



The Lighting Association guide on How to get into lighting....

Do you want to design lamp shades or manufacture a revolutionary LED lamp?

This guide introduces you to the lighting industry and gives an overview of the basics you need to understand to design, manufacture and sell safe products.

Introduction

The lighting market in the UK is worth around £1billion with a relatively even split between commercial and domestic lighting. Over the last 25 years the industry has been subjected to a great deal of new legislation and standards together with a general increase in the legislative burden on industry.

As a result this is now a highly complex market and in order to ensure you are complying with current legislation there is little substitute for joining a trade association that can decipher and translate and inform it's members.

This guide is intended as a very basic pointer to help those new to the industry understand the minimum requirements.



The supply chain in the lighting industry can be quite varied. Commercial lighting can be sold through wholesalers, direct to local authorities, direct to the end users or can be specified by lighting scheme designers or architects and tendered for by electrical contractors.

The domestic lighting market is no less varied. Traditionally manufacturers or importers would either sell through wholesalers or directly to retailers. Wholesalers are less common now but with the advent of the internet some manufacturers and importers are seeking to supply direct to the public.

There is an enormous range of light fixtures and light sources on the market and much of the product placed on the UK market is manufactured overseas.



There have been many cases of plagiarism in this industry and it is often difficult to ascertain the origination of a design. It is highly recommended to keep detailed dated records of your design work and preferably lodge them with a solicitor or better still join an organisation such as ACID (Anti Copying in Design).

To let people know about your product when you are ready there are a wide range of trade publications you could submit a press release to. Here are just a few:

- Lighting Magazine
- Total Lighting
- A1 Lighting
- Lux
- MondoArc
- Lighting Journal
- LEDs Magazine



Legal Requirements

For a lighting product to be sold in the UK or the rest of Europe there are many legal requirements related to its safety, energy efficiency etc.

All products that are sold must be safe

To ensure a safe product you need to design and manufacture it to recognised safety standards. Normally these will be a European Standard which are numbered:

BS EN xxxxx	in the UK.
BS	British Standard.
EN	European Norm.

These standards cover items such as shades, lamps (the industry term for light bulbs), lampholders, to the complete light fitting, which in the lighting industry is called a luminaire. For luminaires the main standard is BS EN 60598-1 and is available from BSI.

Products designed and manufactured to a EN standard will, in general, comply to any European and UK safety legislation such as the Low Voltage Directive (LVD), General Product Safety Directive (GPSD), Electrical Equipment Safety Regulations and General Product Safety Regulations.

What other requirements are there?

In addition to safety there are many requirements originating from the EU Commission that you need to consider in the design, manufacture and eventual disposal of your lighting product. These include:

■ EMC Directive	Electromagnetic Compatibility
■ ERP Directive	Energy Related Products
■ Energy Labelling	Energy Labelling of Household Lamps
■ RoHS Directive	Restriction of Hazardous Substances
■ WEEE Directive	Waste Electrical and Electronic Equipment
■ REACH Regulation	Registration, Evaluation and Registration of Chemicals



EMC Directive Generally applicable to products with electronics included. Covers electromagnetic emissions from the product and immunity to electromagnetic interference.

ERP Directive Currently applicable to many lighting products and will eventually cover all lighting. Covers minimum energy efficiency and other performance related items.

Energy Labelling A-G energy label. Currently applicable to "household" lamps but being expanded to all lamps.

RoHS Directive Applicable to all electrical products, Restricts the use of certain substances.

WEEE Directive Applicable to all electrical products. Covers the disposal and recycling of waste.

REACH Regulation Applicable to all products. Covers restriction and notification of certain chemicals and substances.

How to get into lighting

CE Marking



Some types of lighting products will require a CE Mark, this is a European mark which together with Technical Documentation and a Declaration of Conformity shows that the product complies to all applicable EU requirements including the Low Voltage Directive, ERP Directive and EMC Directive.

Information Sources

EU links

EU Directives (LVD)	www.ec.europa.eu/enterprise/sectors/electrical/lvd
EU Directives (EMC)	www.ec.europa.eu/enterprise/sectors/electrical/emc
EU Directives (WEEE & RoHS)	www.ec.europa.eu/environment/waste/weee
EU Directives (ERP)	http://ec.europa.eu/energy/efficiency/ecodesign/eco_design_en.htm

UK Links

UK Government	www.BIS.gov.uk
UK Regulations (RoHS)	www.rohs.gov.uk
UK Regulations (ERP)	www.rohs.gov.uk/EUP
UK Regulations (Batteries)	www.rohs.gov.uk/batteries

Standards links

EN Standards	www.cenelec.org
BS Standards	www.BSI-Global.com

Lighting Association (LA)

Lighting Association	www.lightingassociation.com
LA Laboratories	www.lalab.co.uk
LA WEEE Compliance	www.lacompliance.co.uk



What Next?

The Lighting Association is the largest lighting trade association in Europe and we offer our members concise information and assistance on all lighting related subjects.

We have links to UK, EU and International organisations and are actively involved in everything related to lighting.



Our dedicated Lighting Test Laboratory will advise on all of your testing needs



Accreditation to our Code of Practice gives you confidence that your procedures comply with the legal requirements.

This guide is supplied free of charge by The Lighting Association in order to help new companies wishing to enter the lighting market.

The information contained here is intended to give an idea of the market and legislative requirements but it is by no means exhaustive.

Any company seriously wishing to enter the lighting industry is strongly advised to join The Lighting Association which can help in almost every aspect of your business. The LA is owned by its members and works exclusively for its members.



The Lighting Association

Take a look at our website www.lightingassociation.com to get a better idea of what we can do to help you grow your business. You will also find membership details and an application form.



Informing & Inspiring for over 70 years

www.lightingassociation.com

Images courtesy of OSRAM Lighting, Chelsom and The Lighting Store

Version 1 – 04/2011
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