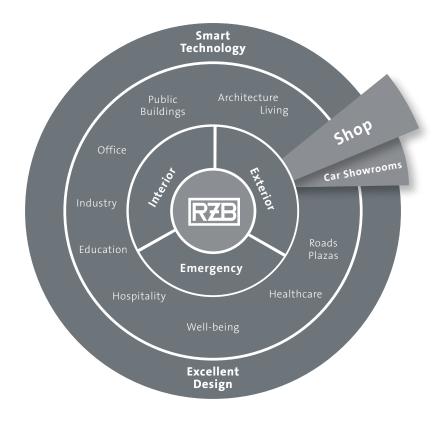


## 360° LIGHT CAR SHOWROOMS

## 360° LIGHT COMPETENCE

## RZB - YOUR PARTNER WITH AN ALL-ROUND VIEW



As an all-rounder for lights and luminaires, we provide highly efficient products, progressive LED technology and excellent light quality "Made in Germany". As a family business, we offer continuity, sustainability and long-term partnership. Our broad portfolio consisting of indoor and outdoor lighting, emergency luminaires and systems comprises more than 20,000 products today. We guarantee the uncompromising quality of these products with in-house development, production and certified quality assurance. With lighting solutions that are precisely tailored to our customers' and partners' requirements, they demonstrably benefit from significant energy savings, lower operating costs, long term planning security and short payback periods.



## INNOVATIVE CAR SHOWROOM LIGHTING

## Welcome to the mobility of the future

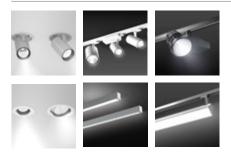
Today's traffic and environmental problems present enormous challenges for car manufacturers' current thinking. Catchwords such as "e-mobility", "car-sharing" and "autonomous driving" point to the huge changes facing the industry.

These upheavals will affect the car dealership, too. Digitalisation in vehicles will increasingly correspond to the way they are displayed. In consulting and sales, digital worlds convey the fascination of technology and the emotion of untrammelled individual mobility. Adaptable lighting moods, sales- and consultation-area zoning and dynamic lighting scenarios help to appeal emotionally to the customer who wants to be inspired by a new vehicle.

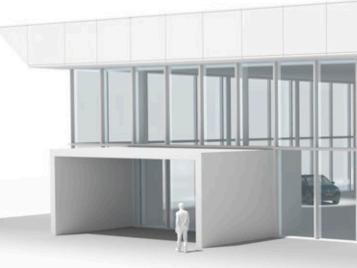
# 360° LIGHT COMPETENCE

## OPTIMAL LIGHTING SOLUTIONS FOR EVERY APPLICATION

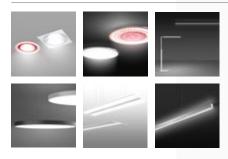
### SHOWROOMS



DEECOS R DEECOS S TAREK S RONDOS LESS IS MORE TRIADE LED

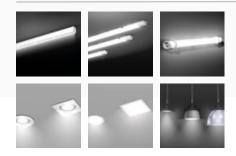


## **RECEPTION AND CONSULTATION**



PASCALA EVO SIDELITE ROUND LESS IS MORE TRIONA TWINDOT LESS IS MORE KRISTALL

### SERVICE RECEPTION AND WORKSHOP



PLANOS IP54 PLANOX PRO PLANOX TUBE LEDONA TOLEDO FLAT INDUSTRIAL HALL

## LIGHT MANAGEMENT



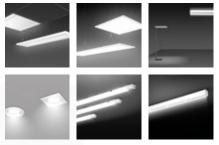
SMART+FREE LIGHT CONTROL +<sup>3</sup>

#### **EMERGENCY LIGHTING**



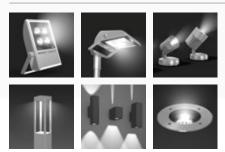


### BACK OF HOUSE AND STORAGE AREAS



SONIS EVO SIDELITE ECO SIDELITE LEDONA ECO PLANOS ECO PLANOS

### **OUTDOOR SPACES AND PRESENTATION**



LIGHTSTREAM LED LIGHTSTREAM ASYM ALU-STAR BOCARO WALLSCAPING TERRA EDELSTAHL

## HIGHEST PRODUCT AND CONSULTING QUALITY

For a tangible added value.

