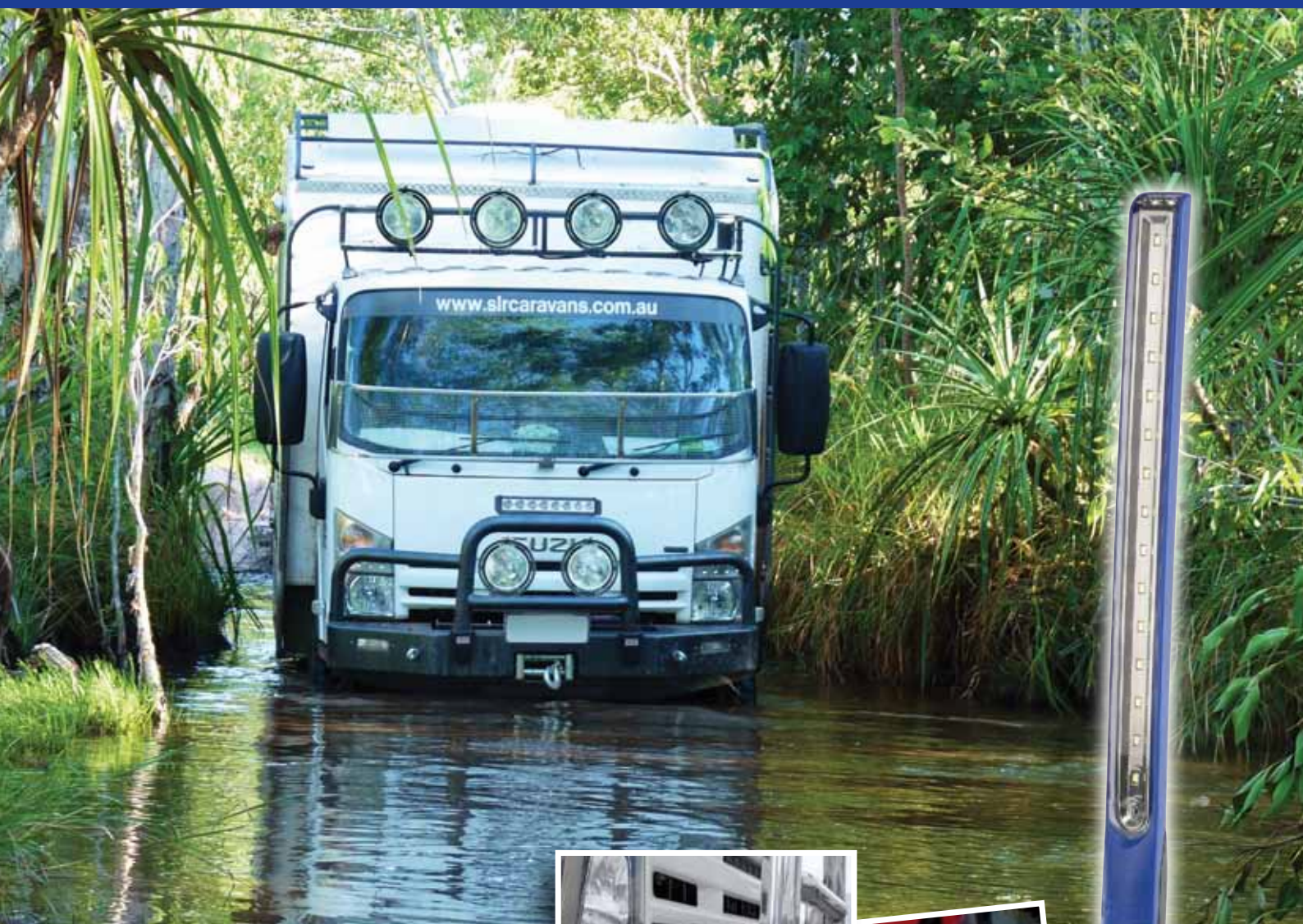


NARVA® NEWS

WINTER 2012 EDITION

www.narva.com.au

TAKING NARVA TO THE EXTREME



ALSO IN THIS EDITION:

