



**Lamps of the future**  
We name the top ten lamp technologies of the next decade  
**Page 8**



**Lighting know-all?**  
Have a go at our quiz and see how clever you really are  
**Page 18**



**Top shows reviewed**  
Reports from the big events, including 100% Design and Plasa  
**Page 10 and 15**

# GETTING EQUIPMENT NEWS

OCTOBER 2001

## New GE chief backs lighting

NEW GE CHAIRMAN Jeffrey Immelt has confirmed his faith in the company's lighting activities and, in so doing, has scotched rumours circulating in the financial press that GE Lighting faced a strategic review, or possible sale.

Together with the appliance division, Immelt sees lighting as a "short-cycle" area. He admits both businesses have come under scrutiny as the economy has slowed, and that it is "difficult to whip up a good growth story" about either.

However, they are valuable brands, he told the *Financial Times*, that are great training-grounds for executives. More pointedly, perhaps, "I don't need the cash," he says.

Immelt, successor to the illustrious Jack Welch and only in the hot seat for a matter of months, is no new broom called in to shake up a business where some of the divisions are failing to provide the year-on-year returns that shareholders have come to expect. He is said to be broadly satisfied with a portfolio that stretches from aircraft engines to light bulbs and mortgage insur-



**Immelt: cash-rich**

ance because they are global businesses. And although not every business is capable of good demographic growth and good returns, it is a balanced portfolio, Immelt asserts.

Immelt started his GE career in 1982, making his name in the company's plastics business. Having held a series of leadership roles with GE Plastics, he moved into senior positions in GE Appliances before reverting to plastics and subsequently moving on to be president and CEO of GE Medical Systems.

Immelt's approach to managing GE confirms faith in a business providing annual earnings growth of 16 per cent, despite a recent slide in the price of its stock from over \$60 to about \$40. "If ever there was a case for a diversified company that has great visibility, great leadership and a great set of principles, it's now," he says.

But that won't have stopped him noticing that the change in earnings from the lighting division for the second quarter of 2001, compared with the same period in 2000, was down by 18 per cent.

## Ward restructures SLI after Smith exits

SYLVANIA LIGHTING International chief Frank Ward has restructured the senior tier of management following last month's departure of European president Andy Smith.

A company statement on the step-down says: "As Andy's friends and colleagues will know, he has experienced many personal difficulties over recent years and now feels that as a single parent he needs to spend time on the development of his five-year old son.

"Andy has enjoyed working for SLI and is justifiably proud of what SLI has achieved as a global business in the face of fierce competition."

The organisational changes announced this month following his exit will increase the focus on sales and manufacturing.

In a raft of new appointments, Peter Langlois replaces Smith as president of SLI Europe, while retaining his responsibilities as the executive responsible for sales to the professional channel. Jan Germis is appointed executive vice president of manufacturing and Peter Marzolon becomes executive vice president of retail sales.

Traung Nguyen will be transferred from the corporate office in Boston to become chief financial officer in Europe. This follows the move of Neil Davies to the corpo-



**Ward: restructuring**

rate office of Marlin Lighting, Emess Lighting Inc, Ecatec and Brilliant Lighting. Smith, who was managing director of Marlin for five years, was the main driver behind the deal, and the complex integration of the new businesses into SLI's European operation, especially the creation of the unified architectural lighting specialist, ConcordMarlin.

Last month SLI reported second quarter earnings that were worse than US financial analysts had expected, despite previous profit warnings.

Overall SLI made an operating income loss for the quarter of \$10.4m, of which \$9.9m arose from disposed business activities, such as SLI Lighting Solutions. Of the overall loss of 50 cents per share, nearly half, 22 cents, arose from continuing operations.

The continuing poor performance in 2001 meant that SLI made an operating income loss for the first half-year of \$51.2million, equivalent to a loss per share of \$2.

Having denied rumours that the European fittings business is for sale (*August issue*, page 1), Ward says he will continue with aggressive action to dispose of non-performing assets.



**Smith: retiring**

rate office to assist Frank Ward, chairman and CEO, with special projects.

Andy Smith was closely linked with last year's £81 million purchase



Edinburgh's Fruitmarket gallery has become one of the first exterior colour-change schemes in the UK to be based on LEDs. Light artist Peter Fink designed the colourful scheme for the building, which is an acclaimed international art space showing a programme of exciting, thought-provoking exhibitions of Scottish, British and international contemporary art. The project is part of the trend for theatrical techniques to cross over into the architectural sector. More details in our special feature on page 14.

## HELVAR

Simple, single circuit lighting gets even easier with the new Digidim™ range of lighting control products. Please visit [www.helvar.co.uk](http://www.helvar.co.uk) for more information.

**digidim**

**COMPLETE SOLUTIONS FOR DALI**