## $\oplus$ efficiency

It is generally accepted in advertising psychology that purchasing decisions are driven less by rational considerations than by emotions. How much more does this apply to buying a car, a possession we build an almost emotional bond with! When speaking to these emotions, effective lighting for the vehicles on show is just as important as a feel-good atmosphere in customer service:

- Brilliant, glare-free technical light for vehicle presentations
- Pleasant lighting atmosphere in the consultation rooms
- Image enhancement and brand development

## $\oplus$ FLEXIBILITY

Sales areas that are constantly being updated, and flexible organisational structures, require modern lighting systems that can be adapted to changing and individual needs. Through economical light planning, an extensive product portfolio and the use of intelligent light-management systems, RZB enables its customers to make the necessary changes and thus ensures long-term flexibility.

- Straightforward extension of the lighting system
- 🗸 Design freedom
- ✓ Security for the future

## ⊕ MOTIVATION

Light quality makes a decisive contribution to the wellbeing of customers and employees alike and creates a stimulating atmosphere. Dynamic light from RZB puts the product front and centre, and motivates customers to make a purchasing decision. Standard-compliant luminaires reduce glare in showrooms and workplaces, and ensure effective and error-free work.

- ✓ Increased customer wellbeing
- Bespoke selection of colour temperature and light intensity
- Reduction of energy and maintenance costs

## $\oplus$ safety

We are your reliable partner. We support your project from the initial idea to its implementation and far beyond. Personally, passionately and individually. Through excellent professional competence, the highest product quality and services such as light planning, profitability analysis and commissioning, we meet the high demands of all parties involved in the planning process.

- ✓ Provision of BIM files
- ✓ Quick and easy assembly
- Quality and long warranty periods



## THIS MEANS?

For us, quality means not to make any compromises: Our products are developed and produced with the greatest care, our consulting quality is deemed above average. We work accurately, responsibly and solution oriented and always compliant with our SMART TECHNOLOGY and EXCELLENT DESIGN guidelines.

Each process step is strictly controlled and continuously optimised along the entire value chain up to the after sales service.

This is the only way for us to be sure to provide our customers and partners with the highest degree of efficiency, productivity, flexibility and reliability, and thus a tangible added value in every regard.

- 🕀 First class product quality
- ① Qualified advice
- Professional lighting design service
- 🕀 High energy savings
- Project specific solutions
- ① Digital services
- 🕀 5 years warranty
- 🕀 Financing



## **SHOWROOMS**











+

Deecos S Maxi

Deecos S Mini

Tarek S

Triade LED

RZB's Deecos projector family offers neu-

tral- and cool-white light colours with an

· Accent lighting on sales area with flexible

spotlights and downlights

Lighting solution

such as Triade



Added value for users

Intelligent DALI control gear allows you to integrate the spotlights into a dynamic lighting management system. Suspended luminaire systems simplify the conversion of existing buildings to new, efficient LED lighting.

- Enhanced shopping experience
- Enables visitors to quickly find their way around
- · Short assembly times and increased energy efficiency

#### Task + Challenge

Brilliant light is needed, to bring out the technical fascination of the vehicles on show. The surfaces need to shine, and their colours and structures need to come to life without glare. A homogeneous and shadow-free light is essential, to bring out all the details.

- The structural challenges of open ceilings
- · Consideration of available daylight
- Energy optimisation of large areas
- optimal colour rendering index of CRI > 90. In addition to the classic interchangeable reflectors, lens optics are available that allow you to focus the light even more precisely and with no glare. • Shelves and displays lit using wall washers



## **SHOWROOMS**





Pascala EVO

Less is more 27

Magcardo





Less is more 50



Current architectural concepts prefer a clear design language, which is easier to achieve with a closed ceiling. At the same time, large ceiling heights create a hallowed atmosphere that lends dignity and airiness to the vehicle presentation.