- New stylish Narva bull bar lamps
- Popular heavy transport combination lamps receive upgrade
- Brown and Watson International's advanced environmental test laboratory
- Brilliant new work lamp sets high standards in light performance
- Innovative slimline L.E.D inspection lamp 'Probe'



Welcome



Hi All

This edition of Narva News is indeed full of news items and I trust you will enjoy reading the latest of what is happening in Narva world. This issue highlights our commitment to innovation and quality through our large capital investment in high tech laboratories, where we can continually test our products to the standard you expect from us. At the same time we can share with you our latest products and I draw particular attention to our

new hand held LED light which we have proudly called the 'Probe'. We recently introduced this innovative product into the market place with great success and are about to launch 'Probe' into the European market as well, not a bad effort from our design team and product management group where it all started sometime ago.

BWI has always been at the forefront of innovation and new products. Way back in the early sixties we introduced a system to Australia where you could learn a language through a set of tapes using a tape recorder or if available through your car audio system. At the same time we launched a letter/report recording system to be used in the office where a manager could record a letter/report from his office, send it to a central tape recorder and the typist could retrieve the letter using a set of earphones, type it all out and have all the letters/reports back at the Managers office for signing. Might sound all a bit old fashioned now but at the time it was cutting edge technology.

The team is already working on the next issue of Narva News and I look forward to sharing a few more thoughts and BWI history events with you.

Steve Waterham

Chief Executive Officer

IN THIS EDITION

- | | |
|---|---|
| 2 | Welcome |
| 3 | Narva's unique slimline L.E.D inspection lamp will appeal to many trades |
| 4 | Popular heavy transport lamps receive advanced upgrade |
| 4 | 4X4 adventure motorhome manufacturer selects Narva Extreme lights for Australian outback conditions |
| 5 | Packaging upgrade for Narva's range of terminals and connectors |
| 6 | New Narva bull bar lamps provide stylish appearance |
| 7 | Narva commission advanced environmental test laboratory |
| 7 | Narva releases new multi-voltage slimline range of popular trailer lamps |
| 8 | Brilliant new work lamp from Narva sets high standard in light performance |

Narva's uni lamp will ap

The making of Narva 'Probe'

From concept to design and testing, the Narva 'Probe' is a true example of Australian ingenuity and engineering.

Narva Product Manager, Paul Davies began the design of 'Probe' after identifying a gap in the market for an ultra thin, portable inspection lamp that was also rechargeable.

After the basic design and CAD drawings were complete, different materials for the body were investigated; strength and durability were required. Finding the right balance between bright light output and battery run time was also essential to ensure 'Probe' was capable of delivering on both accounts. Several L.E.D types were tested before SMD L.E.Ds were finally chosen. Angled surfaces within the lens of the 'Probe' were also added to reflect the light and give the lamp a full appearance and smooth even light output that is not harsh on the eyes.

Once the design stage was complete prototypes were made for testing. Narva's team of Product Quality Managers began to put 'Probe' through its paces. This included drop tests, static load testing, charge/discharge cycles and solar durability testing.

'Probe' is the only inspection lamp of its kind on the market and is so unique that Narva registered the design internationally.

From conception to launch, the team at Narva has spent around 18 months perfecting the 'Probe' and 2012 sees this innovative product available in the Australian market to much success.

PROBE

Unique slimline L.E.D inspection appeal to many trades

Narva's latest advanced and unique lighting development, the 'Probe' L.E.D Inspection Lamp produces a powerful light, is compact, slim, and provides access and illumination into the most confined spaces.

Stylish in its design and using the latest high intensity SMD L.E.D's, the 'Probe' produces an intense even spread of light from its long slim lens and has the unique feature of L.E.D illumination from the tip, to penetrate the darkest of small spaces.

