

LED Cove Lighting System

FAQ

Frequently Asked Questions



1. What is GE's LED Cove System?

Designed by Lumination, GE's LED systems company, LED Cove provides the benefits of LED technology in architectural cove reveals. GE LED Cove is a complete LED lighting system that addresses the growing demand for environmentally conscious products in our industry. It offers energy savings, reduced maintenance, reduced installation cost and improved branding to customers.

2. Who can buy the GE LED Cove?

All GE Lighting distributors will be able to purchase this product, just like a lamp or ballast. It will be stocked, shipped and invoiced by GE Lighting.

3. How many parts make up the LED Cove system?

Relatively few parts assemble quickly and easily to save time and money:

- 325mm light fixture in multiple color temperatures
- 3 and 12m leader cables to connect first fixture to a power outlet
- 1m jumper cable to manage around corners
- 1,2m mounting track in 0°, 15° & 30° angles

4. What market segments should I target to sell GE LED Cove Lighting System?

Cove lighting is an architectural feature that is used extensively in casinos, hotels and resorts, as well as commercial retail, and residential construction. A large casino may have tens of thousands of feet of cove lighting. That could be a huge maintenance headache!

5. What types of lighting technologies are used in cove lighting?

There are several: halogen, xenon, neon, cold cathode and linear fluorescent lighting are all common light sources used. LED has gained popularity in this space over the past few years, driven primarily by its ability to lower operating costs versus conventional systems.

6. How can I explain the energy efficiency of the GE LED Cove system to my customers?

Lumens per watt (LPW) is an important measurement of lighting system efficiency. One has to consider the amount of useable light a fixture system actually produces. A fluorescent or neon tube delivers light in a 360° pattern, and much of that light can be wasted in the application. A typical neon strip without a reflector may provide less than 60% of the total lamp lumens. An LED system directs its light forward, and has very small optical losses. GE LED Cove provides up to 320 useable lumens per fixture and requires 6.5 watts of energy. That is 49 LPW (320/6.5) for the system. A similar length of neon may provide 180 lumens in warm white, but once the optical loss of 40% is applied, it is reduced to 108 lumens for 8 watts of energy. That is 13.5 LPW. Based on this, GE LED Cove is more than three times the efficiency of neon. That means fewer fixtures and less energy to deliver the required light.



7. How will it be installed on curves and corners?

The wire harness on each end of the fixture is robust and flexible enough to allow more than a 90° angle between fixtures. So conforming to curves is not a problem.

A 1m jumper cable accessory can be used to position a fixture in a corner or to space fixtures out.

8. Why will customers want to buy GE LED Cove?

Reducing energy and maintenance costs are significant drivers of LED adoption. GE LED Cove is rated to perform for 50,000 hours—that's 5.7 years of 24/7 operation. There is almost no maintenance expense. LEDs don't end life abruptly like a traditional lamp, their output just diminishes slowly over time. For this reason in some applications where lumens are not critical, system use could extend well beyond 50,000 hours.

9. How do LED systems compete against LFL?

Although linear fluorescent is cheap and efficient. It does have its drawbacks. For property owners concerned about branding and image, LFL disappoints when lamps are replaced with different color temperatures, and even different lamp manufacturers. Shadows between fixtures are undesirable. Cove applications are often in difficult to reach, public areas, and the interruption caused during replacement is very disruptive to businesses in the hospitality and retail segment. Mercury content and disposal issues with LFL make LED more attractive to customers concerned about disposal. Also the fragility of LFL raises the potential for damage during installation and cleaning. All of these factors have a value for customers and should be taken into account when comparing systems. Understand your customer's costs and run cost of light analysis.

10. What is the best retrofit or new target for LED Cove Lighting System?

Festoon cove systems are a popular and attractive target. These systems are inefficient, have poor light output and have high maintenance costs. New construction is the easiest payback situation to target, but even on a retrofit basis, a very attractive payback—typically below 2 years—can be achieved.

11. Are there other LED systems available for lighting Coves?

Yes, GE Lumination has sold over ten million feet of Tetra LED Systems in the signage and architectural segments. Its reliability is impressive—less than 0.05%* warranty return rate for the entire Tetra product line since 2001. Other LED cove system competitors include Philips and IO Lighting. However these are significantly less efficient systems than the one offered by GE.

*Based on warranty return rates through October 2007

12. What warranty is offered with this product?

The system carries a 2-year limited warranty.

13. What is the typical lead time for a large order of GE LED Cove Lighting above the MDC stocking inventory?

Allow a minimum of 90 days from the time of the PO.

14. Who at GE Lighting should Sales call with questions on this product?

Call LED Product Management: Csaba Kuhne (+36 1399 2513) and Andy Davies (+44 7787 562576)