

Specialists in RV interior and exterior LED lighting systems



Alexander Vohwinkel,
 Dimatec Key Account Manager

Fully committed to the lighting sector, Dimatec has recently made major investments in exterior lighting systems for motorhomes, without neglecting its original vocation as a manufacturer of lamps and spotlights for interiors, continuing to perfect its line of LED lighting systems.

Words Enrico Bona



Dimatec earned widespread approval for its participation at the recent Caravan Salon in Düsseldorf, the international trade fair at which the Italian based company played a role that is anything but marginal, as a supplier to a good number of European vehicle manufacturers. "I've been participating in the German RV industry trade fair for forty years," claims Richard Pirovino, owner and founder of Dimatec, "and I can't recall having ever seen as much optimism in the faces of industry operators. We're experiencing a very positive moment, and for us at Dimatec, we can certainly be content, satisfied even, although it's always wise to be prudent and not risk any overproduction, as has already occurred in the past. The economy isn't yet growing as it should be, and this ought to make us reflect. Within this context, Dimatec is putting forward new initiatives and new products, which imply significant and targeted investments."

Indeed, Dimatec's strong commitment

to an element as essential as lighting found some very positive feedback at the Caravan Salon, where industry vehicle manufacturers exhibited significant interest in the various products presented. It should be noted that Dimatec has increasingly intensified its investments in this sense, moving 360 degrees to include lighting systems for both the interior and exterior of vehicles, thus proposing interior lamps and spotlights as well as headlamps

and tail lights, and various other types of lamps applicable to different recreational vehicles. Lately, Dimatec has drawn attention to itself for its new range of exterior lighting systems, a field in which it has devoted a considerable amount of energy, while keeping an unaltered focus on the interior lighting segment, even though the market is showing a

definite shift towards LED lighting systems – as it logically should, to cover the many and varied lighting needs of customers.

Today, Dimatec boasts a catalogue of over one hundred products, including dedicated interior LED lighting technology, in addition to the various porch lights. The level of variety is significant, and current trends need to be taken into consideration, not just in terms of the market, but also with regards to the LED manufacturers Dimatec deals with.

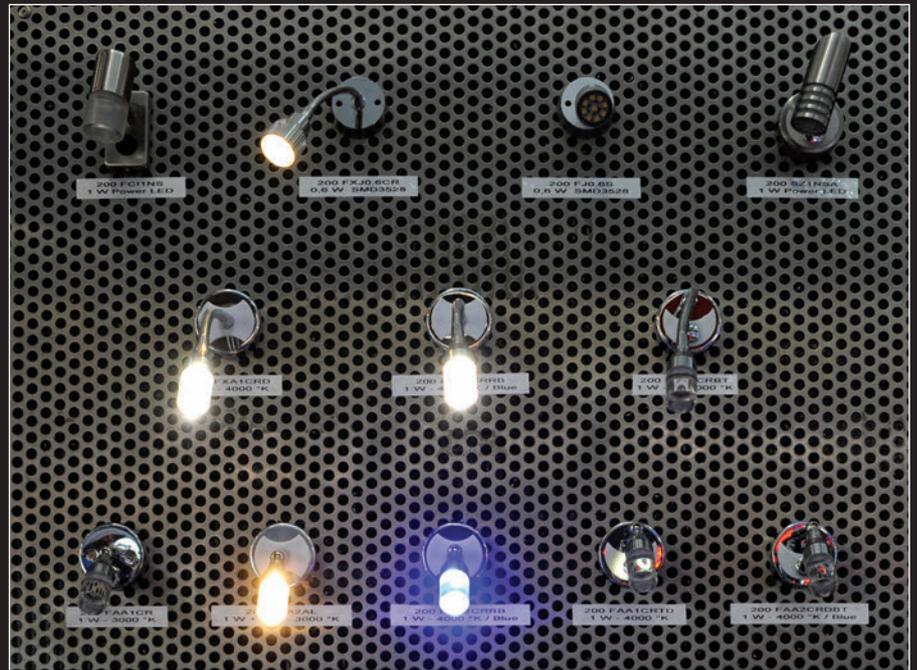
"At Dimatec, the interior cabin lighting division has been a reality for over twenty years, and it remains essential today," explains Alexander Vohwinkel, Key Account Manager at Dimatec, "as can be seen from the many efforts we put into this area. There was a great deal of interest in our products at the Caravan Salon, with a very good response from all manufacturers, which gives us new impetus. With positive market trends, vehicle manufacturers have stopped continuously introducing new models, preferring to perfect their existing



consolidated fleets. We've noted that the pace of change for global LED manufacturers has also stabilized. In essence, a favourable balance is being created, allowing us to achieve the best possible results."

Regarding interior cabin lighting, current trends are to do away with traditional pinpoint LED lamps, with visible individual LEDs, moving increasingly in favour of diffused light LED lamps. Diffused lighting is far more relaxing to the eyes, and often more pleasant from an aesthetic standpoint. Thanks to the fact that far more powerful, more performing LEDs exist today than in the past, it has become possible to create lamps that diffuse light using special features. The simplest way is to replace the transparent lens covering the LEDs with an opal glass that diffuses light; or lateral lighting can be created with a laser etched acrylic surface that diffuses light uniformly.

"There are many different ways of diffusing light using pinpoint LEDs," explains Alexander Vohwinkel, "and we want to offer our customers a whole range of possibilities. Of course, with an opal lens we can still see the individual LED points, but this is already a step forward. In fact, we're proposing all our LED light points both with transparent light, which is still required for some applications (such as beneath cabinets), and using diffused lighting systems. At the Caravan Salon, we presented our new entry level spot with an opal lens: the basic model, which is the first step for manufacturers seeking a diffused spotlight at an affordable price, makes use of more powerful, modern



LEDs that compensate for a loss of light due to the opal lens. Obviously, where cost isn't an issue, we can do so much more. The state-of-the-art can be a light point with very few LEDs and an advanced diffuser, offering great performance."

Dimatec's commitment to the OEM market has certainly not gone unnoticed in the industry, with major investments that have yielded new, interesting products. As for exterior lighting systems, what we had previewed in our August issue of Aboutcamp BtoB has been confirmed, with the introduction of unique full body motorhome head-



lamps. Dimatec made its debut in the exterior lighting systems segment in 2013, one of only a handful of European manufacturers producing a specific line of headlamps for motorhomes. These are circular LED lamps (90 mm in diameter) that combine in only two lights what is normally enclosed in three lamps. Add to this a broadened range of tail lights, certainly less complex than headlamps, even in terms of investment, but no less essential. We can thus deduce that there's a lot of bustle at Dimatec, with an eye for all that's being lit up, both inside and out of modern motorhomes.

Company Profile

A specialist supplier of lighting systems for recreational vehicles, Dimatec S.p.a. has been in business for over three decades. Officially founded in 1983, the company's roots go much further back, considering that its founder Richard Pirovino began doing business in the sector with his first installations in 1974. In 1989, Dimatec entered the lighting sector manufacturing lamps, and just a few years later launching Veralux, an exterior 12 Volt fluorescent lamp with 11 Watts of power that soon became a best seller in the caravanning market. Dimatec operates both in the original-equipment market and aftermarket, selling its own products while also acting as a sales agent, bringing together recreational vehicle manufacturers and component producers, offering a huge gamut of accessories and spare parts. Dimatec obtained ISO 9001:2000 certification in November 1999, and has worked tirelessly to enhance its internal production processes in order to achieve its objectives, while constantly striving to provide better and better customer service. In 2009, Dimatec upgraded its certification to the new ISO 9001:2008 standard.

