

**PHILIPS**

Retail lighting

ProAir



Design & light  
a powerful combination



Win  
on  
style,  
save on energy

- Retail lighting .....
- ProAir .....
- Contents** .....

## Introduction

Make your clients feel at home



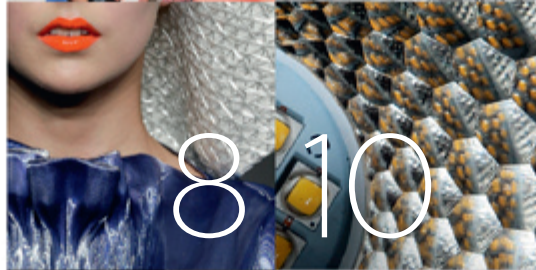
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## Design

Technology meets creativity

## CrispWhite

Experience intense whites and rich colors



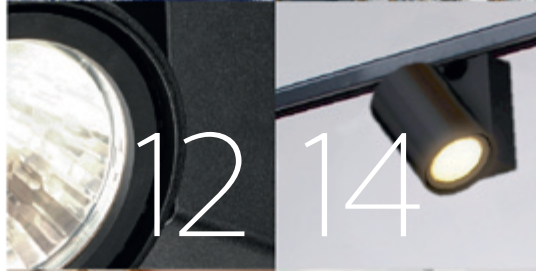
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## PerfectAccent

Performance by design

## Benefits

Experience ProAir



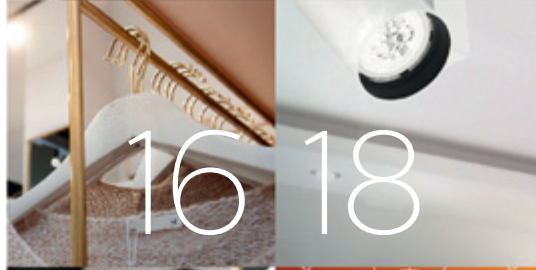
12 14

## Aiming pole

See your store in a whole new light

## TCO

Calculate your savings



16 18

## Service

A winning combination

## Specifications

Product information



18 20

## Photometric details

Polar intensity diagrams

## Accessories

Make ProAir even better



21 22

## Product overview

Range offer



# Make your clients **feel at home**

As a retailer, you know that your store is much more than a business. It's a place where your customers feel at home. Sometimes they come in to buy a product, sometimes to find some inspiration. And with the right lighting design, your shop can offer them both.

“ I love to see LED lighting and natural lighting **working together as one.**”

Philips ProAir luminaires have a minimalist design that blends seamlessly into any space. They provide versatile, durable and energy-efficient lighting solutions that are ideally suited to retail environments.

By applying different color temperatures and beam projections - from narrow to wide - you can easily create a smart lighting design to suit any space, any purpose. As a result, the store matches its guests' mood, making for a welcoming environment.

The innovative reflector design makes ProAir LEDs more efficient. And the spots' extremely long lifetime and excellent performance make them the perfect choice for an energy-saving solution that does not compromise on quality, durability or sustainability.

These stylish and flexible lights offer you the benefits of the latest advances in lighting technology, together with a comprehensive range of accessories. So you can focus on what you do best: making your shop a unique experience that delights your customers.



# Technology meets **creativity**

In developing the ProAir luminaire series, Philips joined forces with LAPD, an award-winning lighting design team in the UK. The high-end innovations pioneered by Philips and the unique design approach developed by LAPD proved to be a perfect match.

“Store spaces need to reflect the confidence of the retailer.”

Steve Dean



LAPD's Steve Dean

One of the things that make ProAir special is how little it stands out. Its look is very clean, classic and simple. LAPD's Steve Dean explains, "We do not want anybody to like or dislike the physical form of the design. If you create emotion, some people will love it but some people will hate it." With its modest hardware design, the ProAir series lets emotion resonate through the lighting itself.

The goal in creating ProAir was to achieve a perfect unity of technology and style. We reduced the technological complexity to its essence, creating a versatile, accessible and energy-efficient luminaire. This was further enhanced by LAPD's minimalist design.

