

# Supermarkets





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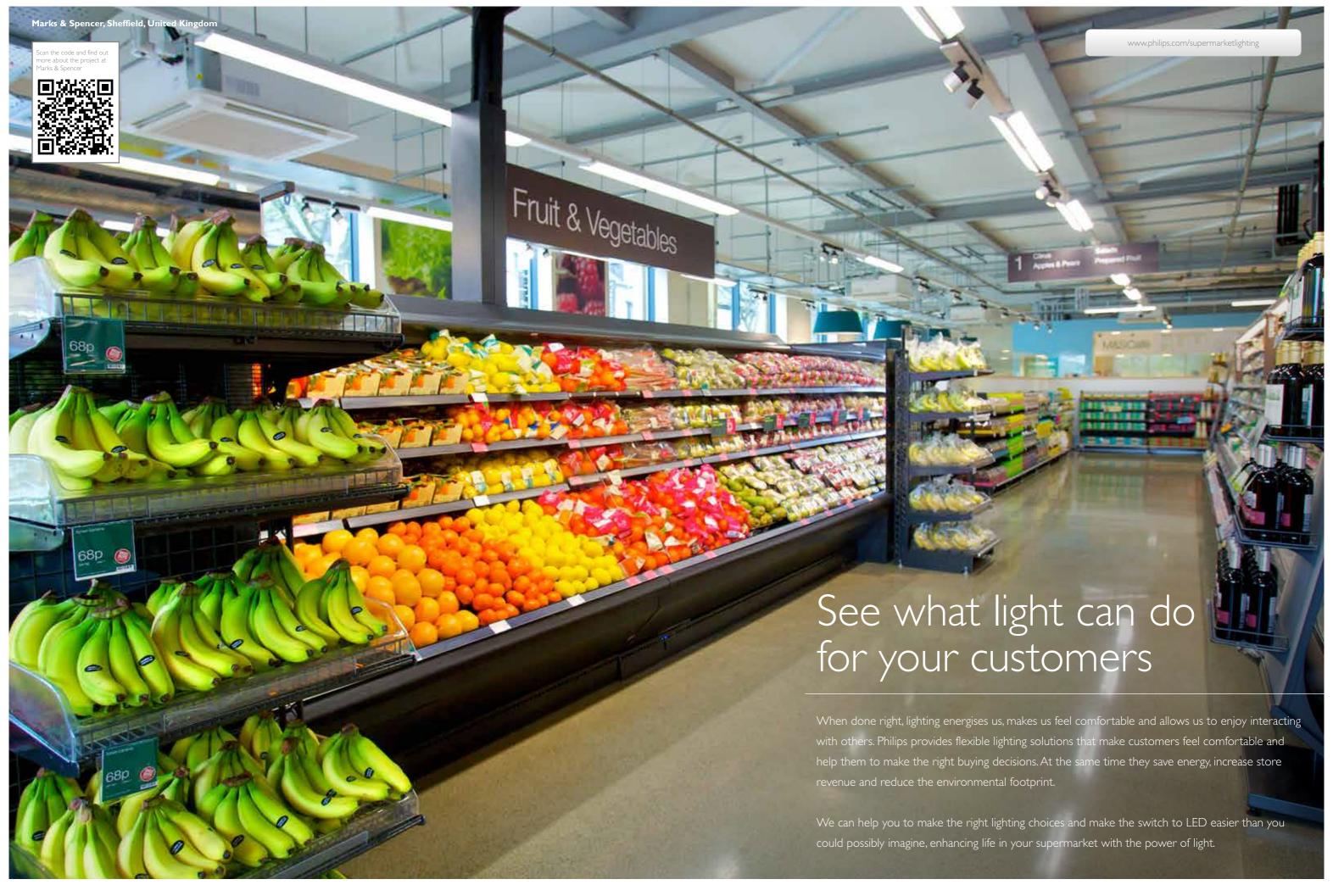
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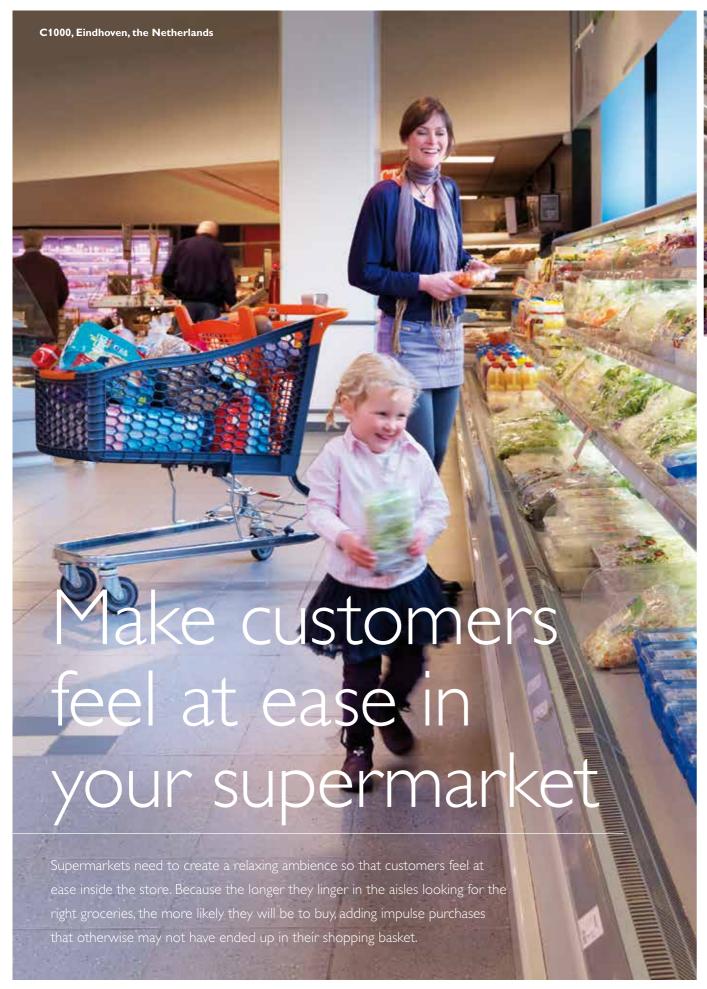




See what light can do for your customers











### **Inspiring customers**

Creating the right in-store ambience can make customers feel at ease and enhance the shopping experience.

Our special fresh food solutions are designed to bring out the best in the appearance of all your products.

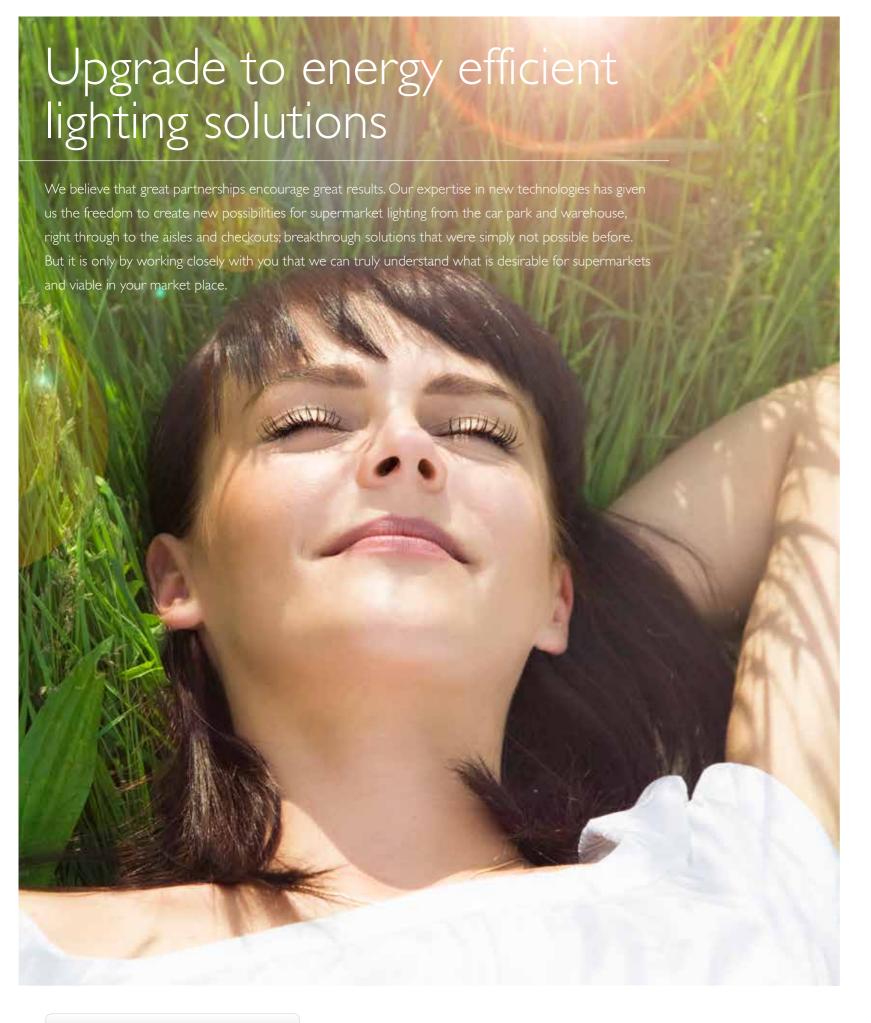
### Operational advantages of LED

Our solutions are suitable for every supermarket application. They offer attractive opportunities to inspire customers by improving the appearance of products and enhancing store ambience. We also have smart ways to retrofit your existing installation with energy-efficient LED and reduce maintenance.