Rondos

- High ceilings require powerful lighting
- Existing solid ceilings require flexible solutions
- Short installation times during refurbishment

#### Lighting solution

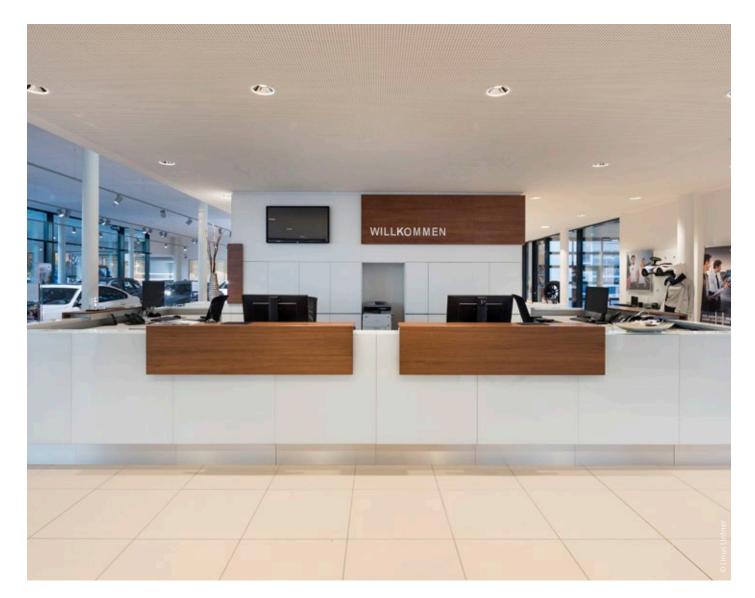
Alongside directional spotlights, high-performance profile systems create the desired lighting atmosphere. Recessed or surface-mounted profiles from the Less is more series meet the requirements for a uniform, dematerialised light source.

- Professional status analysis
- · Customer-oriented lighting design
- Adaptation to architectural conditions

#### Added value for users

Thanks to their minimalist design, Less is more profile systems can be integrated into cutting-edge architectural concepts and at the same time allow sales rooms to be designed individually. Short installation times make a timely (re-)opening possible.

- Strengthens the room's ambience and the impact of the vehicles
- Boosts the purchasing decision
- Minimises energy and maintenance costs



## RECEPTION





TWINDOT



Less is more



Triona





Sidelite Round

e Round:

Pascala EVO

#### Task + Challenge

The reception area in a car showroom expresses the company's brand image and invites the customer to step closer. At the same time, as a workplace, it must be lit in accordance with DIN standards. The company presents itself here and creates a motivating ambience.

- Objective: help customers quickly find their way around
- CI-compliant representation of the brand
- Embodiment of competence and quality

#### Lighting solution

Glare-free "islands of light", such as the **Pascala EVO**, which are compliant with requirements for working with computer screens, make the reception desk quick and easy to find. Ultra-flat pendant luminaires like the TWINDOT do not interfere with the view of the display.

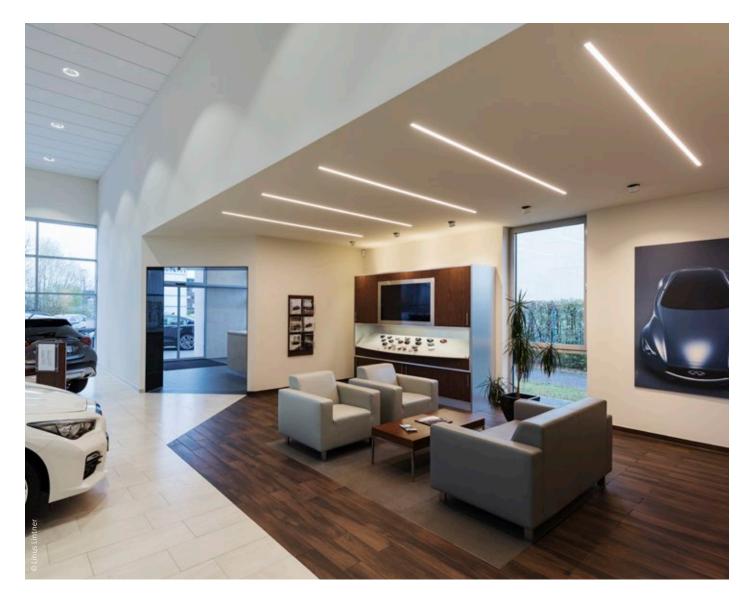
- DIN-compliant design of work area
- Glare-free lighting
- Modernisation through ultra-flat designer luminaires

#### Added value for users

With a striking design solution, the car showroom communicates prestige and competence, and sets itself apart from the competition.