For shop owners, using these lighting innovations is simply good business. Steve Dean at LAPD says, "If retailers maintain and update the look of their store, they will generate extra sales. It's as simple as that." To provide better flexibility, the ProAir series has accessories that let you adapt and customize your shop's lighting design, easily and quickly.

ProAir brings all the benefits of cutting-edge LED quality and efficiency to retail lighting. It's an ideal solution for visual merchandisers, store designers and maintenance managers. ProAir is more than a luminaire - it's a new way to bring creativity into your shop lighting design.

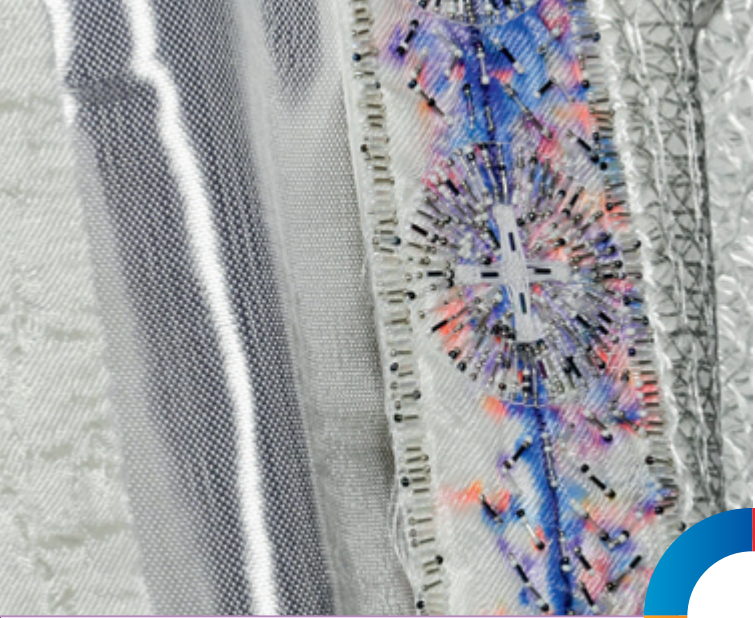


Whites are vivid  
and bright

“I’m interested in the effect of light on glass and fiberglass, and started incorporating it into my designs.”

Fashion Designer Jef Montes





Retail lighting  
.....  
ProAir  
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**CrispWhite**  
.....



Colors are warm, saturated and intense

## Experience intense whites and rich colors with **Crisp**White

Up-and-coming Dutch fashion designer Jef Montes is a creative force to be reckoned with. His collections are futuristic in style but inspired by nostalgia. Montes is known for his experimental use of unconventional materials in combination with architectonic shapes and hand craftsmanship.

Montes's work is all about the interplay between couture and light. "Fabric has a mind of its own", he says. "It's fluid. It shapes around the body like water." In his final year at the ArtEZ Institute of the Arts, he became especially interested in the effect of light on glass and fiberglass. He started incorporating these materials into his fashion designs.

"To achieve the effect I want," Montes explains, "I combine both natural and artificial light." In a retail environment, this means striking the right balance between the brightness of white elements and the warm brilliance of the colors.

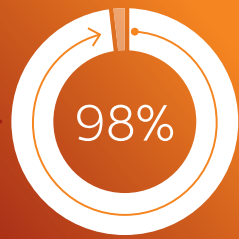
**Seeing is believing!**  
The You Are Here fashion store in Eindhoven, the Netherlands, faced a very special challenge: showcasing one of Jef Montes's fascinating creations. To this this, it was essential to get the lighting just right.

Enter CrispWhite, an innovative and unique concept in LED retail lighting. In a single light source, CrispWhite offers the perfect combination of warm and cool light - so whites remain bright and colors are rich and attractive. This brings out the best in the fashion items on display and it makes the store space appealing and engaging.

You Are Here seized the opportunity to present the design by Jef Montes with maximum effect. In the words of Steven Kardinaal, Product & Marketing Manager Indoor Lighting, "We believe in: attract, engage and convert. And the first thing that attracts customers to a shop is the quality of light."