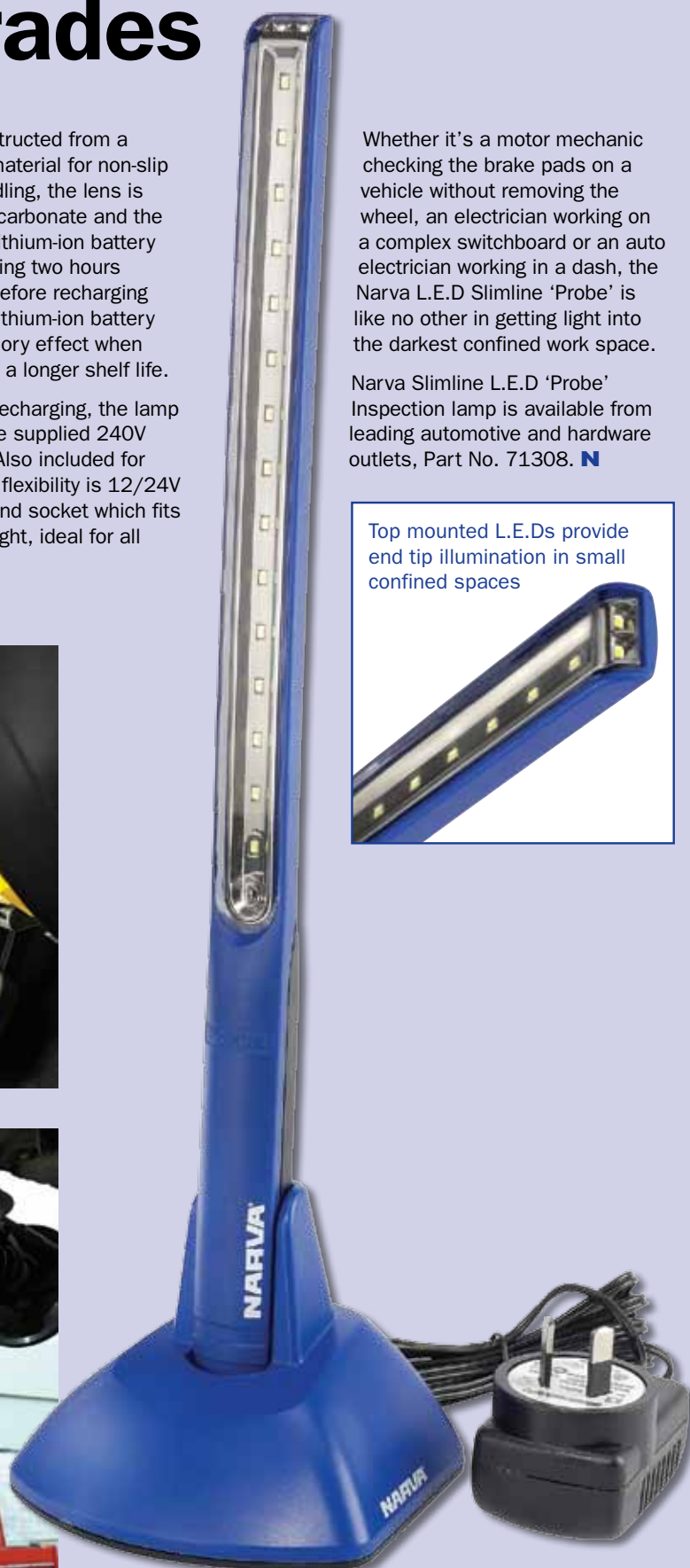
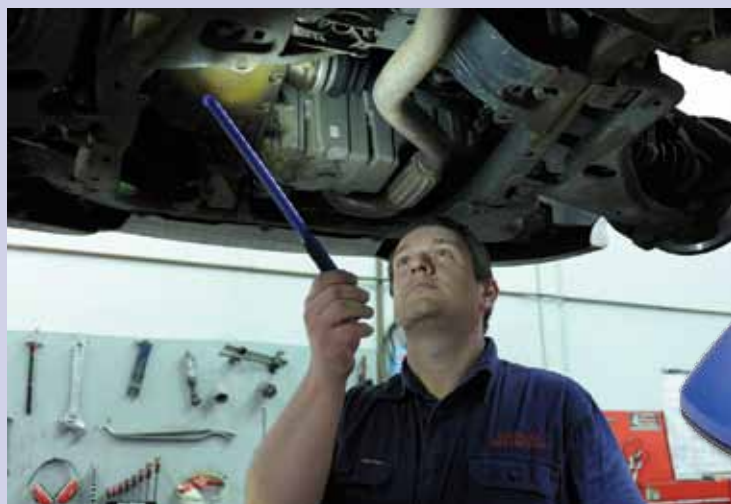
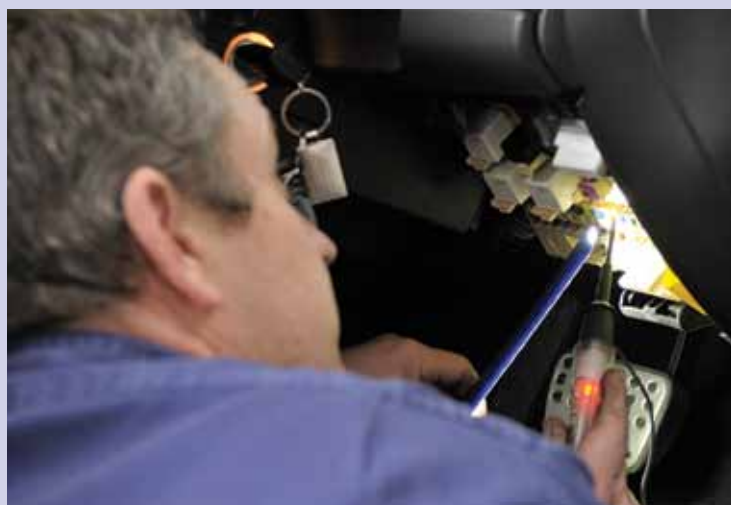
The lamp is constructed from a soft rubberised material for non-slip comfortable handling, the lens is shatterproof polycarbonate and the power pack is a lithium-ion battery capable of providing two hours continuous use before recharging is required. The lithium-ion battery contains no memory effect when charging and has a longer shelf life.

