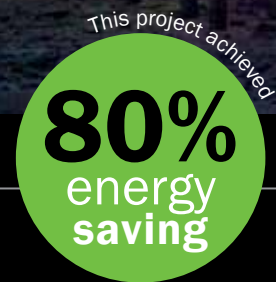


# Case Study

Rocksalt Restaurant, Folkestone



Pictures courtesy of Paul Freeman, Architectural images  
[www.architecturalimages.co.uk](http://www.architecturalimages.co.uk)



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## Project

Rocksalt Restaurant, Folkestone

## PhotonStar™ Products

Cordus Trimless, Lightslot,  
Phocus Spot, Laser Fixed Darklight

## Benefits of Installation

- Regeneration of old fashioned local cafe
- Luxurious high-end restaurant in a seaside harbour
- 80% reduction in energy costs
- Payback period of 38 Months



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# application

An old harbourside in Folkestone has been regenerated with a new innovative destination restaurant facing the harbor. For several years the small seaside town of Folkestone has been part of a hugely promising redevelopment programme and the new restaurant shows the success of replacing an old favourite harbourside café with a thoughtful and well executed modern restaurant design.

Rocksalt Restaurant and Bar is situated in the corner of the tidal harbor between a listed brick viaduct and cobbled street with a wide open glazed wall facing onto the harbor and the English Channel beyond. The interior offers a wide-open view with a luxurious first-floor dining terrace. Its modern form presents a calm interjection that doesn't threaten to overwhelm or outshine its traditional seafront surroundings, but still offers a modern high-class restaurant for the local residents to enjoy.

The project has been extremely well received within the lighting industry for its innovative design and contribution to making the restaurant have a luxurious design. It has been nominated in the "Hotels and Restaurants" project category of the Lighting Design Awards 2012.

**1372**  
replacement  
lamps



**ZERO**  
lamps



**maintenance**cost\*

**457**  
man hrs



**ZERO**  
man hrs



**maintenance**cost\*

**£12,643**  
of energy costs



**£4,538**



**energy**cost\*

**66**  
tons



**14**  
tons



**CO<sub>2</sub>**emitted\*

PhotonStar were asked to supply a lighting solution to fit in with the modern, contemporary interior design due to both the sleek architectural look of the PhotonStar luminaires and the quality of the light output from the fitting. It was extremely important to supply a design that produced the right amount of light at the right time. The long glazed windows at the side of the building presented a challenge for the lighting designers to ensure that the staff could control the light dimming and produce the appropriate mood settings in the evenings i.e. a calm relaxed atmosphere for customers to enjoy the scenery and dine in a luxurious restaurant.

This project was extremely unique for PhotonStar as our lights were chosen to be installed based purely on the quality of the light, and the look of the product. Despite this, when carrying out a payback calculation on the products we installed compared to their halogen equivalent we can see that the restaurant are still enjoying 80% energy savings on their lighting, and a 38 Month payback. Therefore, even though this wasn't what the decision to choose LEDs was based upon, it gives an additional benefit on the lighting installed.

## solution





## equivalent output lamps

Lamp Type	No. of lamps	Total power of all lamps <small>(circuit power)</small>	Energy cost over 50khrs operation <small>(year 1)</small>	Relative energy saving over 50khrs operation <small>(year 1)</small>	Annual energy cost <small>(year 1)</small>	CO <sub>2</sub> (kg) Emitted <small>over 50,000hrs operation*</small>	Relative CO <sub>2</sub> (Tons) Saved <small>over 50,000hrs operation*</small>	Annual CO <sub>2</sub> (Kg)
Halogen Equivalent	94	4160W	£20,800	-	£2,429	113,152	-	13,216
PSL Installation	94	926W	£4,630	£16,170	£541	25,187	87.96	2,942



Part  
1&2  
compliant

mercury  
810

## Cordus Trimless

A trimless recessed gimbal fixture equivalent to a 35W or 50W halogen

A range of single and multi-way high performance recessed gimbal fixtures

Suited to both general and accent lighting applications where a high degree of adjustment is required

In this application, delivered lumens of 720lm (L100) and efficacy of 66.6lm/cW at full power



pluto  
390

## Phocus Spot

A compact surface mount spot equivalent to a 20W or 35W GU10 halogen

Compact low glare spot with full adjustment and a silver anodised finish

360° rotation, 90° tilt

In this application, delivered lumens of 310lm (L100) and efficacy of 40.9lm/cW at full power





Part  
1&2  
compliant

mercury  
630

## Laser Fixed Darklight

A fixed architectural downlight with a darklight baffle.

In this application a superior replacement for a typical halogen downlight equivalent.

Lifetime (L70 F10) of 50,000hours

In this application, output up to 484lm and delivered lumens of 68.9lm/cW at full power



mercury  
810

## Lightslot

An adjustable gimbal fixture equivalent to a 35W or 50W halogen

Designed to blend discretely into architectural Lightslot features or for use in any surface mount applications

Single and multiway versions available

In this application, delivered lumens of 720lm (L100) and efficacy of 66.6lm/cW at full power





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