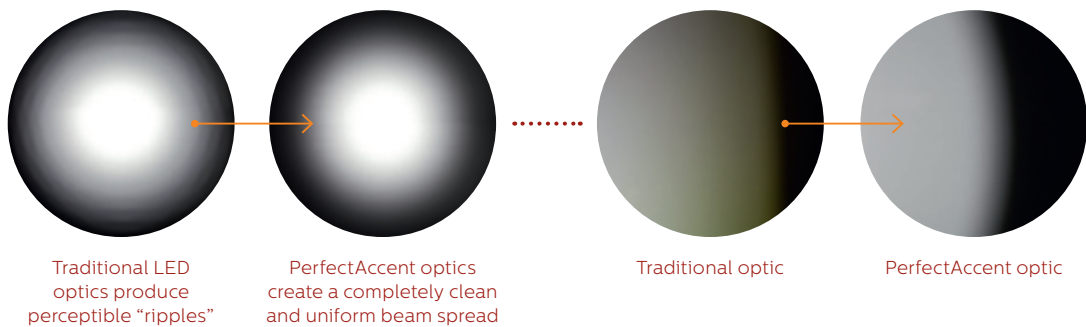


Total reflectivity



# PerfectAccent reflectors performance by design

In retail environments, every little detail matters. So to optimize the light output of our LED spotlights, we developed a brand-new signature optic based on unique “honeycomb facet reflector” technology. This breakthrough innovation offers a clean beam spread, color uniformity, and best-in-class efficiency.



### How does it work?

The many facets on the PerfectAccent honeycomb-shaped optic individually reflect and direct light from the LEDs to create a perfectly uniform and clean beam spread. The flexible surface treatment combines both clear and frosted reflective facets.

### The benefits

The smart PerfectAccent reflector creates a more comfortable illuminated environment without increasing energy consumption.

- **Best-in-class efficiency.** The honeycomb optic is layered with a durable, specially developed ultrapure coating. This results in a total reflectivity of 98%, which further optimizes the energy-to-light conversion.

- **Clean beam.** The multiple reflector facets create a clean and homogeneous light distribution, without any of the disturbing graduations that are usually observed with spotlights. Beam spread patterns include narrow, semi-medium, medium and wide beams (see page 20 for specifications).
- **Color uniformity in the beam.** In retail environments it is vital that customers can trust their eyes. They want to see the products on display in their true colors. PerfectAccent minimizes color variation and increases the uniformity of color on the object being lit.

### Designed to perform

With their eye-catching design and outstanding performance, our innovative PerfectAccent optics are suitable for most LED spotlights. They can be used in existing luminaires without any modifications needed, ensuring maximum flexibility in application.

“To ensure maximum performance, every little detail matters.”



# Experience

## ProAir Benefits

Philips ProAir is all you need to create optimized lighting for retail and hospitality spaces. Whether you are looking to reduce energy and maintenance costs or maximize your lighting design flexibility, ProAir is in a class all its own.

- **Timeless design.** The elegant, minimalist spots blend in easily in any environment.
- **Efficient cooling system for maximum lifespan.** To optimize lifespan and luminous flux, the ProAir fixture has a system for dissipating the heat produced in the LEDs.
- **Aiming pole.** To adjust the spots to shop-floor changes, use the dedicated aiming pole for quick and easy re-aiming from the ground.
- **Maintenance savings.** With an impressive lifetime of 50,000 hours, ProAir guarantees long-term performance and minimal disruption due to maintenance and replacements.

### **Optibin guarantees color consistency across the range**

The Philips ProAir range makes it easy to a unified look and feel throughout your store lighting. Taking advantage of advanced Optibin technology, ProAir produces illumination that is comparable to natural light.

Optibin is a proprietary optimized selection process for LEDs. It guarantees perfect consistency of color temperature over time. This results in more unified and cleaner color rendering, with no variation from one spot to another.