- High brand recognition value
- Easy orientation
- Perception of competence and quality

8



## CONSULTATION

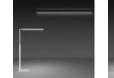


Less is more 27



6.1

Energo





Less is more 27

Sidelite ECO



Customer consulting - whether in sales or service - requires a functional and motivating lighting solution for staff discussions with their customers. The increased use of digital terminals in consulting requires a controllable, intelligent lighting system to overcome certain issues.

Deecos

- Monotonous lighting atmosphere
- Poor lighting quality in existing buildings
- Low emotional impact

#### Lighting solution

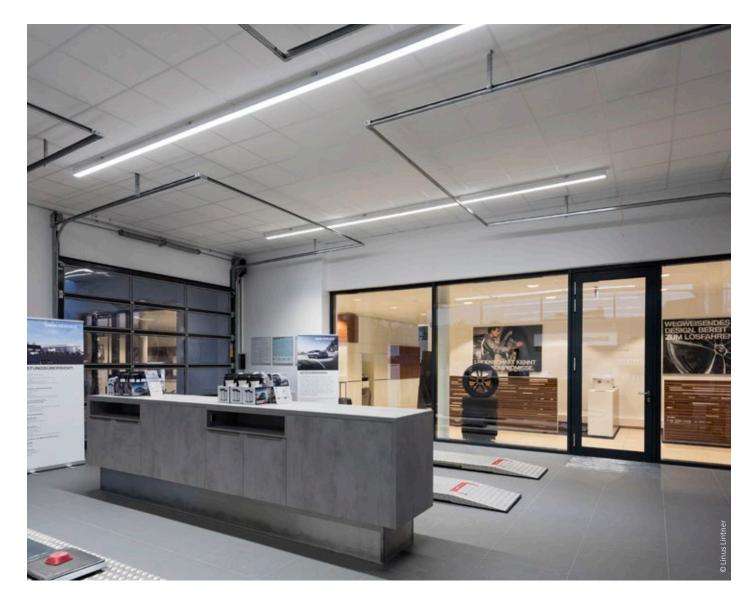
Near the showroom areas, linear systems such as the Less is more series prove their worth as recessed, surface-mounted or pendant luminaires. Freely positionable free-standing luminaires such as Less is more with asymmetrical light emission, intelligent sensors and "tunable white" light colour control increase lighting-design flexibility.

- Flexible, glare-free workplace design
- A feel-good ambience by warm white light

#### Added value for users

Taking into account natural light levels and the consultation task in hand, the intensity and tonality of the light can be adapted to the task. At the same time, you can optimise energy efficiency with presence sensors.

- Safeguard consultant quality
- Increase confidence and reliability
- · Maximise purchase decisions



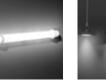
## SERVICE RECEPTION





Planos IP54

Planox PRO Planox ECO





Industrial Hall

Task + Challenge

Service reception is the area where information is exchanged between the car dealership and the customer prior to a workshop order. High-intensity lighting creates the prerequisites for error-free assessment during the joint inspection of the vehicle.

- Optimising visual conditions
- Ensuring competence and confidence

#### Lighting solution

Planox Tube

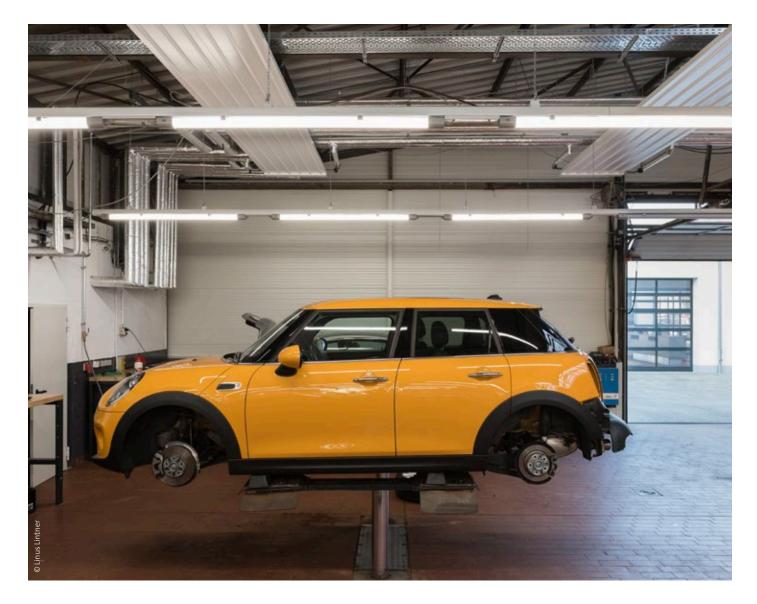
Planos continuous line luminaires light rooms of any size uniformly at a high level - so all vehicle defects can be reliably identified. The flexible system consists of a mounting track that can be equipped with various LED luminaire inserts, but also with spotlights and emergency lighting components.

