

## **STRONGER HINGED COLUMN...**

*(AND MORE COMPETITIVE TOO!!)*

### **New manufacturing process increases strength and reduces costs**

At ALC we try hard to innovate and improve, both in the way we do business and in our products. During 2010 we reviewed our market leading Echalon Hinge. By changing to a new gravity die casting process we can increase mechanical properties by over 20% compared to the previous sand casting. This is possible because the faster rate of solidification with gravity die imparts a better grain size.

This makes a product that has stronger components with closer tolerances and increased durability. As well as strengthening the product the new process actually gives us reduced manufacturing costs. We now supply a product that is even stronger....

*and more competitive in price.*

### **In summary:**

- **No special tools: column supplied ready to use**
- **Over 20% increase in mechanical strength**
- **Improved surface finish**
- **Powder coated counter balance spring**
- **Self contained unit without removable parts**
- **Reduced manufacturing costs**

## **TRUE ONE PERSON OPERATION**

### **Reduces risk of personal injury...and labour costs**

Sales for the ALC raise and lower column - Echalon - increase year by year. Its success is due to the true one person operation. One person can operate it safely, quickly and easily. This reduces maintenance time and labour costs as well as the risk of personal injury from working at heights and manual handling. Our patented mechanism offers a safe and controlled way to lower the column and gain access to the

lantern for maintenance purposes. The inbuilt counter balance spring provides assistance both in controlled lowering and raising of the column. There is no need for special tools or external dampers: there are no removable parts within the unique cartridge design. The Echalon Hinge can be fitted into column heights ranging from 4 to 6 metres.

For more information visit our website: [www.aluminium-lighting.com](http://www.aluminium-lighting.com)

**or call us on 01639 852502**