“It’s amazing that illumination is comparable to **natural light.**”



Most energy-efficient solution compared with CDM-Elite

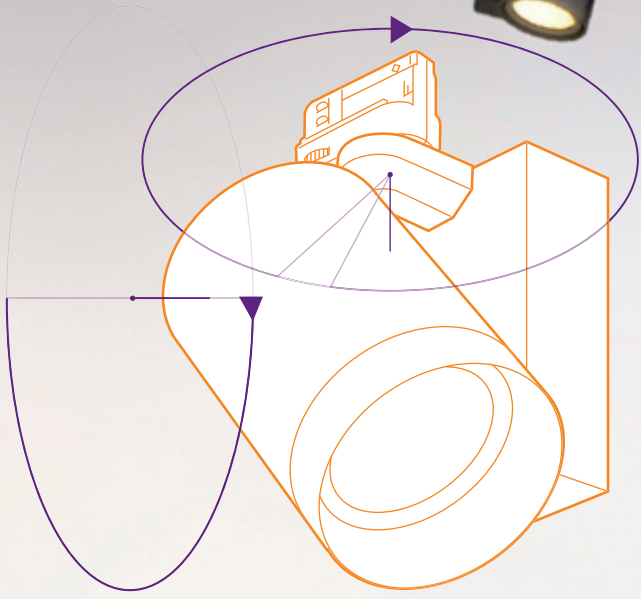
- Efficacy of up to 86 lm/W thanks to PerfectBeam (see page 20 for more information)
- Passive cooling
- Optimized dedicated LED board
- DALI dimming available

Coverage of retail lighting applications  
20 W CDM-Elite and 35 W CDM-Elite equivalents

- Flux range: 1600 lm up to 2700 lm
- Beam diversity: narrow, semi-medium, medium and wide beams
- Color temperatures: 3000 K CRI 80 and 90, CrispWhite

### ProAir

- Extremely long lifetime
- Energy savings
- Maintenance savings
- Instant light-up
- Excellent light quality
- No UV or IR radiation



# Reach and aim with the Aiming Pole



Store displays undergo many minor changes from week to week. Wouldn't it be great if you could easily adjust the available lighting to accommodate such variations? ProAir offers you a quick and convenient way to re-aim your lights - right from the shop floor.

Most retail spaces get a thorough makeover at least once a season, and shop windows are updated even more often. It's easy to replace the items on display and create a new floor plan. But re-aiming the spots that are located near the ceiling was always a time-consuming and difficult task. Until now.

The Philips ProAir series has a dedicated handheld aiming pole that attaches easily to any light, allowing for quick and effortless re-aiming. The benefits are self-evident:

- Lighting can be adjusted dynamically, for best sales results
- No need to clear floor space and place a ladder in your shop when lighting new displays
- Store staff can safely re-aim the lights from the shop floor
- A single aiming pole will fit every light in the ProAir series

#### Cost savings

Using the dedicated aiming pole is easy, and re-aiming the lights can be done much faster. So in addition to offering great convenience, the aiming pole will also give you significant cost savings: No need to call in a fitter to re-aim the spots  
Minimal down-time during shop restyling