For storage and recharging, the lamp fits neatly into the supplied 240V docking station. Also included for convenience and flexibility is 12/24V recharging plug and socket which fits directly into the light, ideal for all trades persons.

Whether it's a motor mechanic checking the brake pads on a vehicle without removing the wheel, an electrician working on a complex switchboard or an auto electrician working in a dash, the Narva L.E.D Slimline 'Probe' is like no other in getting light into the darkest confined work space.

Narva Slimline L.E.D 'Probe' Inspection lamp is available from leading automotive and hardware outlets, Part No. 71308. **N**

Top mounted L.E.Ds provide end tip illumination in small confined spaces



Popular heavy transport lamps receive ad

Narva's popular Model 48 rear combination lamps for heavy commercial vehicles have received further enhancements incorporating the latest L.E.D technology combined with a new linear optic lens.

Model 48 L.E.D lamps, commonly referred to as 'Jumbos' are arguably the most popular and commonly used rear combination lamps on heavy commercial trucks and trailers throughout Australasia.

The latest lamps feature 9-33V multi-voltage circuitry for 12 and 24 volt applications, virtually unbreakable polycarbonate lenses and most importantly have received advanced ultra wide visibility L.E.D's providing an intense yet even spread of light over the large surface of the lens.

Taking the approach of 'less is more', just 16 advanced L.E.D's have replaced

the earlier version which used 24 older style directional L.E.D's. The performance of the new wide angle L.E.D's combined with the new optical lens produces greatly enhanced overall performance with an appealing visual effect plus ultra low current draw.

The two lamps subject to the upgrade are a Rear Stop/Tail Indicator Part No. 94850 and a Rear Stop/Tail/Indicator/Reverse Part No. 94856H. Both lamps feature in-built retro reflectors, are hard wired with waterproof connectors for ease of installation, are ADR and 'E' approved and come with the Narva 5 year L.E.D Warranty.

An added security feature is that the lamps are supplied with colour matched screw caps which, once inserted into the mounted lamp, preclude access to the screw unless the cap is drilled out.

