



An illuminating experience: FAR LEFT: a sample of the range of lighting solutions marketed by Lumina. CENTRE: working to create a ballast component. BELOW: The ballast casing.

# Lumina switched on to a bright future

**For one company in the A W Rostamani family the future is particularly bright, and that's not just for the lighting products it produces.**

A W Rostamani Lumina is part of the A W Rostamani Industries division which has been in existence for more than eight years manufacturing top class lighting products for the Middle East, including one of its claims to fame, being the only manufacturer of magnetic ballast used for fluorescent lighting fixtures.

Ballast is an electrical component used with a fluorescent bulb that provides the high voltage for kick starting the tube and later limits the current to the tube. This is only a part of the huge success story for the Group, and the story is set to become an even greater read in the near future.

There are two parts to the Lumina structure. One part takes care of the distribution of commercial products to distributors not only in this region, but also across 20 countries around the world.

The second part is a total solution provider to various projects, where specific lighting solutions are devised, manufactured and installed for specific jobs, be it shopping malls or hotels, or indeed any large project.

Originally the firm was set up with JV partners Frater Euro Electricals, Spain. Later Lumina bought complete rights for the Frater name and continued to trade under that name.

At the moment around 65 personnel, ranging from office staff, production staff, workers and management are working for Lumina. The company is situated in a shared facility at Al Quoz Industrial Estate which has a total area of 45,000 square metres.

Very soon this facility is going to be split equally between Lumina and Federal Building Industries. This split allows for Lumina to have a factory expansion (look out for more details in a future edition of *Enrich*) wherein a CNC fabrication unit and Powder Coating Plant are going to be added which means addition of a range of new products to the current product portfolio.

CEO A W Rostamani Industries, Emad Eldeen M Khalid, said: "Our main aim is to expand the product range we have in Lumina and our proposed factory extension will allow us to do just that. The opportunities in the market place at the moment are huge and we need to be in place to take the maximum advantage.

"We already produce a wide range of products, but being based in an area where there is so much development, we believe we can produce even more."

There are further plans to enhance the structure of Lumina, including moving the projects side of the operation into the newly formed A W Rostamani Interiors.

"There are busy and exciting times ahead for Lumina and we aim to make this side of the business achieve its full potential," Emad added.