Case: Shop fitter is sourced to re-aim the spots

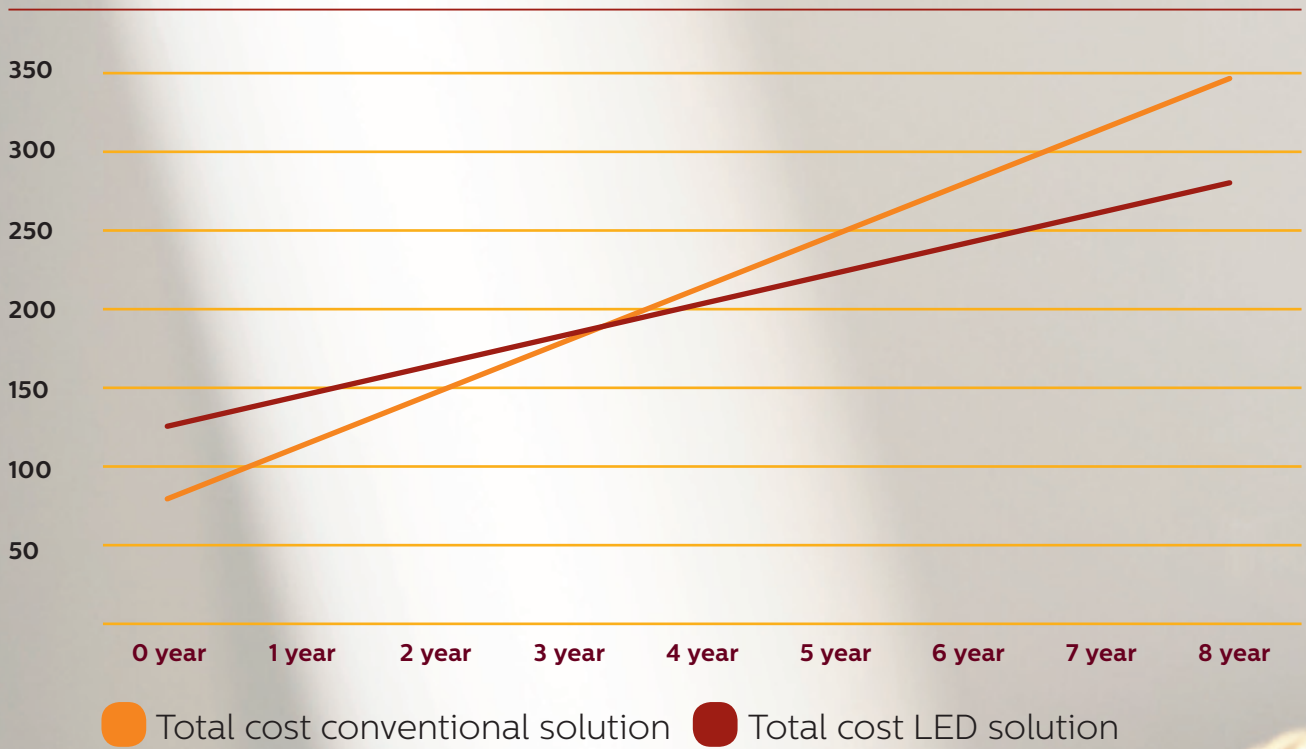
Situation	Base case: ladder	Solution: aiming pole
Number of spots	100	100
Time needed to re-aim a spot	1 min	30 s
Total time needed	1 h 40	50 min
Cost of re-aiming / hour	€ 50	€ 50
# times spots are re-aimed	Every two weeks = 25 times a year	Every two weeks = 25 times a year
<b>Total costs</b>	<b>€ 2100</b>	<b>€ 1200</b>

# TCO Calculation

ProAir offers an extremely attractive return on investment compared to CDM-Elite lighting. Depending on your energy costs and operational hours, you will reach the break-even point in no more than 4 years, as compared to a conventional solution with a 35 W CDM-Elite lamp. In most cases, you will even enjoy a return on investment of less than 3 years.







[www.philips-tco.com](http://www.philips-tco.com)

The Total Cost of Ownership calculator tool from Philips allows you to easily compare the complete cost of alternative lighting solutions in comparison to your current lighting installation. So that you are able to make well-considered decisions on long term sustainability and cost impact.



## Service



### **Extensive lifetime**

50,000 hours with 70% lumen maintenance at 25 °C



### **5-year warranty**

For products applied in the standard conditions listed in the product's datasheets.



## Specifications

# A winning combination

## Technological expertise and a complete range of services

### Advisory service

Our ProAir range comes with a unique set of services. Philips experts can analyze your existing lighting system and make informed recommendations to increase energy efficiency, improve your installation and optimize maintenance. This Advisory Service includes energy audits of lighting systems as well as the design of new solutions.

### Turnkey projects

Our turnkey projects offer you a comprehensive suite of professional solutions. In implementing your new lighting system, our specialist teams will manage your entire project - from design through to activation.

### Lifecycle service

To secure your investments in ProAir, you can choose one of our lifecycle services. With our new service agreements, you can opt for guaranteed lighting performance throughout the duration of your maintenance contract. You can even include coverage for the effects of new technological developments. That way, you can anticipate any component replacements needed to continue to achieve your energy performance objectives.

