

OTHER KEY PLAYERS

Underwater lighting is an extremely competitive sector with players in a constant race to develop and market upcoming technology. Several companies are breaking through from the smaller yacht market having established their names supplying tenders

Astel Marine

Slovenian based Astel Marine was launched in 2004, however it wasn't until 2009 that the company placed its marine expertise and lighting together to create its underwater LED lighting. Since then, the company has successfully installed its underwater lights onboard superyachts such as 41m *Lady Ship* and 46m *Soraya*.

Astel Marine has what it believes to be the thinnest underwater LED lights on the market with the Equator series, which encompasses RGB multi-colour light control, as general manager Zoran Tavcar explains: "Our main strength is the unique design of our patented underwater LED Equator series – the thinnest underwater LED lights on the market. The design enables surface-mount installation to both sides of the hull without making any bigger holes through it." The company also has the Conus series, which is slope-truncated meaning the underwater lights can be installed on the hull to light in different directions, and its Convex and Plaque series.

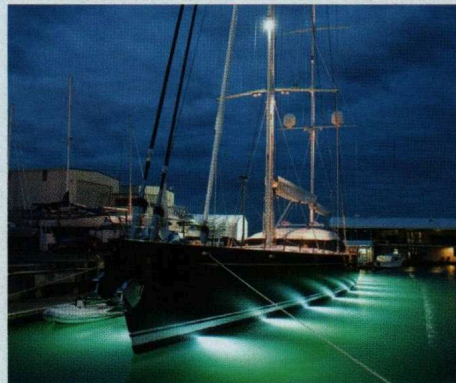
Astel Marine is repeatedly looking at new developments and sees the future of LEDs heading towards the direction of OLEDs (organic LEDs). In fact, the company introduced its first OLED interior lights, the Versa series at METS this year – an event that has also helped it to make contact with several superyacht shipyards. www.astel-marine.com

Underwater Lights USA

As another main underwater lighting company that has been established far longer than most, Underwater Lights USA has been successful with its Sea Vision brand of underwater lights, as is evident from its 14 years of being in business.

Founded in 2000, the company was one of the first to create underwater lighting specifically for the marine field. It began with two part time employees and now has offices based in Fort Lauderdale and Antibes, with a total of around 20 people.

The company has one of the widest ranges of underwater lights for all size yachts and hull materials, including aluminium, steel, wood and fibreglass, offering HID, LED and halogen



Underwater Lights USA fitted out *Mondango*

lamp technologies.

One of the latest advances in underwater lighting has been championed by Underwater Lights USA, which is Plasma. This new development is still in its infancy, however, the company believes that the use of Plasma offers several benefits including an impressive 30,000 hours of life with 23,000 lumens; supplies consistent light intensity through the entire light spread with no hot spots or dark areas; it is dimmable; and the light is provided by a single source, unlike LEDs which require multiple diodes or metal halide where a large lamp source is required.

The company's latest products include its Sea Vision SV10LED, which Underwater Lights USA deems to be one of the brightest through hull underwater lights, incorporating the latest high density chip LEDs, along with the Sea Vision SV14 and SV37 LEDs. www.underwaterlightsusa.com

Shadow-Caster

Shadow-Caster, which engineers and manufactures its products in Dunedin, USA, specialises in all LED marine lighting for both small boats and large yachts. The company was created back in 2007 by two long-time friends, Brian Rogers and Jeff Pound. At the time, Pound went searching for underwater lights for his own boat and found that none of the underwater LED lights on the market personally satisfied him.

Together they spent hours of research and development to create a first prototype of the company's SCM-10 underwater light.

Since then Shadow-Caster has added to its product range with an expansion of the size

offerings of underwater lights to meet the needs of all yachts as well as a self contained, colour changing light. More recently the company has created wireless controllers to change the colour, turn the lights on and off, fade, flash and strobe along with what it believes to be the first truly ultraviolet underwater light.

Shadow-Caster has its SCY-10, SCY-40, SCY-CC underwater lights specifically for superyachts, manufactured from aluminium bronze and available in single-colour and multi-colour versions.

www.shadow-caster.com

Lumitec Lighting

Lumitec Lighting has installed its underwater lights on many superyachts, however large yachts is a field that it hasn't always been automatically linked to – that's all changing and it intends to increase its involvement in the market over the next year. Previously Lumitec, which is an engineering and design firm creating all manner of LED lighting such as vehicle, commercial and interior, focused on medium-sized yachts.

With a focus on LED lighting, the company has a wealth of experience in this field and created its SeaBlaze range of underwater lights for yachts in 2008, which range from the new Mini – for smaller trailer boats, skiffs, or dinghies – to SeaBlaze3 and SeaBlazeX for large sized yachts.

Lumitec carries out all of its design, testing, and manufacturing at its headquarters in Delray Beach, Florida, where research and development are priorities. "R&D, and the new products it yields, are the lifeblood of our company. A huge percentage of our profits are reinvested in R&D. This has resulted in a team that continues to grow in terms of depth and breadth, a set of tools and equipment that is ever more sophisticated, and a product offering which is evolving in terms of performance, features, and often cost," states Lumitec president John Kujawa. Over the last 12 months the company has doubled its staff and expanded its use of robotics on the production floor, as well as investing heavily in scalable IT infrastructure systems. All of which has meant Lumitec can push its presence in the superyacht industry further. www.lumiteclighting.com **SB**