### Clever controls

Our clever lighting controls take supermarket lighting to a whole new level. You can set the right scene in each area to enhance displays, save precious energy by using less light when there is more natural daylight, or use smart controls with presence detection features to balance light levels according to the volume of store traffic. A great way to control costs without compromising the customer experience.

www.philips.com/supermarketlighting



Sustainability

In food stores, 69% of all energy costs are due to systems that are influenced by luminaires. With energy costs increasing on an annual basis, the potential for savings is considerable. We've developed a range of energy-efficient lighting solutions that are socially responsible, technologically advanced and pleasing to the eye. Helping companies to sustain themselves and the environment.

### Feel in control

Complete control solutions, such as Dynalite and Teletrol, ensure that lights are only used when needed - and at the desired light levels. Our solutions combine optimal comfort and ambience with minimal energy consumption. Some of our solutions, such as Teletrol, even take this beyond lighting, helping you to control entire store chains from a central location.

### Controls, solutions and services

Philips Lighting's controls, solutions and services (CSS) organisation can keep the hassle of your lighting project to an absolute minimum. CSS offers a complete range of supporting services – from financing and installation

to maintenance. The services are available individually or combined into a tailor-made turnkey package that delivers complete project co-ordination from start to finish. Once you're happy with the solution we've designed for you, we'll take over all responsibility. All you need to do to monitor and manage your lighting project is contact your dedicated Philips representative.

### Lighting contributing to LEED

In response to a growing demand of minimizing the environmental impact of buildings, many organizations have developed Green Building certification systems. LEED (Leadership in Energy and Environmental Design) is a rating system created by the United States Green Building Council whereas BREEAM (Building Research Establishment Environmental Assessment Method) is a system established in the UK by the Building Research Establishment. Both LEED and BREEAM are widely accepted as international standards for Green Building certification.

Philips has a range of lighting and controls that, designed well into a green building, can considerably help towards certification credits.



### **Advisory Services**

Our Advisory Services give clear insight into your current lighting system, how it can be improved, and what benefits your supermarket would gain from improved or newly developed systems.

### **Energy Audit**

- Assessment of current lighting system
- Business case development for energy savings

### Solution Design

- Lighting application
- Technical design
- Business models



### **Project Services**

You get one partner from start to finish. You determine the scope of our involvement, from simply overseeing product installation, to taking on complete responsibility or a turnkey project for your supermarket.

### Project Services

- Project Management
- Installation
- Integration & Programming



### **Lifecycle Services**

We offer customers and channel partners a variety of contracts, which cover all aspects for guaranteeing long-lasting, hassle-free, cost-effective performance



### Suppor

• Protects your investment



### Maintenance

• Ensures hassle-free operation



### Performance

Meets business goals and objectives

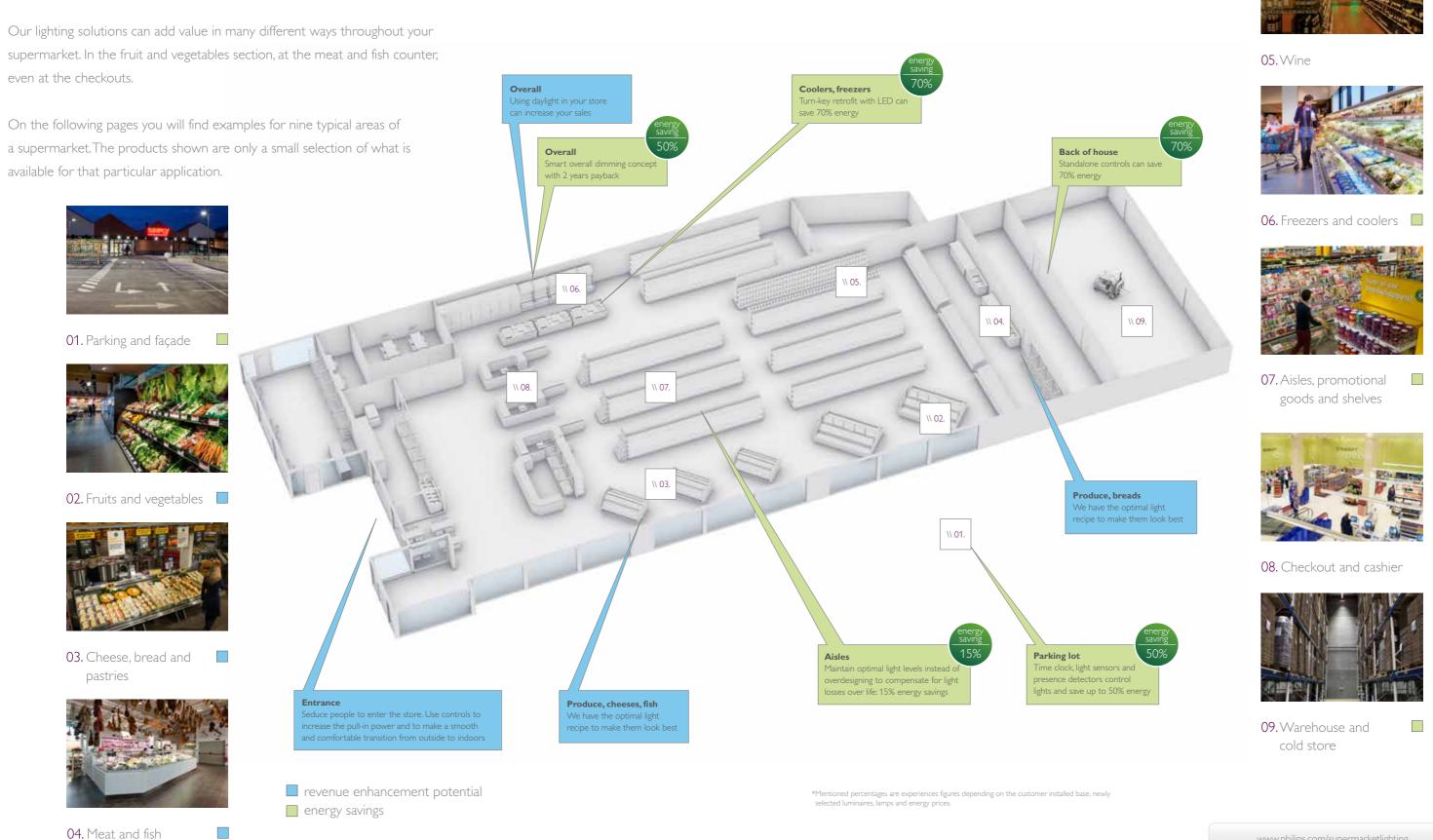


### Philips Lighting Capital

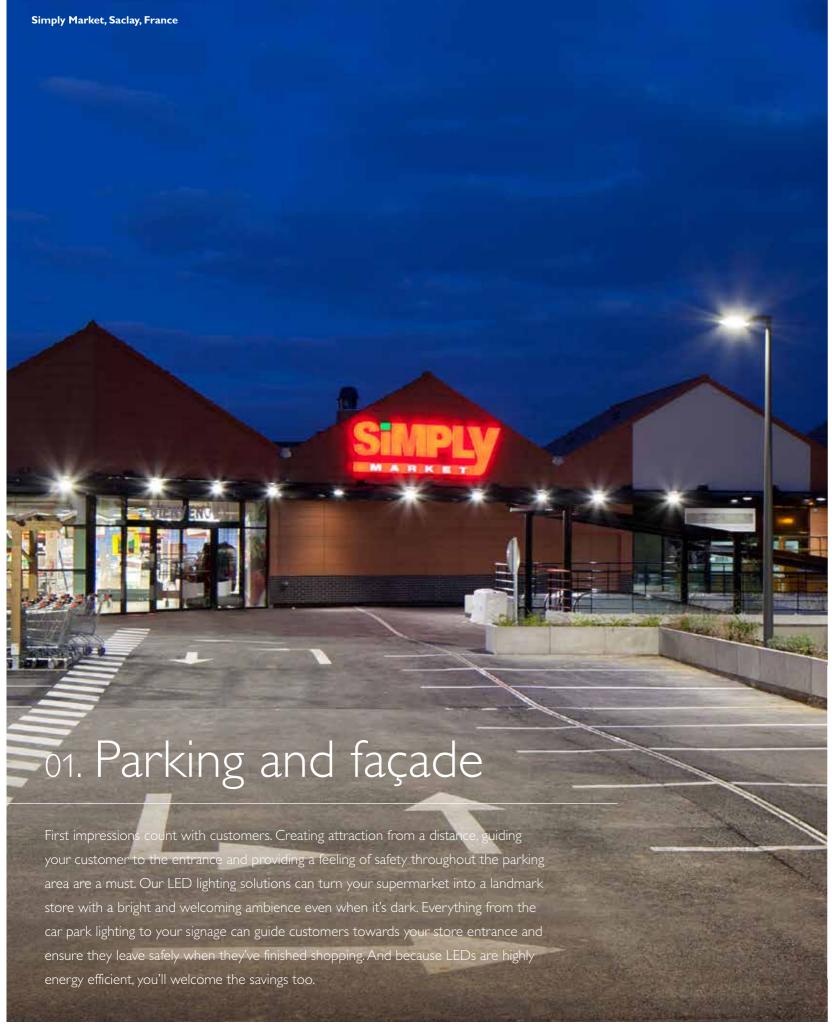
Philips Lighting Capital offers benefit sharing and financing programmes that link to the returns that a new lighting solution will deliver. This enables you to acquire a state-of-the-art solution that will enhance your supermarket immediately and keep your cash flow positive from day one.

www.philips.com/supermarketlighting

# Supermarket overview



www.philips.com/supermarketlighting







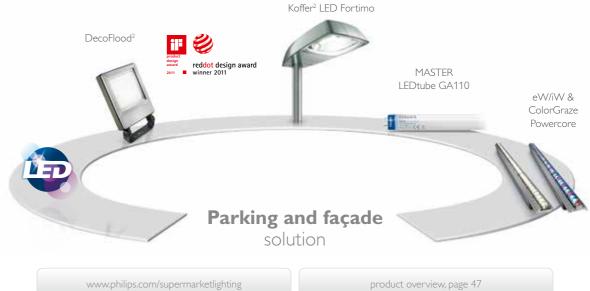
### Feel safe outside your store

In outdoor areas, the best lighting effects are achieved by using LED lamps, LED luminaires and the right controls. White light plays a vital role in making people feel safe after dark. Its higher perceived brightness and superior colour rendering make it easier to distinguish objects, colours, shapes and people. Presence detection enhances the feeling of safety, dimming the lights when no one is around, switching lights on as soon as someone walks towards the store, then dimming them again without anyone noticing. We offer solutions that achieve this in combination with maximum comfort for the shoppers.

