



Hi there,

This month, we wanted to let you know about some of the exciting changes that have been happening at Lumascope. From new offices and staff, to brand new plug-and-play connectors, we're definitely making changes that will have great effects for all of our customers.

Read on to hear all about this and more!

### What are our latest company updates?

#### New office in the Middle East

At Lumascope, we have focused on the continuous expansion of our product development and manufacturing capacity, so that we can continue to design, build and deliver the highest quality products that the market demands.

To support this, it is with great pleasure that we announce the official opening of our Lumascope representative office in the Middle East.

If you're in the Middle East, North Africa, India, or Turkey, you can expect more streamlined product-related enquiries and can now work directly with our sales team in Dubai.

#### Welcome to our new staff member

**Scott Niles** joins us as the Senior Sales Engineer - North America.

Scott brings deep lighting experience to Lumascope, having worked as an electrical consulting engineer designing lighting and controls, as well as an agency specification sales representative for Lumascope's bay area representative, Lighting Systems.

Starting his career as a Systems Engineer in aerospace for five years, a move to the Bay Area in 2005 gave Scott his first opportunity to work as an electrical consulting engineer at Summit Engineering where he learned lighting design, before transitioning to specification sales in 2008. During this time, Scott was responsible for specification sales of many brands including Lumascope.

After a brief partnership with Tridonic, Scott has joined Lumascope to help us grow sales in the US.

We look forward to having Scott's strong experience in the United States' sales team.

#### Welcome to our new partners

- [Lighting Systems](#) - Berkley, Reno and Roseville (US)
- [SEFL](#) - Fort Lauderdale (US)
- [LightStyle Solutions](#) - Mumbai (India)

### What else is new at Lumascope?

## We've made some changes. And we think you'll like the new benefits.

Introducing our new plug-and-play connectors.



### Have you heard our news?

We're switching from our previous connectors to our new and advanced IP68-rated plug-and-play power and control supply connectors, for all Lumascope products.

### So how does this benefit you?



#### Waterproof

##### IP68/69K Dynamic Mated

Ideal for outdoor and indoor dynamic applications requiring continuous underwater immersion, routine pressure washing and dust protection.



#### UV Resistant

##### No Degradation - Long Outdoor Life

No mechanical degradation or important colour variation due to environmental exposure



#### UL/IEC Compliant

##### Qualified & Certified

UL file: E169916  
VDE customer no: [4282400](#)



#### Quick Release

##### Sensitive & Audible Click

Unique 'keyhole' shape of the connector allows users to mate and unmate in blind conditions with audible click confirming action. Easy to use thumb latch design reduces labour and time during installations.



#### Flexibility

##### Direct Burial Compatible

The connector and cable are suitable for direct burial applications, providing additional flexibility to our customers.

[View all Lumascope Products](#)



Remember, if there's any particular topic you would like us to talk about in our next newsletter, it's as simple as hitting reply to this email or getting in touch at [www.lumascope.com](http://www.lumascope.com).

Until next month,  
The Lumascope Team

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