

Dear ASTRALUX® Master Distributors :

Introducing the re-issue of our Price list 2000 we have some interesting news and changes which we like to present to you in this Newsletter for ASTRALUX® Master Distributors.

### New products

#### **SVL** High pressure sodium vapour lamps

From July 2000 on we extend the range of **SVL** sodium vapour lamps with the versions **EL Extra Lumen** and **EX Exchange**.

**EL** The ASTRALUX® **SVL EL Extra Lumen** lamp types offer an extreme high lumen output and the best performance in sodium lamps. The high lumen output goes up to 132 lm/W for the SVL 400 EL \*. This new series can be used to illuminate big spaces, beam industrial yards or to floodlight buildings.

The ASTRALUX® **SVL EL Extra Lumen** lamps are available in elliptical form SVLE and tubular form SVLT<sup>1</sup>. They can be exchanged with the SVL standard series.

The **SVLE EL** is to be compared with OSRAM NAV SUPER and PHILIPS SON PLUS series.

\*SVLE/T EL 50W 81 lm/W, 70W 93 lm/W, 100W 100 lm/W, 150W 120 lm/W, 250W 127 lm/W, 400W 135 lm/W.

**EX** The ASTRALUX® **SVL EX Exchange** lamp types can be exchanged against MVL mercury vapour lamps in the existing luminaries \*. So the energy saving sodium technology can be used in existing mercury luminaries without changing the ballast. This grants a high saving potential to the customers.

The **SVL EX** are available in elliptical form SVLE EX<sup>1</sup>. The **SVL EX** series is to be compared with OSRAM VIALOX NAV PLUG-IN.


\*SVLE 110 EX – MVL 125, SVLE 210 EX – MVL 250, SVLE 350 EX – MVL 400. Provided that the existing ballast can be operated with the higher current for SVL lamps <sup>2</sup>.


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<sup>1</sup>These products are available in European standard, American standard on request.

<sup>2</sup> Further details and technical data are available on request.

## **New products**

 To our ASTRALUX<sup>®</sup> **SVL** high pressure sodium vapour lamps series we have added types with 50W in **LL** Long Life , **EL** Extra Lumen and in standard version.

 The ASTRALUX<sup>®</sup> **MVL** high pressure mercury vapour lamp is now also available in 50W.

 The ASTRALUX<sup>®</sup> **MVLI** blended light lamps ( self ballasted lamps ) series is now available in intermediate vatages e.g. 220V –220/230V – 230V – 230/240V – 240V – 240/250V.

## **New Price list 2000**

All the new products you may find in our re-issued **Price list 2000** . The version **EUR2** shows the European standard product range in Euro currency and the **USD1** version shows the American standard product range in US Dollar currency.

The ASTRALUX GMBH has maintained a stable price level for the last two years. Forced by the international currency flowing and the devaluation of the Euro we have to face higher raw material prices on the international markets. Thus we see us obliged to slightly adjust the gross prices in our price lists.

## **New Terms & Conditions**

Also the Terms & Conditions had to be adjusted to the new Price list 2000 .

## **New interest rate**

On the national and international capital markets the authorities and bankers have increased the interest rates for lawns within the last couple of months in a significant way. We are obliged to adjust the internal credit interest rate to 14% ( per cent ) per annum. This will become valid from 01.07.2000 on with the participating partners.

## **New central switchboard**

From 1<sup>st</sup> July 2000 on you can reach the new central switchboard of our international distribution center in Hamburg/Germany under the new phone number :

+49 (0) 40 36 80 09 50 ( all other numbers remain unchanged )