The new Narva Model 48 'Jumbo' lamps are now available from leading automotive and transport outlets throughout Australasia. **N**



4X4 adventure motorhome manufacturer Narva Extreme lights for Australian outba

One of Australia's most advanced adventure 4X4 motorhome builders has selected Narva Extreme Driving Lights as standard equipment to meet the demands of harsh outback driving conditions.



SLR Caravans & Motorhomes, a Gold Coast based private family business established in 1970 and building outback motorhomes for more than 10 years, made the selection following exhaustive trials on a range of alternatives.

"Our vehicles carry up to six of these lights and we selected the Narva Extreme due to their rugged construction, strength and design features," said Director, Stuart Boswerger. "Both Halogen and High Intensity Discharge (H.I.D) Extremes are being used and our clients are amazed at the light performance

and strength especially on corrugated outback roads and off road terrain out west," he said.

The company has been using Narva lights as original equipment for a number of years on the rear and interior and is now also fitting the latest L.E.D light bars for general purpose flood lighting.

These special purpose expedition 4X4 vehicles, based on the Isuzu MPS300 chassis, are designed as all terrain multi-purpose vehicles capable of allowing enterprising local and

Advanced upgrade



Packaging upgrade for Narva's range of terminals and connectors

Narva has upgraded the packaging for its range of terminals and connectors in boxes of 50 and 100.

The new terminal and connector boxes now feature a modern sculptured shape which is attractive and stackable, handy for stores and consumers alike. A hang cell has also been added so the boxes can easily be displayed on show room gondolas, increasing their exposure and ultimately helping to boost sales.

The clear box displays the product and allows for even quicker identification and, consumers can see at a glance exactly when they need to buy more.

The box label has also been refreshed with new artwork adding to the modern look of the box.

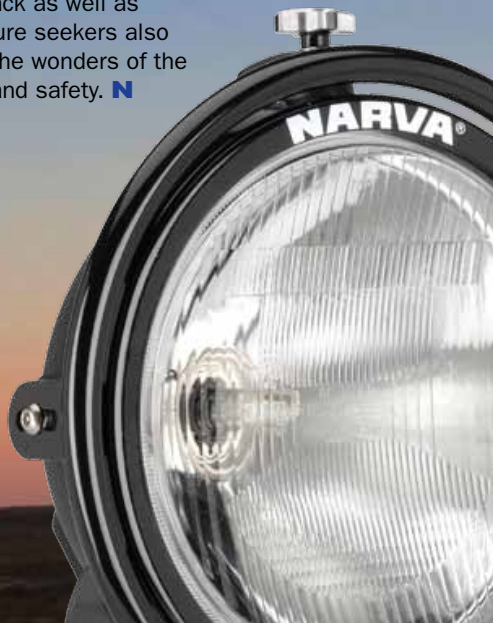
Terminals and connectors in upgraded packaging are available now; check your catalogue for part number information. **N**



r selects back conditions

international visitors to experience Big Red, the Simpson Desert and other outback locations.

The company's clients include many Australian retirees seeking the real Australian outback as well as international adventure seekers also keen to experience the wonders of the outback in comfort and safety. **N**



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New Narva bull bar lamps provide stylish appearance

Stylish L.E.D versions of the popular conventional bull bar lamps have been released by Narva, catering for retro-fits and a range of aftermarket 4WD and truck bull bars.

Featuring an identical bracket design to the original conventional Narva lamps, the latest L.E.D version is 10–33V multi-voltage to meet the widest range of applications and is pre-wired for ease and convenience of fitting or upgrading.

Two variants are offered in the new range including an Amber Front Direction Indicator and a combined Amber/Clear Front Direction Indicator and Front Position lamp featuring a unique Park Lamp 'ring' providing a stylish prestigious appearance.

Reducing the possibility of damage, the lamp lenses are made of virtually unbreakable polycarbonate and each lamp carries the 5 year Narva L.E.D warranty.

Major Narva product user, Suburban Towing & Equipment Pty Ltd of Mulgrave Sydney is now fitting the stylish Narva Model 52 lamps as standard on all their bull bars. "We have been



using Narva lighting products for years and specify them as standard equipment in our tow truck manufacturing plant," said Aaron Barrett, Suburban Towing Workshop Manager. "The new bull bar lamps look great, they are simple to fit and are totally reliable," he said.