### Financing solutions

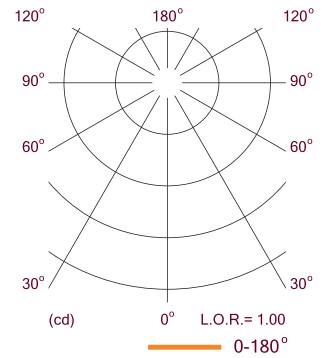
For more flexible funding of your lighting system update, you can now choose to spread the cost with our financing solutions and tailor-made purchasing schemes.

You can find the Philips Warranty Policy and Terms and Conditions on [www.lighting.philips.com/main/connect/tools\\_literature/warranty-policy.wpd](http://www.lighting.philips.com/main/connect/tools_literature/warranty-policy.wpd).

	Standard (ST640T)	High Efficacy (ST641T)	CrispWhite (ST642T)
Power	22 and 23 W	24 W	20, 21 and 31W
Beam angles	8, 18, 28 and 36°	10, 18, 28 and 36°	10, 18 and 36°
Luminous Flux @830 MB	1750 or 2600lm	2600lm	1650 or 2700lm
Correlated Color Temperature	3000 K	3000 K	3000 K
Color Rendering Index	80, 90	80, 90	>92
Material	die-cast aluminum	die-cast aluminum	die-cast aluminum
Color	Black (BK = RAL9004) White (WH = RAL9003)	Black (BK = RAL9004) White (WH = RAL9003)	Black (BK = RAL9004) White (WH = RAL9003)
Accessories	Glare shield (GS) HoneyComb (HC) Skirt (SK), Aiming pole	Glare shield (GS) HoneyComb (HC) Skirt (SK), Aiming pole	Glare shield (GS) HoneyComwwHC) Skirt (SK), Aiming pole

