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## GERMAN & SWISS SPECIAL

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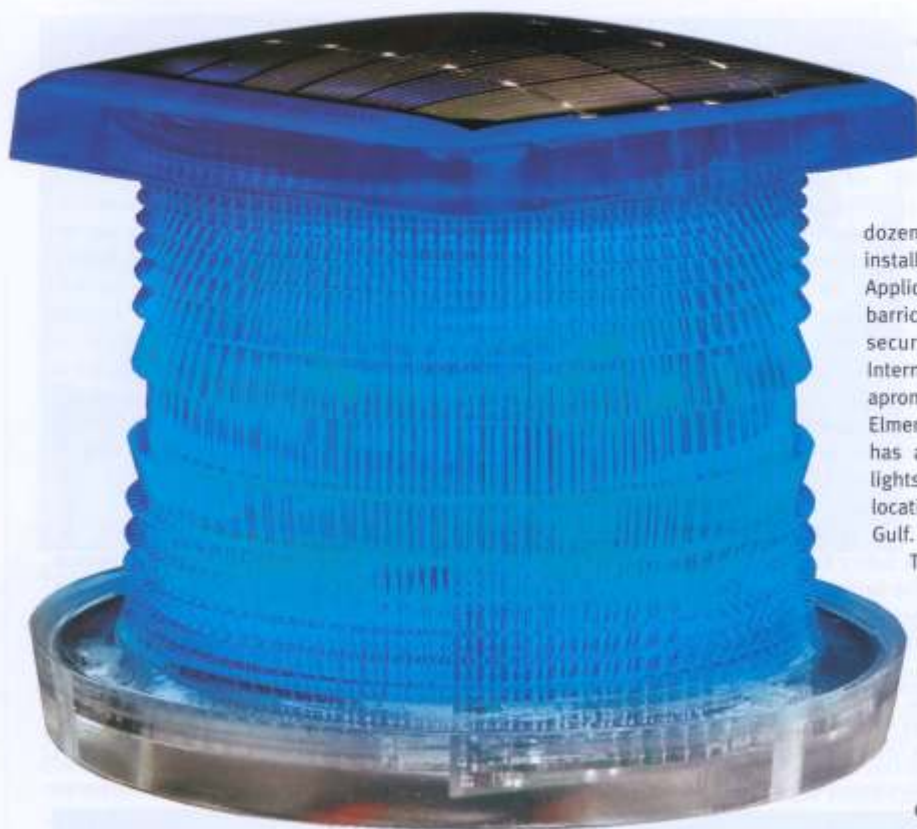
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# Airfield Lighting - In Brief

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## New Items on the Market

### Carmanah Enters Airfield Lighting Market

The search for a way to run anchor lights without draining his sailboat's battery led Carmanah founder Dr David Green to develop integrated, solar-powered LED lighting.

At the 75th annual AAAE Conference and Exposition in Los Angeles in April, Carmanah Technologies Corporation of Victoria, British Columbia, Canada, announced its official launch into the worldwide aviation lighting market. Carmanah presented six solar-powered LED aviation lights for applications including temporary/permanent runway and taxiway edge lighting, obstruction, barricade, heli-pad and construction lighting.

"With our successful entries into the transportation, railway and transit markets, aviation lighting was a natural progression for our company," said Art Aylesworth, Carmanah's CEO. "We are already supplying solar-powered LED lighting for installation in some of the harshest environmental conditions imaginable. Through this experience, we have established a core technology that is extremely reliable,

durable and long-lasting – ideal for many applications in the aviation market. The response so far from our new aviation customers has been extremely positive." Preliminary sales efforts since mid-December, 2002, have resulted in sales of more than \$300,000 into a

dozen countries worldwide and over 20 installations across North America.

Application highlights include a massive rolling barricade designed in response to post-9/11 security measures at Chicago's O'Hare International Airport and a large taxiway edge, apron edge and barricade lighting installation at Elmendorf Air Force Base in Alaska. Carmanah has also supplied taxiway and runway edge lights for installation at a number of US Air Force locations in the United States and the Persian Gulf.

The company claims its solar-powered LED aviation lights can be installed for approximately 10% of the cost of conventional hard-wired systems.

The reduced operational costs offered by LED systems are also being promoted. When its product's solar power design is combined with LED longevity, Carmanah claims its lights will operate autonomously for up to five years with no scheduled maintenance. The LEDs

are shockproof, last for up to 100,000 hours and use and require less energy than incandescent lighting. Each unit can be

installed in minutes with no digging, wiring or external electrical connections. According to the FAA's Advisory Circular 150/5370-2E, the company's aviation lights are suitable for barricade and temporary construction applications at commercial airports. "About half of the 14,000 general aviation airports in the US are currently without runway edge or taxiway lighting," said Mike Ball, Carmanah's sales and marketing vice president. "Each location represents a potential market for tens or hundreds of lights."



Carmanah has entered the airfield lighting market after making its debut at AAAE in Los Angeles. Pictured here is one of its solar-powered LED products. (CARMANAH)

Carmanah has supplied taxiway edge lighting for Elmendorf Air Force Base, Alaska. (CARMANAH)

## CHECK-IN

### Intelligent Electronics

Carmanah's lights are distinguished by the hardware and software of a sophisticated power management system. An 'intelligent' microprocessor controls a variety of functions to maximise the life and performance of the product. It turns the light on and off, for example, compensates battery charging for temperature variations and regulates the light flash pattern. This design enables the lights to run for 150 hours or more on a single charge, and to run continually for years with as little as 1.5 hours of sunlight each day, which should be available just about anywhere in the world.