### Illuminate your brand

Using dynamic LED displays outside your supermarket is a great way to attract potential customers, highlight your store and strengthen your brand identity. Our display solutions are flexible in content and shape, getting your message across depending on the season or occasion. This way customers keep coming back being attracted by promotions because they are visible from a distance.

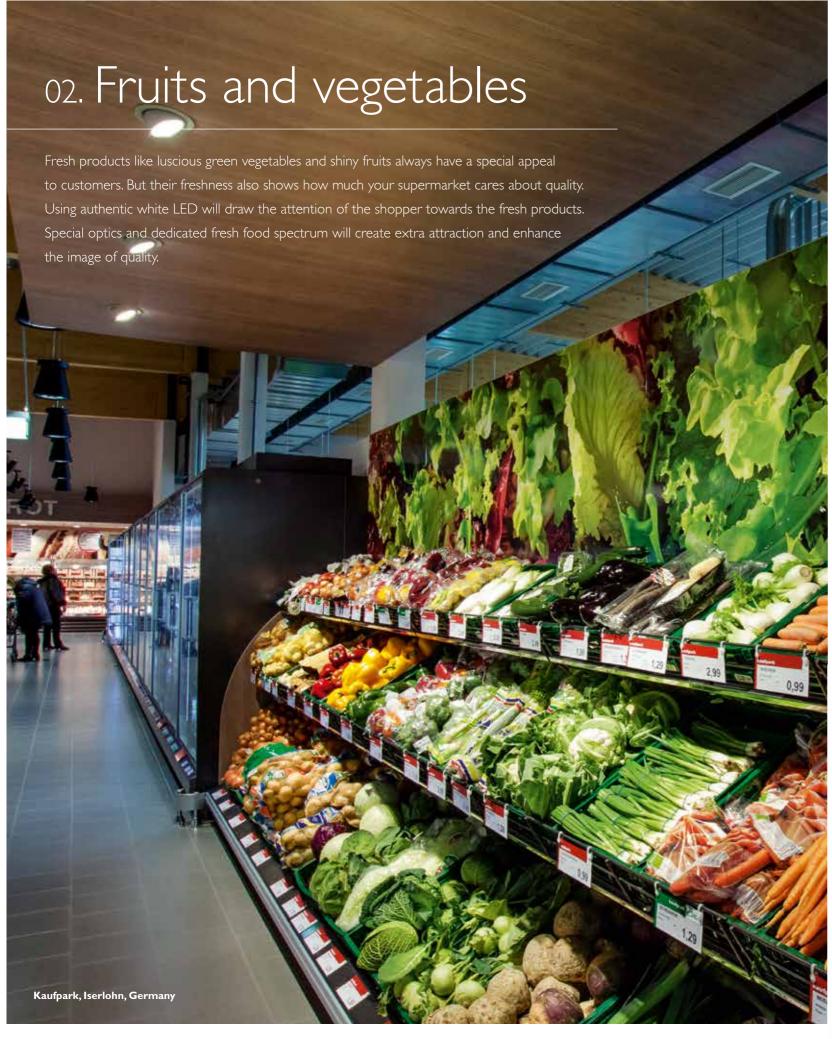
### This combination of products is the best way to create a bright and welcoming ambience



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# El Corte Inglés Salamanca Car Park El Corte Inglés, in cooperation with Philips, has committed itself to achieving high energy savings and complying with the current regulations in its new shopping centre at Salamanca. Sustainable solutions are implemented, that regulate the lighting according to people being present in the area. Salamanca, Spain **Product solution:** OccuSwitch DALI, MASTER TL-D ECO D.6 AL DANCE 01 GDS "For lighting the parking areas of our El Corte Inglés shopping centres at Salamanca and Tarragona, we have installed the OccuSwitch DALI system, enabling us to automatically adjust the light levels according to traffic density. This has led us to achieving up to 52% energy saving." www.philips.com/supermarketlighting Miguel Ángel Lorenzo, Planning and Facilities Manager, El Corte Inglés Engineering Dept.







### Appealing fruit and vegetables

Philips knows how to bring out the best in all the fresh products in your store from meat and fish to fruit and vegetables. We were the first lighting specialist to develop a portfolio of solutions specifically for fresh food applications. Our solutions offer the optimal light effect in a choice of luminaires, so you can always find the perfect match for your brand. For fresh food and vegetables we recommend using luminaires in LED Authentic White or LED Champagne. See the table on page 44 for a quick guide.



