



David Austin Managing Director Barry Stedham Retail Advisor

keenlight

Keenlight Limited
Oak Lodge
3 Buchan Country Park
Horsham Road, Crawley
RH11 9 HQ
T: 0845 124 6650 & 01293 511699
E: sales@keenlight.com



Austins Department Store, Newton Abbot

This family run Department Store is now 3rd Generation and its continuing success is a credit to its Directors and Staff.

Recently, Managing Director, Mr David Austin made the decision to installed banks of solar panels on the roof his main store. In addition, he enlisted the help of Keenlight Ltd, who have worked with Mr Austin for a number of years, to switch his lighting to LED.



The success of this has led to 60% saving on his energy bills over the last 12 months, plus, giving his stores a fresh, clean and inviting look.

In the Furniture Store we utilised the standard 600x600 with CAT2 louvre and supplied these with retrofit LED lamps. With these fittings we supplied the fixed Thames downlights and Astra wallwash to create different atmosphere over certain areas and the carpets and windows were lit with the 2013T Track lights. The Track lights are used in the windows of all 4 stores

The Globe, recently completed just before Christmas 2016, carries their range of Kitchen and homeware. Again we utilised the 600x600 and 1200x600 CAT2 fittings with retrofit LED tubes. In addition we developed a slimline asymmetric wallwash KLRA4/150 giving 2200 lumens to light the walls





Menswear used the Gullwing LED and Standard LED Asymmetric KLRA and the Toy Store used the same with the addition of a specially developed Swingline fitting. This area had low ceiling with no void and these surface 3 directional fittings work really well giving plenty of light and creating an interest to draw people from the door towards to rear of the store. Thames Downlights were also used in areas where the Gullwings could not be installed.

In the Main store, a new area was added which now houses brands such as Joules, Seasalt and Whitestuff. This has a clean, fresh feel enhanced by scoop LED wallwash single gimbals, Thames downlights and twin lamp gimbal fittings. Cosmetics have been brought to life with installation of the LED Gullwings dotted with Thames Downlights and this follows round into the rear of the store with the younger women's fashion lines.



The First Floor is lit with the LED Gullwings recessed into standard and formalux ceilings and the walls lit with the standard LED asymmetric KLRA4. The Pine Room is also situated on this floor and customers can partake of refreshments from a quick cup of coffee to brunch/ lunch and/or afternoon tea.

Lift car and staircases have been highlighted with LED RGB colour change strip with controllers which give flexibility on colour choice and atmosphere.

With the new LED lighting creating a fresh feel to the stores, good choice of products and brand names, easy layout of the store and staff eager to help without being too intrusive mean that customers are happy to spend time browsing and ultimately making Austins their preferred store to shop.

Keenlight's roll was to provide lighting to reduce energy by way of LED technology whilst giving a good overall ambient light level and hi-lighting areas of choice. With continuing meetings with Mr David Austin and his Retail Advisor Mr Barry Stedham, we were able to suggest the fittings we thought would suit the requirements, produce lighting schemes showing light levels, and ultimately providing the lighting of which is a success in both appearance and energy savings.

We take our client's needs and preferences seriously and endeavour to guide them through the various options to ensure they have their store lit with the best possible package suiting their needs and budget.

We also pride ourselves in caring for our clients and provide excellent aftersales service.

For those wishing to contact us for advise and/or services, please contact:-

sales@keenlight.com or Telephone 01293 511699