- Use of glare-free, usage-specific lighting systems
- · Luminaires with very good colour rendering

#### Added value for users

The robust, low-maintenance and flexible luminaires reduce labour and costs. They can be integrated into lighting management systems. Their contemporary look is attractive and creates a professional impression.

- Minimisation of error rates
- Customer loyalty through professionalism



## WORKSHOP



Planox PRO



Planox ECO

Planox Tube





Industrial Hall

#### Task + Challenge

In professional repair and maintenance, it goes without saying that high-intensity bodywork lighting is a prerequisite for error-free vehicle repair.

- Large ceiling heights require high luminous intensities
- Impairment by dirt and dust particles
- Reduction of error rates

#### Lighting solution

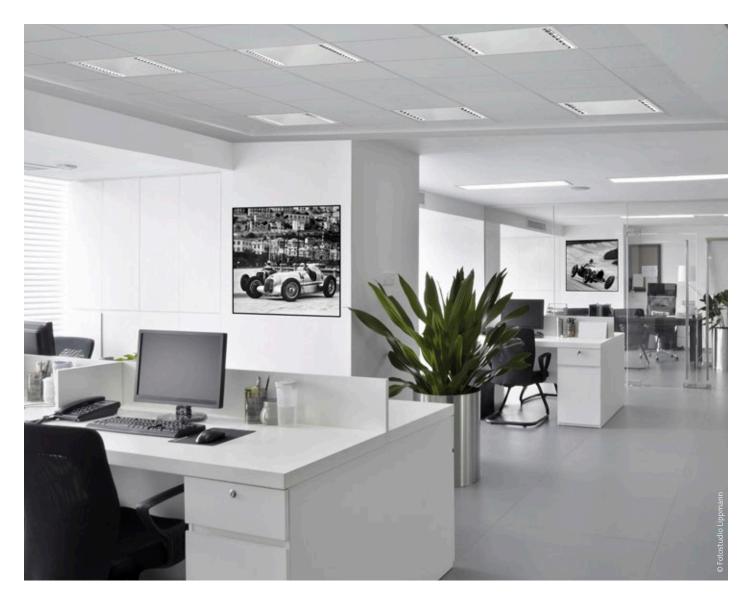
For heavy-duty environments, luminaires with high moisture and impact protection are the first choice. The Planox PRO series meets these requirements with protection rating IP66 and impact protection IK08. In larger halls, Planos continuous line luminaires with IP54 are used: their wattage and beam characteristics can be adapted to the setting.

· Use of luminaires with elevated protection ratings and classes

#### Added value for users

Thanks to its flexible installation with sliding mounting brackets, the robust Planox Pro series is ideal for replacing luminaires in refurbishment projects, reducing labour and costs. The range integrates perfectly into the Planos continuous line luminaire systems and scores with its indirect light effect that illuminates the ceiling.

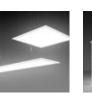
- Guarantees quality and safety
- Ensures customer satisfaction
- Reduces energy and maintenance costs



## **BACK OF HOUSE**



Sonis EVO recessed



Sonis EVO pendant



Sonis EVO surface mounted



Less is more



Pascala EVO



#### Task + Challenge

In the back office, the focus is on functionality and cost efficiency. Recessed luminaires for the often obligatory false ceilings make it possible over time to adapt to changing usage requirements for the office space. At the same time, workplace directives must be observed with regard to illuminance and freedom from glare.

- Integration into existing ceiling conditions
- Standard-compliant workplace lighting

Lighting solution

Flat-panel luminaires for false ceilings, such as Sidelite Eco, have conquered the office lighting market in recent years. The luminous ceiling surfaces enhance the room's impact. Alternatively, Sonis EVO luminaires, which achieve what is referred to as a 'dark light' effect with their ALEA optics, can also be used to provide lighting suitable for use with computer screens.