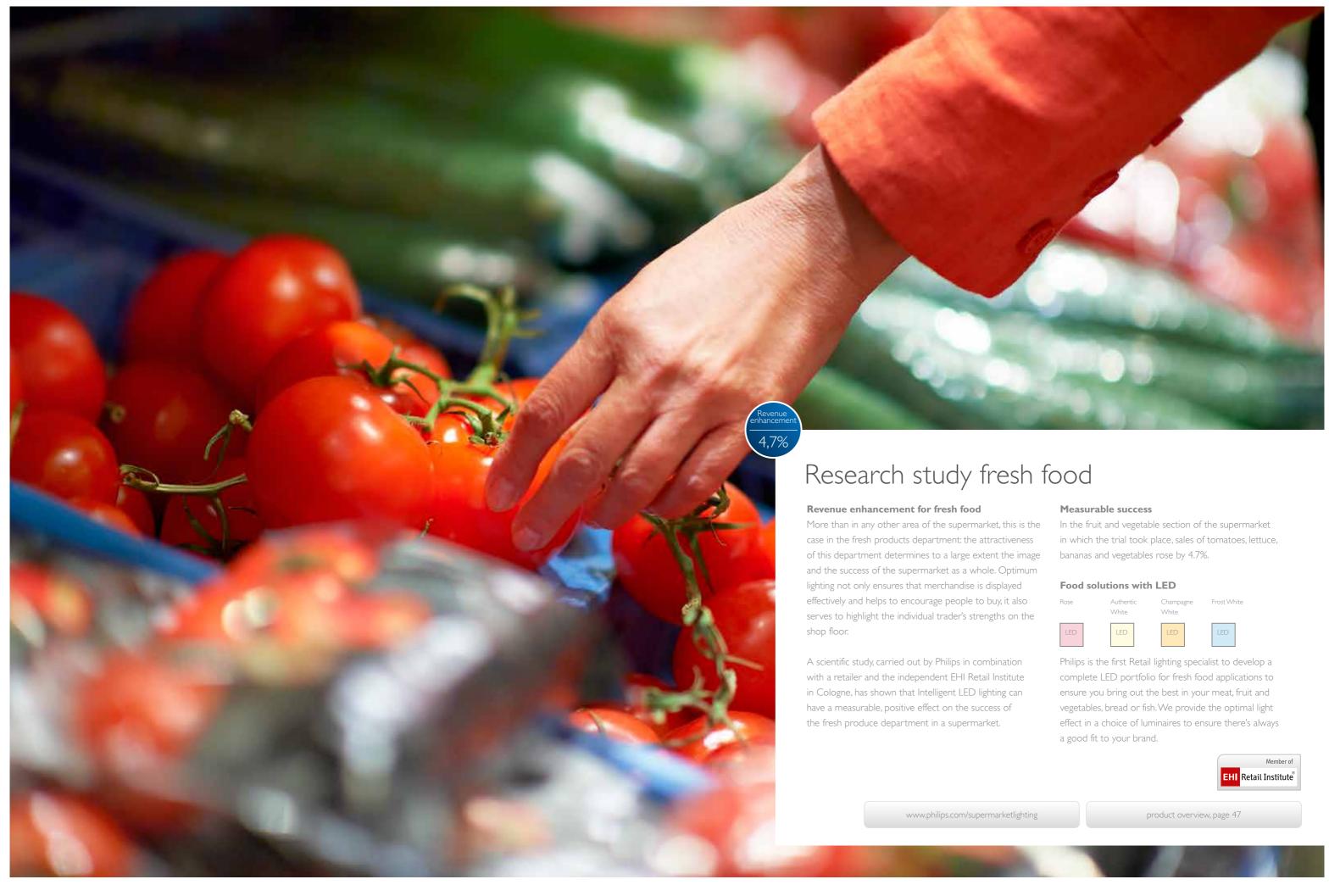


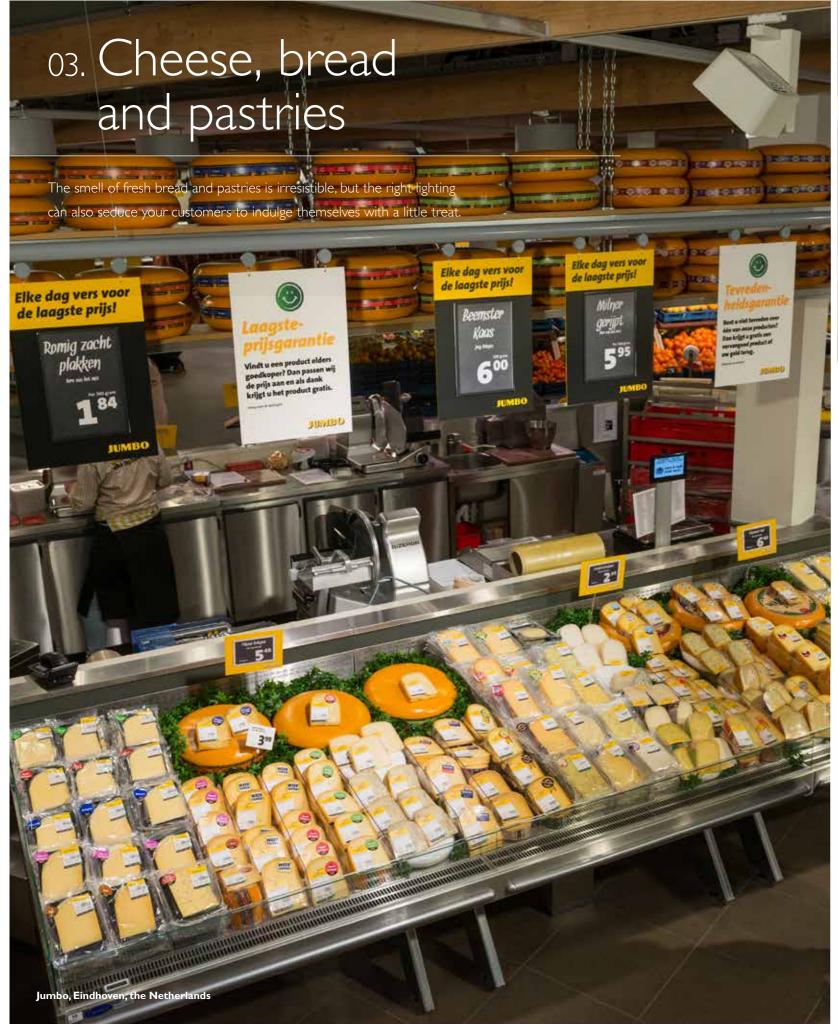
Completely new to the market is ExactEffect for best in class LED accent lighting. It directs the light only where needed, enabling you to reduce energy use by 30% compared to the best conventional solutions - and it also requires 25% fewer luminaires.

The CDM alternative for fruits and vegetables is MASTER-Colour CDM Fresh, that brings the unique SDW color enhancement, but due to higher efficiency leads to 30% energy consumption compared to SDW. They fit in CDM (Elite) luminaires, and can be driven by standard CDM gear.

### $\label{lem:combine} \textbf{Combine these products to bring out the best in all your fresh products}$











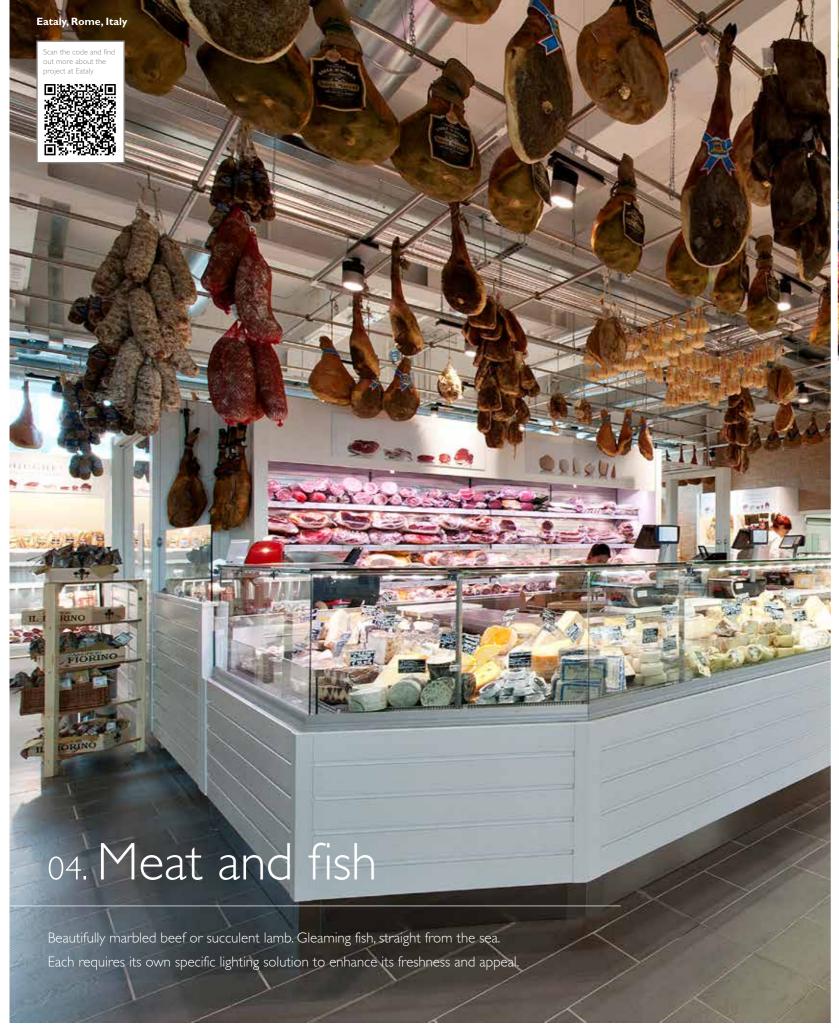
Cheese is a delicate product that can easily be harmed if handled, or lit, incorrectly. So it's essential that the lighting creates no "hot spots" that could impair the flavour. This can be done perfectly with Philips LED solutions which don't radiate heat in the beam, this eliminates hot spots automatically. When it comes to appearance, all cheeses look their best in light with a touch of yellow, even those that are white. It helps to attract attention, whets customers' appetites and encourages them to buy. And with efficient optics and light sources our solutions maximise energy savings too. For example by reducing the number of luminaires.

Fresh bread and rolls must give the impression that they've just come out of the oven. Lighting with white-yellow or red-brown tones will make them look crisp and appetising to tempt customers. This can be achieved by bringing out the freshness with a Philips LED Champagne optic. For pastries a cool white light will enhance the appearance of whipped cream, making it look fresh and inviting. The CDM alternative is the CDM Warm lamp that combines warm light with near-perfect CRI of 92 and very high efficacy.

We recommend the Philips LED Champagne for cheese, bread and pastries.

### These lighting products are perfect for giving your cheese counter fresh appeal









### Meat

More than any other products, shoppers use the visual appearance of meat to decide on its freshness and quality. It has been shown that warm white light with a subtle red glow will display the meat at its best.

Use LED rose to enhance the meat slightly, or for a more natural appearance choose LED Authentic White. Time based controls such as Dynalite ensure that products are always lit when needed and with the appropriate light levels.

### Fish

For white fish it's best to use our LED Frost. The sparkling white light creates a dazzling effect which, combined with the ice on display, makes the fish look even shinier and more appealing. Red fish demands a warmer colour temperature like LED Authentic White to enhance their natural attractiveness.

The CDM alternative for both meat and fish is MASTERColour CDM Fresh, that brings the unique SDW color enhancement, but due to higher efficiency leads to 30% energy consumption compared to SDW.

### Mix and match these lighting products to enhance your fresh meat and fish









Warm white light will enhance the colour of rich red Burgundies, Riojas and Merlots. Pinot Grigio and Sauvignon Blanc appear clear and refreshing in neutral white light. For extra ambience add accent lighting with precise beams and dramatic shadows to create a sense of a sophisticated atmosphere.

