

Customer 'LED' solutions – building trust & transparency into working relationships

**2017** marks the 10<sup>th</sup> Anniversary of trading for Clandell. There's been a lot of changes in the market since this time, including a big increase in demand for LED lamps and LED Light Strips.

We've been lucky enough to work with many of the UK and Europe's major miniature lighting players across the Gaming machine, Distribution and Aviation sectors, to name a few.

What will happen in the next 10+ years? Who can tell but there can be no doubt that technology has moved faster in the past decade than ever before and the demand for high-quality, long-life products such as LED lighting technology can only increase. For all those that have been along for the journey with us so far, and to all those that will join us, Clandell would like to offer their sincere gratitude.

**CELEBRATING  
10 YEARS**

2007-2017

Clandell.com

**CLANDELL**  
Customer 'LED' Solutions

**LED LIGHT STRIP SOLUTIONS FOR CARAVAN & MOTORHOMES**

Clandell's ever popular LED Light Strips feature prominently in many of the UK's most popular gaming machines across pubs, clubs, venues and casinos. But they also lend themselves particularly well as a means of background lighting in applications such as kitchens, shops, supermarkets, restaurants, advertising banners, bedrooms, bathrooms, boats and caravans.



Our LED Light Strips provide a high-quality non-waterproof source of light, designed for use with 12V leisure batteries and 24V applications. Available in Cool White (6,500K) or Warm White (3,000K) and supplied in 5-meter Tape & Reel format with 30 or 60 LED's per meter or as part of our bespoke 'cut-to-fit' service, all product is supplied with our genuine **3M** Tape. Contact [sales@clandell.com](mailto:sales@clandell.com) for more information or to place an order.

**PRODUCT FOCUS: LAMP REPLACEMENT LED'S**

Lamp replacement LED's have become increasingly popular across a wide variety of market applications recently. LED's offer a stable source of light output with dramatically extended life-hours, often 5-10 times more than incandescent lamps.

As well as being far more robust and able to withstand the shock of vibration and harsh external environments, LED's offer a true 'fit-and-forget' solution with an excellent return-on-investment. Contact the Clandell [sales team](#) to find out more about our product range.

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[www.clandell.com](http://www.clandell.com)

## TEAM TALK: DICK CLARKE – COMMERCIAL DIRECTOR

Commercial Director **Dick Clarke** co-founded the company in 2007 with a team of miniature lighting industry professionals including Technical Director John Sullivan and Financial Director Blaise Dalton-Brockwell. Having spent many years in senior positions within American, British, Japanese & German owned companies, Dick recognises the importance of team building and partnerships with customers and suppliers. Dick is an avid Ipswich Town Football Club fan; he enjoys gardening and spending time with his grand-children.



**Dick** added: *“Clandell is a customer driven company focussed on providing high-quality product and added-value solutions to our OEM’s and distribution partners. Communication is key for us ensuring we understand the customer and market needs and adapt accordingly whenever possible to satisfy their demands.”*



**BREAKING NEWS:** The Clandell team is delighted to announce that Blaise Dalton-Brockwell has recently joined the team full-time. In addition to his role as Finance Director, he will be taking on responsibility for Personnel and Project Management.

## PARTNER FOCUS: AIRBOE COMPONENTS, UK

With over 35 years of industry experience, Airboe Components offer a wide range of aviation and aircraft components including cabin interior replacement parts and plastic extrusion components helping to streamline the aircraft’s efficiency by minimising weight and maximising fuel efficiency.



Operating from their Maidenhead, UK facility with a National and Global presence, Airboe has worked in close partnership with Miniature Lighting Experts Clandell Ltd for a number of years now.

Managing Director of Airboe Components **Philip McIntyre** commented:

*“The synergies between the two businesses were quite clear from the beginning and our partnership with Clandell has gone from strength-to-strength in recent years. Our plastic extrusion components compliment both target markets perfectly, often going hand-in-hand when fitted in application to the aircraft.”*

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**RecOlight**  
Making lamp recycling happen



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