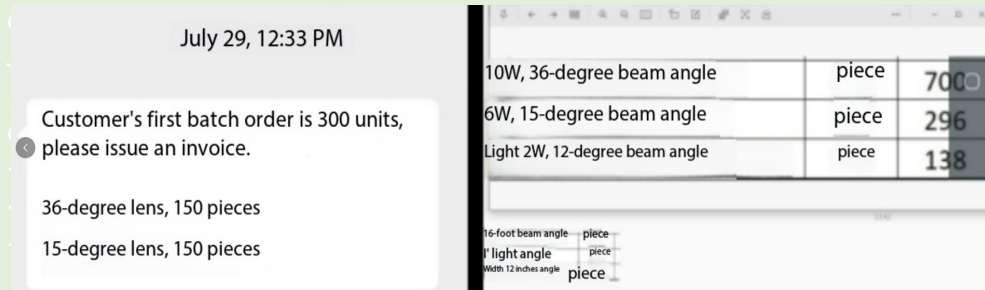


Success Case File • Case No. 808067

Client Info	Mr. K · SG Engineering & Decoration Co. (Reflector to Lens)	Date: Jun 2026									
Client Background	On June 23, 2026, the client brought 75mm black spotlight housings. They had sent samples to the designer 3 times, but the lighting effect was still unsatisfactory. They were seeking solutions to improve the spotlight lighting quality.										
Client Requirements	Project requirement: approximately 1380 sets of black 75mm anti-glare housing kits. After 3 sample submissions to the designer, the lighting effect was still unsatisfactory. The client wanted to improve the configuration by replacing the reflector with a lens. Since they had not consulted directly with the manufacturer, they tried twice but the lenses were still incompatible with the housing kits. With a tight project schedule and shipping time constraints, they needed a solution urgently.										
Our Solution	Given the designer's high standards and requirements, and considering the original configuration used a reflector, we recommended upgrading to a matched lens to resolve issues with light spots and uneven light distribution. Why Lens? Based on the client's needs and the characteristics of this spotlight model, a lens is more effective at solving uneven light spot issues. It achieves smooth transition from center to edge through refraction-based light control, with virtually no secondary spots or sharp brightness boundaries. Reflectors tend to produce bright centers with dark edges, secondary spots, or visible cut-off lines that cause visual unevenness. 【Lens (Recommended for Uniformity)】 Uses refraction principles to integrate light, producing round, smooth light spots with natural transitions and no obvious dark areas or stray light. Ideal for high-quality accent lighting requiring soft, uniform illumination (artwork lighting, dining tables, bedside lighting). 【Reflector】 Relies on reflective light concentration. The light spot is strong at the center but edges tend to have sharp cut-off lines or secondary spots (halos). While certain designs can create a smooth "hill" effect, overall uniformity is lower than lenses. More suitable for wall washing or geometric lighting where clear contours are desired. Key Difference: Lenses provide excellent secondary spot control with complete light patterns. Reflectors, due to uncontrolled reflected light, tend to cause layered light spots or messy edges.										
★ Key Points (What We Delivered)	1: Resolved the light spot issue — the client's self-selected lenses were incompatible and samples failed. We quickly matched the right lens solution, the sample passed approval, and we won the project order. 2: Clearly explained the difference between reflector and lens light output to help the client make an informed decision. 3: We strive to match each client's unique needs, saving time and effort while meeting expectations, helping clients win their own orders.										
Client Testimonial	 July 29, 12:33 PM Customer's first batch order is 300 units, please issue an invoice. 36-degree lens, 150 pieces 15-degree lens, 150 pieces <table border="1"> <tbody> <tr> <td>10W, 36-degree beam angle</td> <td>piece</td> <td>700</td> </tr> <tr> <td>6W, 15-degree beam angle</td> <td>piece</td> <td>296</td> </tr> <tr> <td>Light 2W, 12-degree beam angle</td> <td>piece</td> <td>138</td> </tr> </tbody> </table> 16-foot beam angle piece light angle piece Width 12 inches angle piece		10W, 36-degree beam angle	piece	700	6W, 15-degree beam angle	piece	296	Light 2W, 12-degree beam angle	piece	138
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Light 2W, 12-degree beam angle	piece	138									
Key Takeaways	Respond quickly and act in line with client needs. Grow together with clients, be the reliable partner behind them. Help clients become more professional and connect faster with designers, making projects progress more smoothly. This lays a solid foundation for winning larger projects in the future.										