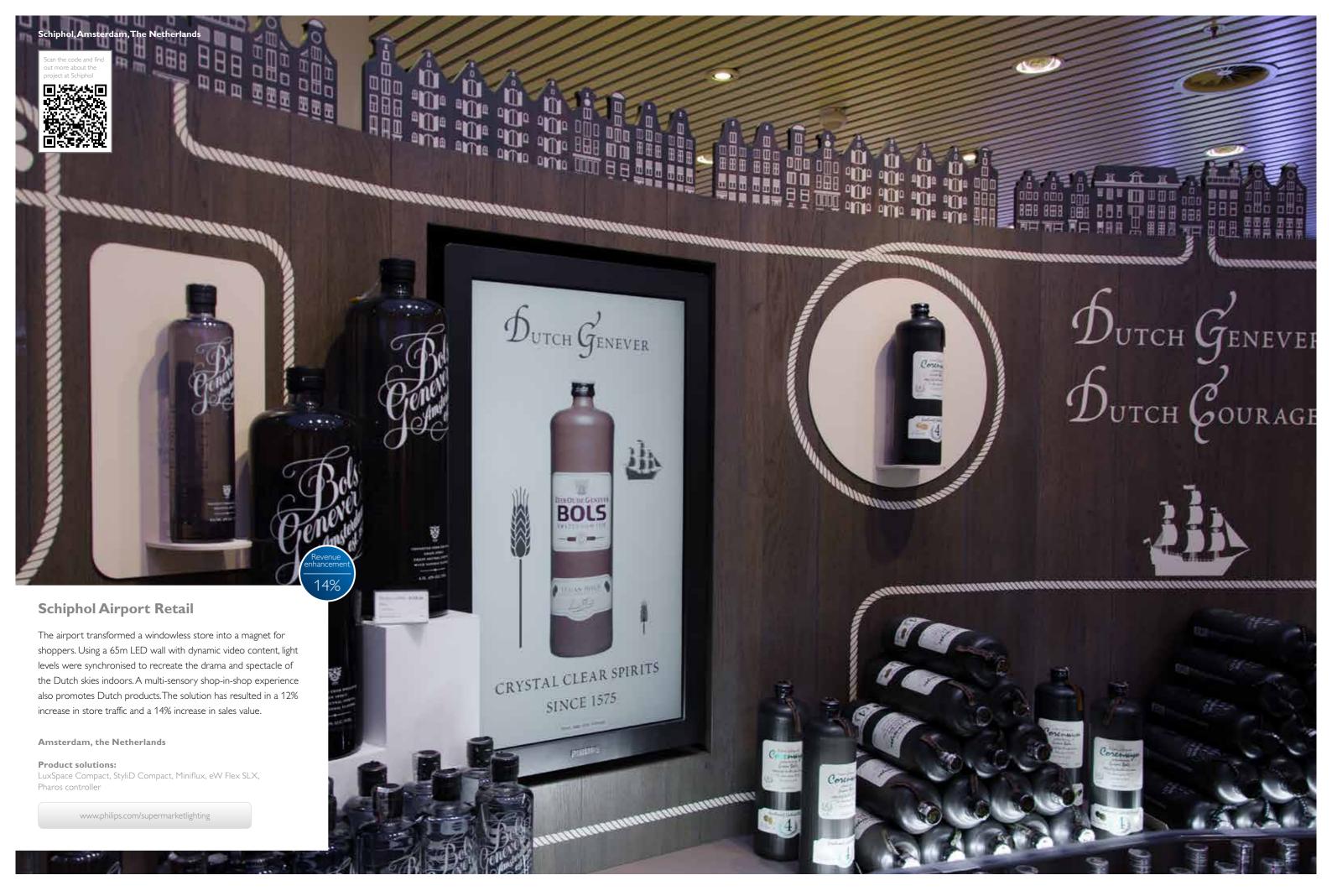
attractive and the ambience should create the impression of walking in a virtual wine cellar.

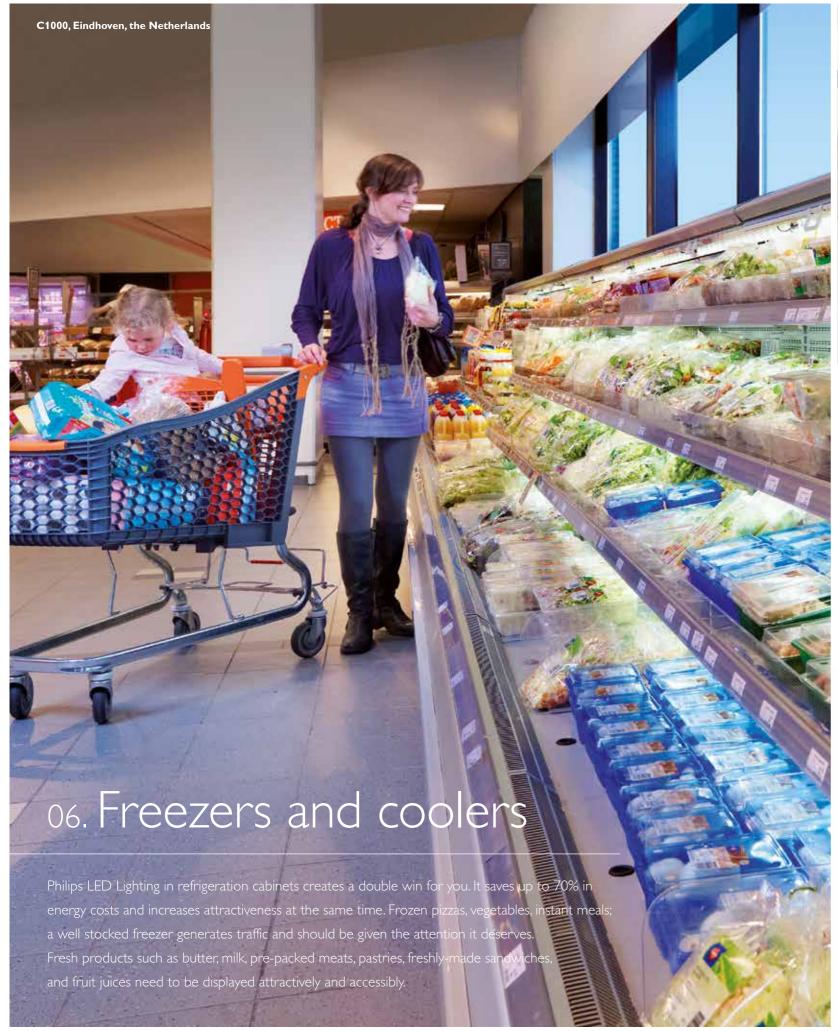
As wine must be stored at correct temperatures, it's vital that the lighting does not adversely affect these conditions. StyliD or ExactEffect with LED Champagne will create dramatic shadows to highlight the upmarket ambience of the wine department. And cove lighting can contribute to the atmosphere in the most energy-efficient way. And to tickle the taste buds we can set the lighting scenes Ambience is vital in a wine department. Displays should be at different times during the day, creating maximum appeal to different shopper groups.

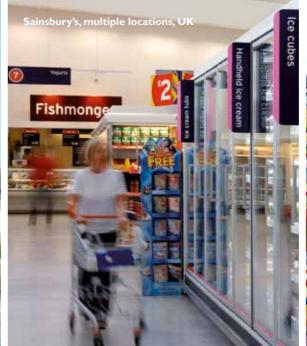
### Create a wine cellar ambience with this combination of lighting products



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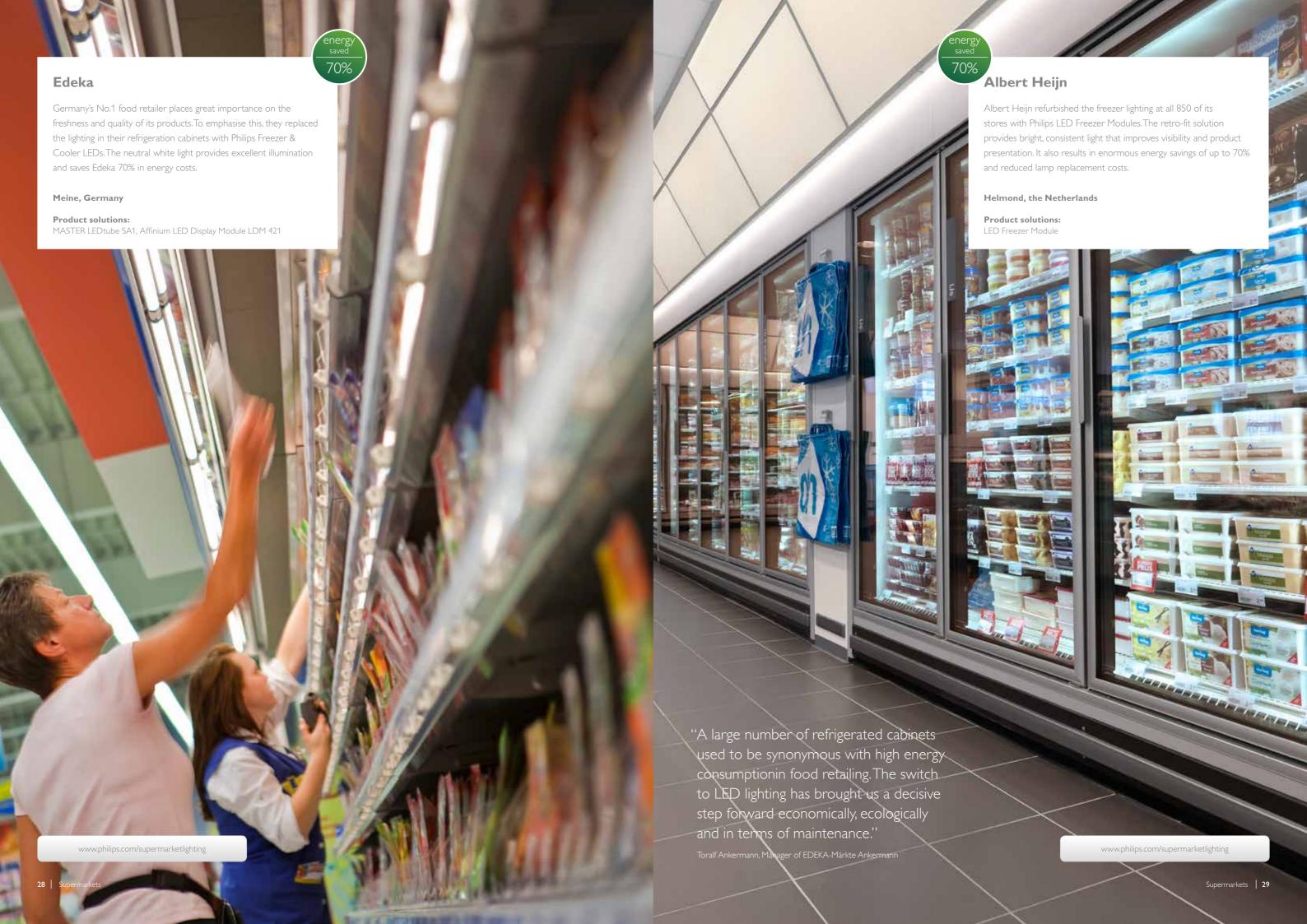
Philips LED lighting for refrigeration cases is a greener, more energy efficient way to create an enjoyable shopping experience, improve product visibility and lower refrigeration costs. Compared to fluorescent lamps, our LED alternatives consume much less energy. They also contain no to enhance the colour and appeal of fresh goods. What's mercury or lead, which significantly reduces CO<sub>2</sub> emissions.