- · Ensuring freedom from glare
- · Compliance with illuminance levels

#### Added value for users

The lighting's energy efficiency can be optimised with a daylight-dependent control system. In addition, employees' wellbeing and performance can be increased by observing the natural rhythm of daylight.

- Employee motivation
- Reduction of error rates
- · Minimisation of energy consumption
- · Flexible workplace arrangement



## LIGHT MANAGEMENT



#### Task + Challenge

Sales-room digitalization appeals to the customer emotionally and contributes to feeling of the consultation and product configuration being an "event". Intelligent lighting management systems intensify the experience by creating a suitable varying room ambience.

- Dynamic lighting moods
- Enhanced shopping experience
- Reduced energy costs

#### Lighting solution

When converting to LED, only three-core wiring is usually available in existing buildings. Intelligent LED luminaires with smart+free modules can be controlled wirelessly via Bluetooth® so that the costs of new five-core wiring can be saved without having to do without lighting management.

- Customised or daylight-dependent lighting scenes
- Bluetooth<sup>®</sup> control for existing buildings

#### Added value for users

Through adjustments to the light intensity and colour, varying spatial impressions are created and direct the customer's attention. You can save lighting scenarios and call them up with a push-button, tablet or smartphone.

- Expandable, future-oriented lighting system
- Customer loyalty through the feeling of an event



## **STORAGE AREAS**



Planox ECO



Planox PRO

Planox LED

Planos





Industrial Hall

#### Task + Challenge

In the tyre and spare parts warehouse, in addition to the cost aspect, it is important to mount or suspend robust and impact-resistant luminaires, as they can further encroach on narrow spaces. In addition, the luminaires must be resistant to dirt and moisture, and only provide light when required.

- Restricted structural conditions
- High stress
- Standard-compliant lighting

#### Lighting solution

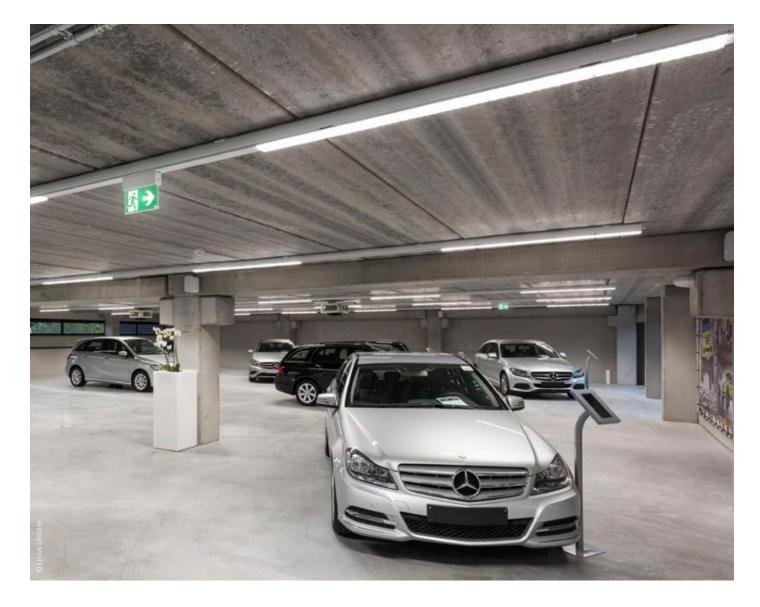
Thanks to its high quality of light and materials, the Planox series is ideal for use in warehouses. The damp-proof luminaires are also perfect for car washes and outdoor areas. Integrated movement sensors ensure energy savings and light when needed.

- Use of dirt-resistant, robust luminaires
- Cost-effective luminaires with integrated sensors

#### Added value for users

RZB's wide product range offers the advantage of being able to provide cost-effective and sophisticated lighting solutions from a single source for various secondary rooms in the car dealership.

- 1:1 replacement thanks to flexible mounting brackets
- Minimisation of product and maintenance costs
- Creation of optimal visual conditions



## **EMERGENCY LIGHTING**

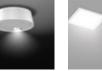




Planos

Centryxx





Toledo Flat



Task + Challenge

If the general lighting fails, customers and employees must be safely guided to the emergency exits by the escape-route marking and lighting. The emergency power supply for the route-marking luminaires must be provided by single batteries or a central battery system.

