are very committed, but others still need convincing. Equipment is already available that allows everything for a complete lighting installation to be plugged together. Hubs can be supplied to plug-in the feeder cable to each lighting sub-circuit, flexible cables can be plugged to and from each luminaire and switches or occupancy sensors plugged in to each circuit to control the groups of light fittings.

JN: Any contractor who has used a pre-wired system will be acutely aware of the benefits. However, a lot of contractors and consultants are unaware of the benefits and savings.

Q. What's the best way to maximise the success of a pre-fabricated installation?

HG: True pre-fabrication should be as near foolproof as possible, achieving the design intent out of a box. The system needs to be pre-configured with the minimum of plug and socket joints; and any remaining parts that have to be plugged together must be clearly labelled to make sure they're assembled correctly.

JN: To minimise the amount of pre-fabricated joints and make it as simple as possible to assemble on site. A complete pre-fabricated system works best in new build and building with repetitive floor layouts. However, lighting connection units with pre-wired leads and controls are excellent in any environment. It also gives flexibility and additional light and

controls with minimum disruption

Q. In terms of a building's likely use, are there specific sectors where pre-fabricated lighting is particularly suitable?

HG: Not really. I firmly believe that every project could be delivered faster and better with well designed and built offsite elements – combined with traditional onsite skills – from hospitals to high street shops. What matters is that the whole industry works together to specify,



flex 7 pre-wired modular chain

manufacture and supply products which enhance the reputation of pre-fabrication and deliver cost and efficiency savings.

JN: Any installation can benefit from pre-fabrication off site as this reduces the time on site and eliminates a lot of the repetitive assembly work.

Q. Is any special training required for contractors / installers?

HG: A successful pre-wired system demands no special training as it needs only simple installation, using industry-standard fixings and minimal electrical connections. Any instructions should be supplied with the equipment. If a specific project requires unusual installation techniques, the supplier should offer on-site training.

JN: Our electricians have found it reasonably straightforward to install. Flex Connectors have been very helpful with any designs and also on site, familiarising our electricians with the products.

London calling

The Flex Connectors sales team is expanding again, with the addition of a new specification development engineer from August 1st 2006.

Mark Perry will cover South East England, working with Dick Broughton & Graham Butcher in a new eastern region sales team, to look after existing customers and increase usage of flex 7. Mark has considerable experience of the electrical industry, on both the manufacturing and wholesaling sides.

National Sales Manager Victor Chetcuti explained that "the rapid growth in business which Flex Connectors has experienced made it essential to increase our sales force in

order to maintain the high level of customer service which we aim to provide. With the additional construction work which the 2012 Olympics promises, London & the South East was the obvious place to focus at this stage".



New recruit Mark Perry

The other members of the sales team are: Brian Hedley (Scotland) and Alan Leyland (Northern England). Wales, the Midlands and South West England are covered by the National Sales Manager.

Our sales team are always happy to visit customers to demonstrate the flex 7 range; update you on the many new developments which take place; or work with you to find solutions to specific installation requirements.

If you would like to arrange a meeting with the sales engineer for your area, just ring 020 8580 1066.



The Flex Connectors sales team

A challenging time!

Flex Connectors and Edmundson Electrical recently got together to test the skills & expertise of customers at the wholesaler's Birmingham branch.

Every electrical contractor who visited the Edmundson trade counter in Birmingham was invited to undertake the challenge – which was to wire up a flex 7 four-pole socket (fts04) as quickly as they could.

The challenge was won by Steve Harris of the Dodd Group, who wired up the socket in only 38 seconds! Congratulations to Steve, and our thanks to everyone else who took part.



Steve Harris (r.), flex 7 challenge winner

Commented Flex Connectors director Steve Garton "Although the challenge was intended to be a fun exercise, the results have a more serious side as well – which is to prove, particularly to anyone who hasn't used them yet, just how extremely quick and easy to wire our products really are".

The challenge took place during a special promotional month at Edmundson Birmingham for the flex 7 range of lighting connection and control products. During this time, the branch increased their sales of flex 7 by over 140%, with Edmundson's winning sales team lead by David Pugh.

If you are a wholesaler and would like to stage a similar promotional challenge at your branch – with sales and marketing support from Flex Connectors – please ring us on 020 8580 1066.

Whilst the challenge involved only 4-pole sockets (fts04), flex 7 sockets are also available in 3- and

7-pole versions (fts03 & fts07) and can be conduit box or trunking mounted.



flex 7 single socket (fts04/tm)

The 16 amp rating enables the socket to cope safely with the inrush current when lights are first switched on, making it particularly suitable for high bay lighting and similar fittings.

Large capacity terminals and substantial wiring space, combined with a simple-to-remove cover, make the socket quick and convenient to install, particularly where space is at a premium. Removing the cover gives access for inspection without disturbing the wiring.

Meeting modern building challenges

Flex Connectors' lighting connection and control products are designed specifically for industrial and commercial use, which means they have the flexibility and adaptability to meet the challenges presented by modern building environments.

As a result, they are used in a wide range of newly constructed and refurbished buildings. Recent project wins include:

Matthew Boulton College, Birmingham – this new £37.9m state-of-the-art college has flex 7 networked lighting controls, ELV switching, connection units and pre-fabricated chains of sockets installed on all nine floors of the building, which incorporates classrooms, meeting rooms, a library and an operating theatre.

We provided an energy-saving solution that was adaptable enough to accommodate complex installation requirements, including occupancy sensing combined with versatile override switching options.

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6 Broad St Place, EC1 – these high quality offices, built behind a distinctive period stone façade, utilise a pre-fabricated wiring system and networked lighting controls from Flex Connectors. The contractors chose the range for its ability to provide effective energy efficiency in an office environment with good natural light.

The intuitive nature of the pre-fabricated wiring and of the sensor linking system means that the electricians who install or alter the lighting can configure or reconfigure the lighting layout and control links, without the need for commissioning visits.

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Belfry Hotel, Nottingham – flex 7 modular chains, connection units, plugs & leads are installed throughout the extensive dining and conference areas of this newly-opened luxury hotel. All the chains were bespoke and made to order to meet the specific requirements of each room.

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MacRobert Building, University of Aberdeen – our networked lighting control system has provided the solution to energy management needs at the University's newly renovated School of Education building.

By connecting all the occupancy sensors & installing corridor hold units, we produced a cascade effect, with individual rooms able to hold on corridor lights, which in turn can hold on stairwell lights. If occupancy is detected in any one room, the exit route remains illuminated – an essential safety consideration in public buildings.

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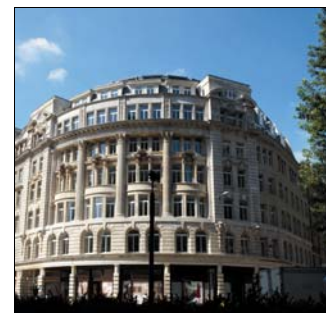
St Joseph's School, Swindon – completely re-built under the PFI programme, at a cost of £15.3m, this new school will open in the summer with flex 7 modular chains, connection units & pre-wired plugs installed throughout.

The versatility of the range means it was suitable for use in a wide range of educational settings including: classrooms; library; administrative areas; sports facilities; resource areas; and ICT areas.

For more details on any of these projects, or to discuss your organisation's current or future project requirements, please contact us by phone, fax or email at the address below.



Matthew Boulton College



6 Broad St Place, EC1



Belfry Hotel, Nottingham



St Joseph's School, Swindon

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