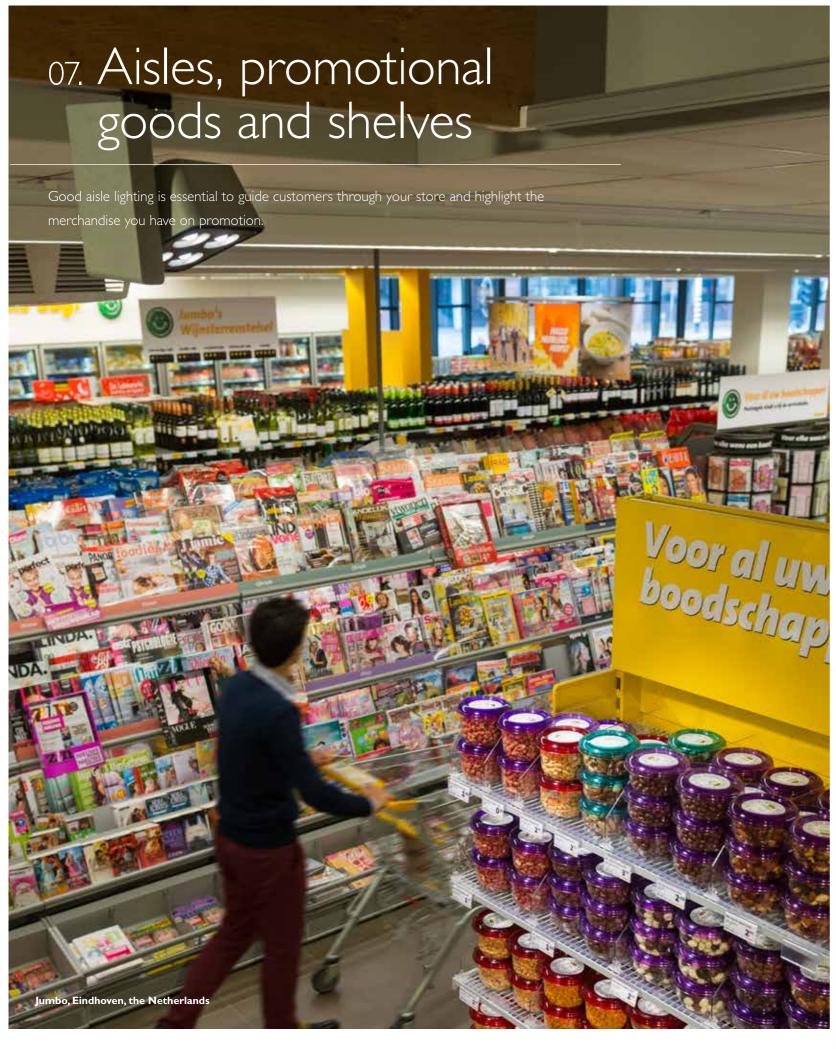
Our unique optic system also prevents the light source from being directly visible, reducing glare. With excellent light and colour consistency throughout their extremely long lifetime, Philips LEDs also provide brighter, more uniform illumination more, because they generate less radiant heat, you waste less energy too. Some retailers add controls to save additional energy but also to guide and attract shoppers into their freezer aisle.

### Chilled and frozen foods require a special combination of lighting products



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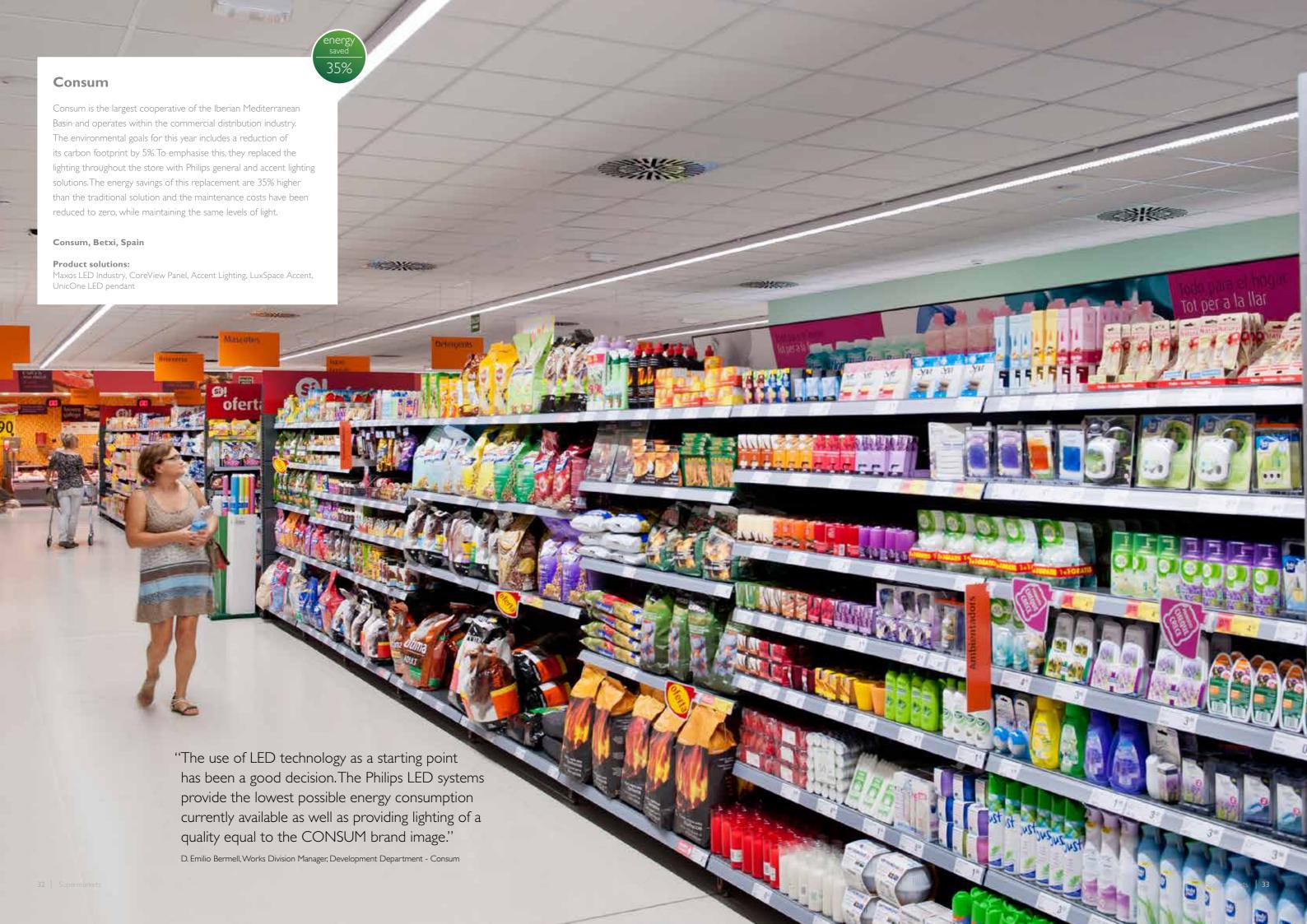


Our LED solutions direct light exactly where it's needed. They create high vertical illuminance to add sparkle to the products on your shelves, without causing glare so they're also easy on the eye. Extensive tests show that our solutions provide reliable, high quality lighting for the entire lifetime of the lamp. What's more, upgrading to LED for general lighting can enable you to achieve very short payback terms, especially with the upgradable Maxos Performer program and LED downlights.

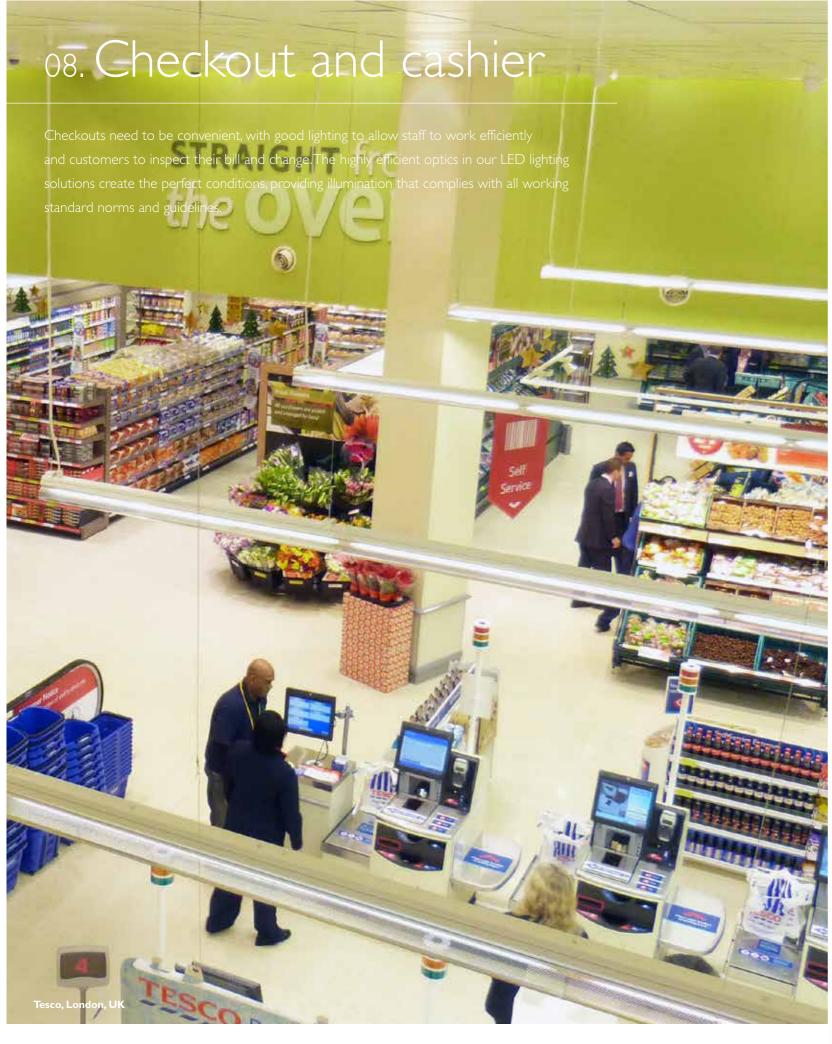
The ability to place spots every 60 cm on the trunking system, emergency lighting options and the option to dim easily with daylight harvesting or presence detection, makes the trunking system a multifunctional solution. Draw extra attention to your promotional goods with a combination of ExactEffect or StyliD and integrated LED shelf lighting to highlight offers and light up sales.