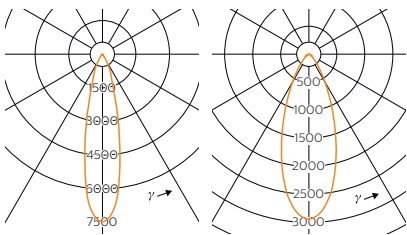
# Photometric details

Polar intensity diagrams

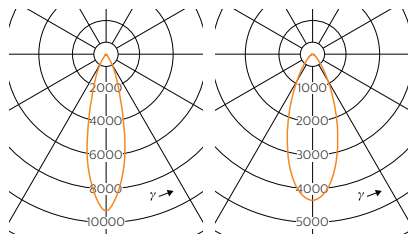


## ProAir Standard Version (ST640T)

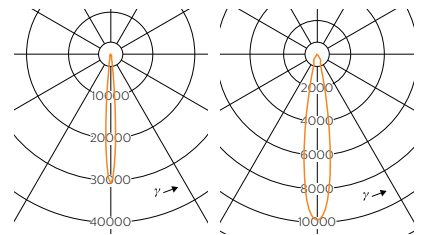
1xLED16S/830 MB GC 1xLED16S/830 WB GC



1xLED25S/830 MB GC 1xLED25S/830 WB GC

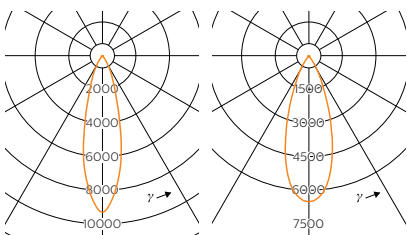


1xLED11S/830 NB10 GC 1xLED11S/830 NB18 GC



## ProAir High Efficacy Version (ST641T)

1xLED25S/830 MB GC 1xLED25S/830 WB GC

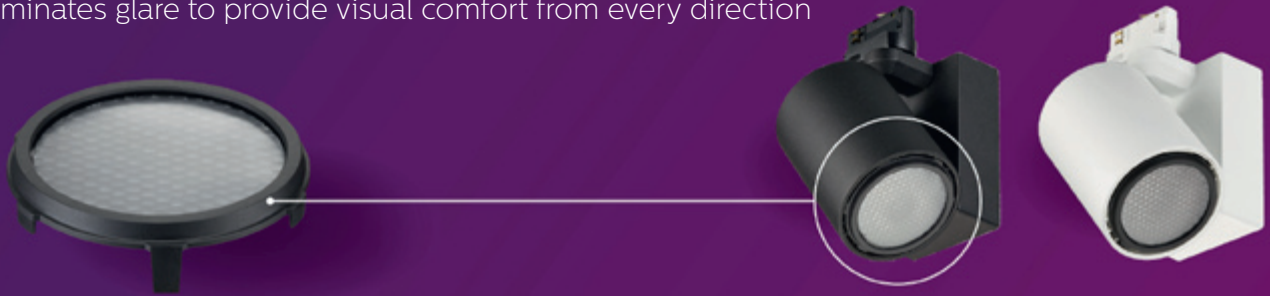


# Accessories

All these ProAir accessories reduce the luminous flux and let you fine-tune the distribution of light and glare to enhance visual comfort.

## HoneyComb (HC)

Eliminates glare to provide visual comfort from every direction



## Glare shield straight (GS)

Provides visual comfort by reducing glare from the side



## Glare shield angled (SK)

Provides visual comfort by reducing glare from the side and contributes to shaping the beam



# Range offer



	Technical Product ID	CRI	EAN	12NC
<b>1100 lm Narrow beam Fix</b>	ST640T LED11S/830 PSU NB10 GC BK	CRI80	871869 62574 87	9105 004 56707
	ST640T LED11S/930 PSU NB10 GC BK	CRI90	871869 62575 24	9105 004 56711
	ST642T LED11S/CRW PSU NB10 GC BK	CrispWhite	871869 62583 61	9105 004 56785
<b>1100 lm Narrow beam DALI</b>	ST640T LED11S/830 PSD NB10 GC 5C6 BK	CRI80	871869 62575 62	9105 004 56715
	ST640T LED11S/930 PSD NB10 GC 5C6 BK	CRI90	871869 62576 09	9105 004 56719
	ST642T LED11S/CRW PSD NB10 GC 5C6 BK	CrispWhite	871869 62584 08	9105 004 56789
<b>1100 lm Semi-Medium beam Fix</b>	ST640T LED11S/830 PSU NB18 GC BK	CRI80	871869 62575 00	9105 004 56709
	ST640T LED11S/930 PSU NB18 GC BK	CRI90	871869 62575 48	9105 004 56713
<b>1100 lm Semi-Medium beam DALI</b>	ST640T LED11S/830 PSD NB18 GC 5C6 BK	CRI80	871869 62575 86	9105 004 56717
	ST640T LED11S/930 PSD NB18 GC 5C6 BK	CRI90	871869 62576 23	9105 004 56721
<b>1600 lm Medium Beam Fix</b>	ST640T LED16S/830 PSU MB ACT BK	CRI80	871869 62576 47	9105 004 56723
	ST640T LED16S/930 PSU MB ACT BK	CRI90	871869 62576 85	9105 004 56727
	ST642T LED17S/CRW PSU MB ACT BK	CrispWhite	871869 62584 46	9105 004 56793
<b>1600 lm Medium Beam DALI</b>	ST640T LED16S/830 PSD MB ACT 5C6 BK	CRI80	871869 62577 22	9105 004 56731
	ST640T LED16S/930 PSD MB ACT 5C6 BK	CRI90	871869 62577 60	9105 004 56735
	ST642T LED17S/CRW PSD MB ACT 5C6 BK	CrispWhite	871869 62584 84	9105 004 56797
<b>1600 lm Wide Beam Fix</b>	ST640T LED16S/830 PSU WB ACT BK	CRI80	871869 62576 61	9105 004 56725
	ST640T LED16S/930 PSU WB ACT BK	CRI90	871869 62577 08	9105 004 56729
	ST642T LED17S/CRW PSU WB ACT BK	CrispWhite	871869 62584 60	9105 004 56795