Narva L.E.D Direction and Front Position Lamps are available from leading automotive, 4WD and Transport outlets under Part Nos. 95200 and 95202. [N](#)



Narva commission advanced environmental test laboratory



Narva Product Quality Manager, David Smith conducts a Hi/Lo temperature performance test



A Narva L.E.D Work Lamp endures the rain simulation chamber

Narva has made a significant investment in the quality of its products with the commissioning of an advanced environmental laboratory at its Melbourne headquarters.

The new laboratory, equipped with the latest test rigs including a High-Low Humidity Test Chamber, Thermal Shock Test Chamber, Rain Simulation Chamber, Dust Test Chamber and a Water Cooled Rheostat, is designed to meet and exceed the most stringent tests required by international vehicle and equipment manufacturers and to ensure total product reliability.

Under the direction of highly experienced Product Quality Manager, David Smith, the new division will take an active role in looking at product lifetime costs with accelerated aging tests among many other tests, ensuring long term product durability and reliability important to the industry. David and his team of engineers work closely with internal

product development engineers and industrial designers plus the company's international suppliers to ensure all products are completely suited to the harsh Australian environment and are fit for purpose.

With temperature ranges beyond the automotive industry requirements, tests such as Hi/Lo temperature performance, temperature/humidity cycles testing, condensation, material durability as well as PCB solder joint durability, adhesive bonding, rain exposure and car wash tests, dust exposure plus shock and impact tests are now in process.

Coupled with the company's fully equipped automotive photometric and optical laboratory, regarded as one of the most advanced in the South Pacific region, plus the latest fully equipped research and development department, the company is now well equipped to meet the market and environmental demands on its products and ensure complete satisfaction for its customers within Australia and overseas. **N**

Narva releases new multi-voltage slimline range of popular trailer lamps

Narva's popular Model 34 and 36 trailer slimline lamps with a depth of just 24mm have now been released in 9-33V multi-voltage.

These two slimline light trailer lamps come with a host of features making them now even more popular due to their ease of mounting and suitability for applications where traditional lamps can be vulnerable to damage.

Ideal for boat, tradesmen's and home trailers, campervans and caravans, the new 9-33V multi-voltage L.E.D lamps include stop/tail, direction indicator plus a retro reflector and are supplied complete with stainless steel screws.

Long life L.E.D's covered by Narva's 5 year warranty provide peace of mind and the lamps come fully sealed against the ingress of dust and water with 0.5m of hard wired tinned cable fitted. The virtually unbreakable polycarbonate lens adds an extra dimension to the lamps which are blister packed with full graphics displaying their attractive features and benefits.

The new Narva multi-voltage slimline Model 34 (Part No. 93432BL) and Model 36 (Part No. 93632BL) lamps are available from leading automotive, transport and marine outlets. **N**



Brilliant new work lamp from Narva sets high standard in light performance



A brilliant new work lamp has been released from Narva which produces a powerful white light output of 2,000 lumen from just 6 x 3W high performance L.E.D's.

This compact rectangular lamp, which has been designed for any tough environment with its die-cast powder coated aluminium housing, virtually unbreakable polycarbonate lens and maintenance free long life L.E.D's, has the strongest light output belying its size.

The new 9-64V multi-voltage lamp is fully sealed to IP66 rating making it ideal for forklifts, transport and construction machinery and agricultural vehicles.

A marine version is also available, finished in a durable white powder coating with 316 stainless steel mounting hardware, designed to survive the harsh marine environment.

Using just 6 x 3W L.E.Ds, Narva achieves an impressive Lumen output of 2000. One reason for this is the high quality, high performance L.E.Ds utilised in their products; these L.E.Ds ensure maximum light output for the size. Other lamps may use the same number of 3W L.E.Ds but deliver a far lower Lumen output. Narva's new lamps also feature a low current draw of 1.0A on 12V and 0.5A on 24V

Marketed under Part No. 72451 and 72451W for the marine version, the lamps are attractively packed in strong visual blisters for retail display and are available from leading automotive, transport and marine outlets. **N**