### Use this combination of lighting products to highlight your best offers











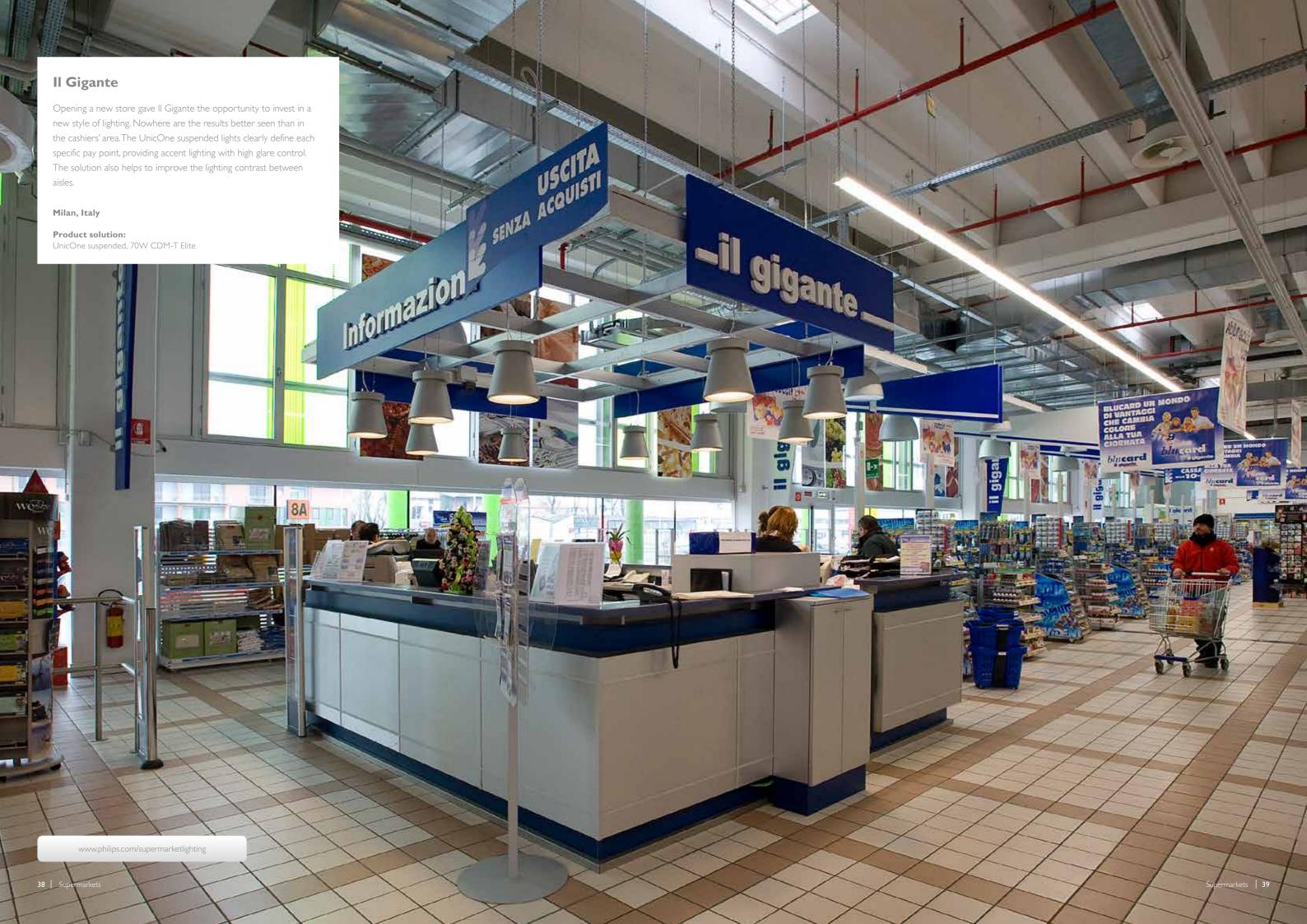


Supermarket lighting needs to be comfortable on the eyes, particularly for cashier staff that have to spend long periods of time working behind the checkout desk. Our LED solutions provide great light quality that can be directed to precisely where it is needed, illuminating the checkout for shoppers while eliminating the glare that can make the working day more stressful for staff.

With intelligent controls you can take retail lighting to the next level. Dimmable downlights can guide shoppers away from empty checkout desks when there are fewer staff in store to serve them. They can also be boosted to highlight promotional islands and encourage impulse purchases when there are queues at busy checkouts. So you can adapt the lighting to suit the volume of traffic you have in store.

### Create the perfect conditions at the checkout with these lighting products











Uniform lighting throughout the workplace is essential. Not only does it allow freedom and safety in storing and moving goods, it also provides the optimal working environment for personnel. You can easily save energy by dimming back the lights if there is no one in the warehouse. LEDs are also work environment. And of course, our state-of-the-art suitable for the cold store, offering high efficiency in cold environments. They feature instant light-up with no start-up time and have an extremely long lifespan.

Make your warehouse a comfortable environment for your employees. Provide the right light to make them perform their work with confidence. Our lighting solutions for warehouses comply will all norms for a safe solutions are energy efficient too.

### This combination of lighting products will maximise visibility and efficiency in your warehouse



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"Fresh food is the main attraction in any supermarket - and the fresher it looks the better. Now is the time to make the switch to LED lighting for general lighting, coolers & freezers and fresh food. Not only will it enhance your store experience and have a positive effect on the environment, the payback time is also extremely attractive. Make the switch today."

Find out more at: www.philips.com/supermarketlighting

Philips has developed a complete LED portfolio for fresh food

	Com	plete LED portfolio for	fresh food	
	LED Rose	LED Authentic White	LED Champagne	LED Frost White
Meat		A CONTRACTOR OF THE PARTY OF TH		
	Extra red enhancement	Natural display, slightly enhancing the red		
Fruit and vegetables				
		<b>699</b>	99	
		Natural display, slightly	Extra warm	
		enhancing the red	atmosphere	
Cheese				
		Natural display	Yellow enhancement	
Bread and pastries			Extra warm atmosphere	
Fish			acriospriere	
		Natural display, slightly		Cool enhancing the sparkle on ice
		enhancing the red		u ie spai kie on ice

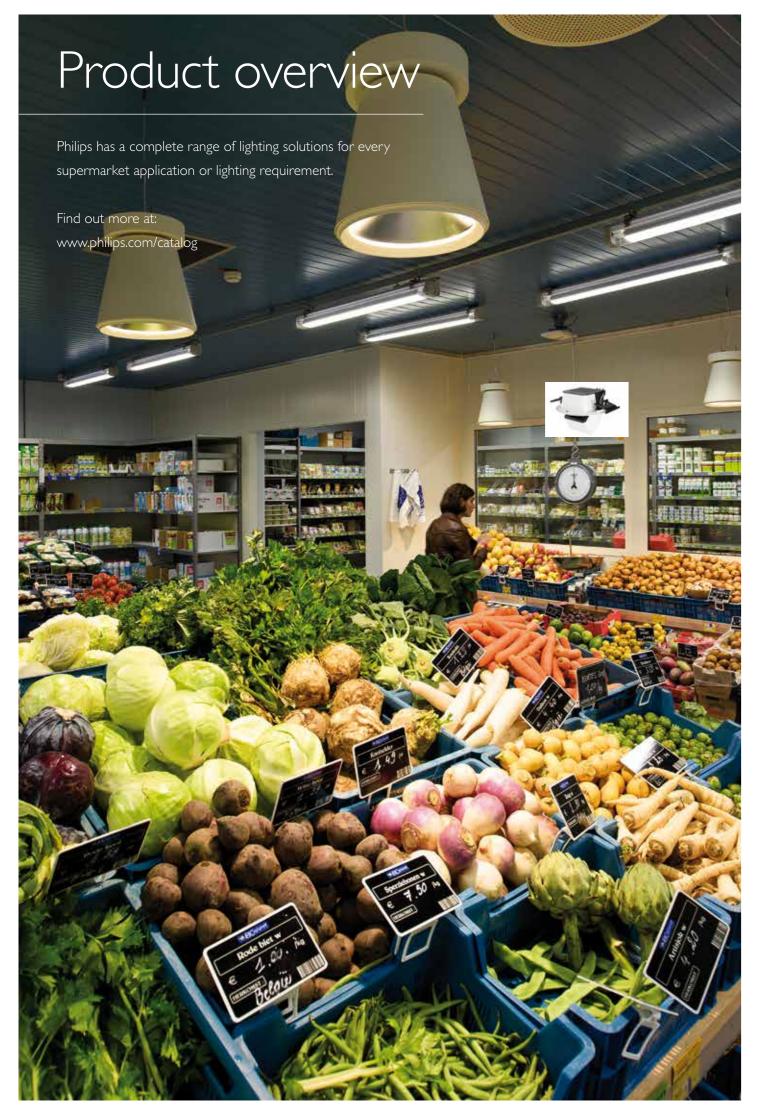
You can choose lighting effects as well as luminaires which best match your brand identity and optics