GSUN S

- Escape-route lighting and marking in accordance with DIN EN 1838
- · Safe and low-maintenance installation

#### Lighting solution

The LED emergency luminaires of the GSUN series are the all-rounders of display luminaires and can also be integrated into the PLANOS continuous line luminaire system. In addition, RZB offers general lighting, such as its Toledo Flat Downlights, in which emergency lighting function is already integrated.

- RZB offers luminaires and systems with integrated escape-route lighting
- GSUN S/D has automatic self-testing as standard

#### Added value for users

In most car dealerships, self-contained safety lights are enough, and an expensive central battery system is not required. RZB's route-marking luminaires fit well into contemporary architectural environments and are easy to install.

- Consistent lighting concept through allin-one solutions
- · Safety for customers and employees



## OUTDOOR SPACES













Lightstream LED Lightstream LED Alu-Star

Bocaro

#### Added value for users

The vehicle fleet in the outdoor areas offers potential customers a first point of contact and a good sales potential. Powerful luminaires protect the display areas from theft and vandalism.

- Guarantee of insurance cover
- Tested, durable and low-maintenance products
- High energy efficiency despite permanent illumination

#### Task + Challenge In car dealerships, large outdoor spaces

such as courtyards and other parking areas play a decisive role in the company's external image. A large number of the vehicles are presented in these areas, inviting "window shopping" after hours, too. Weather-resistant spotlights and floodlights on poles can provide security here.

- Increased external impact
- · Protection of parked vehicles

applications. Corrosion-resistant aluminium alloys and asymmetric optics with

and energy efficiency.

Lighting solution



With outputs ranging from 54 W to 225 W,

the Lightstream LED family of pole-moun-

ted luminaires covers a wide range of

MIRO-SILVER® reflectors ensure long life

· Broad spectrum of beam angles and power

• Precise planning to reduce light emissions

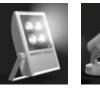
• Robust quality Made in Germany





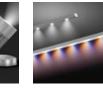
## OUTDOOR PRESENTATION





Planox PRO

Lightstream LED Alu-Star



High Power



Terra Edelstahl



Added value for users

The external impact of the vehicle fleet in the dark can hardly be overestimated in terms of image building. The light play on the facades and the accentuation of the building architecture put their stamp on the effect at a distance.

- Enhancement of image and brand
- · Incentive to buy through targeted showcasing
- Trust and security

#### Task + Challenge

Whether they are used or new cars, picking out individual models is intended to attract attention and provide an incentive to buy. To guarantee a long and trouble-free service life for the outdoor luminaires, the material quality and workmanship must meet the most stringent demands.

- Extreme weather conditions require the highest product quality
- Dedicated lighting for individual cars

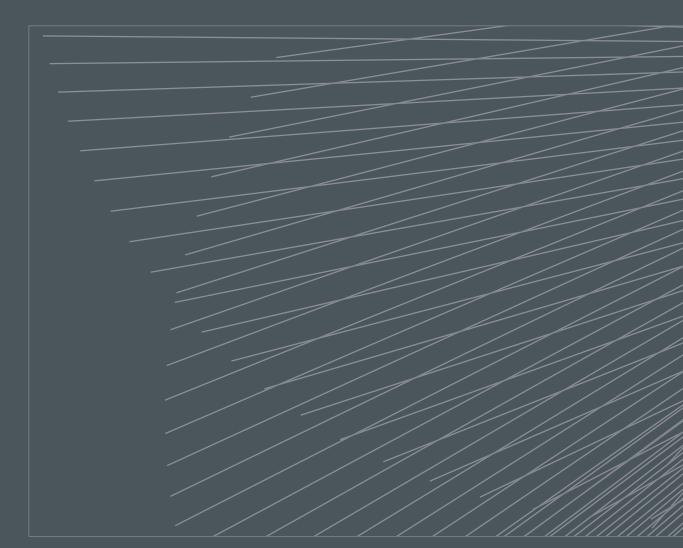
#### Lighting solution

Spotlights and floodlights from the Lightstream and Alu-Star series on facades, on the ground or on poles produce an effective backdrop for the vehicles on display while simultaneously providing security. Dynamic light or colour changes with high-power profiles attract attention.

- Light attracts people
- Creation of a "night image"
- Protection against vandalism and theft







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