Spotlight Spotlight				
	LED Rose	LED Authentic White	LED Champagne	LED Frost White
)	✓	✓	✓	✓
tEffect	✓	✓	✓	✓

Recessed spot				
	LED Rose	LED Authentic White	LED Champagne	LED Frost White
LuxSpace Accent	✓	✓	✓	✓

Pendants & downlights				
	LED Rose	LED Authentic White	LED Champagne	LED Frost White
gato LED		✓	✓	✓
icOne LED	✓	✓	✓	✓
od Pendant	✓	✓	✓	✓

Cooler & Freezer					
	LED Rose	LED Authentic White	LED Champagne	LED Frost White	
ium LED	✓	✓			
Grade		✓			
ter LEDtube SA1	✓				
ter LEDtube SA2	✓				









03. Cheese, bread and

pastries











07. Aisles, promotional

goods and shelves

· Dedicated LED accent solution for all supermarket

Available in all four fresh food variants

applications; aisle, head of gondola and fresh food

Reduce number of luminaires and save energy: special

designed OVAL-optics for maximum luminaire spacing

• Smooth and continuous line effect replacing up to 2x49W





09. Warehouse and

cold store

## 01. Parking and façade



- Best-in-class optics and very good color mixing
- No glue: serviceable and sustainable
- Perfect integration with conventional Decoflood<sup>2</sup> range



### Koffer<sup>2</sup> LED Fortimo

- Efficient road lighting solution, upgradable to LED
- Constant Light Output functionality
- Smooth light output



### MASTER LEDtube GA110

- Only 50% energy consumption compared to fluorescent
- Retrofit to existing T8 lamps on EM ballast installations
- Unique safety in installation and application



### eW/iW & ColorGraze Powercore

- Tunable from warm to cool white light Superior fixture consistency with Optibin®
- Energy efficient and easy to install

# 02. Fruits and vegetables





Dedicated LED accent solution for all supermarket

Available in all four fresh food variants

StyliD Performance Oval Optic

High flux and powerful accent effects

Available in all four fresh food variants

High flux and powerful accent effects

Available in all four fresh food variants

applications; aisle, head of gondola and fresh food

Reduce number of luminaires and save energy: special

designed OVAL-optics for maximum luminaire spacing

High quality LED accent lighting with a high lumen package

High quality LED accent lighting with a high lumen package

due to dedicated reflector system and high CRI (90)

due to dedicated reflector system and high CRI (90)



- · Dedicated LED accent solution for all supermarket
- applications; aisle, head of gondola and fresh food
- Reduce number of luminaires and save energy: special designed OVAL-optics for maximum luminaire spacing
- Available in all four fresh food variants



### StyliD Performance Oval Optic

- High flux and powerful accent effects
- High quality LED accent lighting with a high lumen package due to dedicated reflector system and high CRI (90) Available in all four fresh food variants



### LuxSpace Accent Oval Optic

- High quality LED accent lighting with a high lumen package
- Available in all four fresh food variants



- Specific color spectrum to enhance colors in fresh food Specific color spectrum to enhance colors in fresh food No heat nor UV in the beam No heat nor UV in the beam
- Available in all four fresh food variants: LED Rose, LED
- Authentic White, LED Champagne and LED Frost White



- Energy saving up to 30% compared to CDM
- Flexible offer: 3 archetypes, 3 colours, 3 beams
- Excellent lumen maintenance (80% at 15,000 hours)



### MASTERColour CDM Fresh

- Excellent colour enhancement (red. green, orange, blue)
- Cool fresh light
- 60% efficiency increase compared to existing SDW

### • High flux and powerful accent effects

- due to dedicated reflector system and high CRI (90)



- - Available in all four fresh food variants: LED Rose, LED
  - Authentic White, LED Champagne and LED Frost White



### MASTERColour CDM Warm

- Warm color temperature (2500 K)
- High lamp efficacy



- Sophisticated control, full system status

### Save up to 60% energy · Presence detection, daylight dimming

60% efficiency increase compared to existing SDW

Cool fresh light

MASTERColour CDM Fresh

## 05. Wine





- · Dedicated LED accent solution for all supermarket applications; aisle, head of gondola and fresh food
- Reduce number of luminaires and save energy: special
- designed OVAL-optics for maximum luminaire spacing Available in all four fresh food variants



### StyliD Performance Oval Optic

- High flux and powerful accent effects
- High quality LED accent lighting with a high lumen package
- due to dedicated reflector system and high CRI (90) Available in all four fresh food variants



### LuxSpace Accent Oval Optic High flux and powerful accent effects

- High quality LED accent lighting with a high lumen package due to dedicated reflector system and high CRI (90)
- Available in all four fresh food variants

Available in all four fresh food variants: LED Rose, LED

Slim design for closed-door coolers, quicker installation

Improved under-well modules by new cover with optic

Excellent colour enhancement (red, green, orange, blue)

Authentic White, LED Champagne and LED Frost White



No heat nor UV in the beam

LED Cooler module

Saves up to 70% of energy

# Specific color spectrum to enhance colors in fresh food



- Sophisticated control, full system status

## 06. Freezers and coolers





- applications; aisle, head of gondola and fresh food Reduce number of luminaires and save energy: special
- designed OVAL-optics for maximum luminaire spacing Available in all four fresh food variants



### StyliD Performance Oval Optic

- High flux and powerful accent effects
- High quality LED accent lighting with a high lumen package
- Available in all four fresh food variants



### LuxSpace Accent Oval Optic

- High flux and powerful accent effects High quality LED accent lighting with a high lumen package due to dedicated reflector system and high CRI (90)
- Available in all four fresh food variants



### iColor Cove MX Powercore

- Limitless choice of colors and full-color dynamic effects
- Flexible mounting and positioning · Compatible with industry-leading controls



- Save up to 60% energy
- Presence detection, daylight dimming



### InteGrade LED System

- Aesthetic integration of LED lighting; enables seamless light-lines with uniform light distribution Energy savings of up to 65% (10 W compared to
- a 28 WTL5 system) Slim design for closed-door coolers, quicker installation



### MASTER LEDtube SA1

- Retrofit solution for TL lamps in open coolers
- - Optimized beam for every application, glare control Energy savings up to 50% compared to conventional

Maxos LED Performer + ExactEffect



T5 with 7500 lumen

### Maxos LED Performer + StyliD

- Smooth and continuous line effect replacing up to 2x49W • Up to 5500 lumen and 118lm/W for maximum T5 with 7500 lumen energy savings · Adds depth and sparkle to merchandize on display,
- Optimized beam for every application, glare control • Energy savings up to 50% compared to conventional



- Maxos LED Industry • Up to 5500 lumen and 118lm/W for maximum
- energy savings Adds depth and sparkle to merchandize on display,
- with excellent glare control Upgrade an existing Maxos or TTX400 TL system to LED

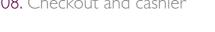


- Unique design for shop lighting, flexible and future proof Comfortable LED light in warm and neutral white
- Superior product illumination, especially on shelves



Sophisticated control, full system status

# 08. Checkout and cashier





### Maxos LED Performer + StyliD

T5 with 7500 lumen

SmartForm LED

Maxos LED Industry

with excellent glare control

· Highly efficient, dimmable downlight

Great light quality, stylish LED design

Compact range of sizes, easy to install

Presence detection, daylight dimming

Sophisticated control, full system status

Save up to 60% energy



### Ultra-flat luminaires with LED light source Combines best-in-class lighting with a clean, distinctive compared to HPI-P systems



- energy savings
- with excellent glare control Upgrade an existing Maxos or TTX400TL system to LED



- Only 50% energy consumption compared to
- Retrofit to existing T8 lamps on EM ballast installations



• Save up to 60% energy

Sophisticated control, full system status

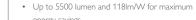
Pacific LED







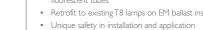




Upgrade an existing Maxos or TTX400 TL system to LED















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# 04. Meat and fish



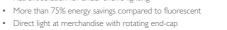
## Dedicated LED accent solution for all supermarket



• Extremely energy efficient for savings of more than 54% due to dedicated reflector system and high CRI (90) High-tech optics: optimum uniformity and minimal glare



### MASTER LEDtube SA2 Retrofit solution for under shelve lighting





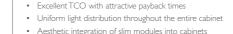
# Affinium LED Display Module LDM 421

### Enable significant energy savings Integrated into the canopy of the cooler

Module optics direct lighting vertically across the cabinet



# Affinium LED Display Module LDM 422





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### Suitable for vertical full-height glass-door freezers/coolers Enable considerable energy savings • Two different lighting versions: Vision Plus and Value Plus









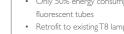












Presence detection, daylight dimming