<b>1600 lm Wide Beam DALI</b>	ST640T LED16S/830 PSD WB ACT 5C6 BK	CRI80	871869 62577 46	9105 004 56733
	ST640T LED16S/930 PSD WB ACT 5C6 BK	CRI90	871869 62577 84	9105 004 56737
	ST642T LED17S/CRW PSD WB ACT 5C6 BK	CrispWhite	871869 62585 07	9105 004 56799
<b>2500 lm Medium Beam Fix</b>	ST640T LED25S/830 PSU MB ACT BK	CRI80	871869 62578 83	9105 004 56747
	ST640T LED25S/930 PSU MB ACT BK	CRI90	871869 62579 20	9105 004 56751
	ST642T LED27S/CRW PSU MB ACT BK	CrispWhite	871869 62585 21	9105 004 56802
<b>2500 lm Medium Beam DALI</b>	ST640T LED25S/830 PSD MB ACT 5C6 BK	CRI80	871869 62579 68	9105 004 56755
	ST640T LED25S/930 PSD MB ACT 5C6 BK	CRI90	871869 62580 02	9105 004 56759
	ST642T LED27S/CRW PSD MB ACT 5C6 BK	CrispWhite	871869 62585 69	9105 004 56806
<b>2500 lm Wide Beam Fix</b>	ST640T LED25S/830 PSU WB ACT BK	CRI80	871869 62579 06	9105 004 56749
	ST640T LED25S/930 PSU WB ACT BK	CRI90	871869 62579 44	9105 004 56753
	ST642T LED27S/CRW PSU WB ACT BK	CrispWhite	871869 62585 45	9105 004 56804
<b>2500 lm Wide Beam DALI</b>	ST640T LED25S/830 PSD WB ACT 5C6 BK	CRI80	871869 62579 82	9105 004 56757
	ST640T LED25S/930 PSD WB ACT 5C6 BK	CRI90	871869 62580 26	9105 004 56761
	ST642T LED27S/CRW PSD WB ACT 5C6 BK	CrispWhite	871869 62585 83	9105 004 56808
<b>2500 lm High Efficacy Medium Beam Fix</b>	ST641T LED25S/830 PSU MB AC BK	CRI 80	871869 62580 40	9105 004 56763
<b>2500 lm High Efficacy Medium Beam DALI</b>	ST641T LED25S/830 PSD MB AC 5C6 BK	CRI 80	871869 62580 88	9105 004 56767
<b>2500 lm High Efficacy Wide Beam Fix</b>	ST641T LED25S/830 PSU WB AC BK	CRI 80	871869 62580 64	9105 004 56765
<b>2500 lm High Efficacy Wide Beam DALI</b>	ST641T LED25S/830 PSD WB AC 5C6 BK	CRI 80	871869 62581 01	9105 004 56769
<b>Glare Shield Straight (Snoot) Black</b>	ST640Z GS BK		871869 62598 56	9105 004 56880
<b>Glare Shield Angled (Skirt) Black</b>	ST640Z SK BK		871869 62598 63	9105 004 56881
<b>Honeycomb</b>	ST640Z HC BK		871869 62598 70	9105 004 56882



	Technical Product ID	CRI	EAN	12NC
<b>1100 lm Narrow beam Fix</b>	ST640T LED11S/830 PSU NB10 GC WH	CRI80	871869 62574 94	9105 004 56708
	ST640T LED11S/930 PSU NB10 GC WH	CRI90	871869 62575 31	9105 004 56712
	ST642T LED11S/CRW PSU NB10 GC WH	CrispWhite	871869 62583 78	9105 004 56786
<b>1100 lm Narrow beam DALI</b>	ST640T LED11S/830 PSD NB10 GC 5C6 WH	CRI80	871869 62575 79	9105 004 56716
	ST640T LED11S/930 PSD NB10 GC 5C6 WH	CRI90	871869 62576 16	9105 004 56720
	ST642T LED11S/CRW PSD NB10 GC 5C6 WH	CrispWhite	871869 62584 15	9105 004 56790
<b>1100 lm Semi-Medium beam Fix</b>	ST640T LED11S/830 PSU NB18 GC WH	CRI80	871869 62575 17	9105 004 56710
	ST640T LED11S/930 PSU NB18 GC WH	CRI90	871869 62575 55	9105 004 56714
<b>1100 lm Semi-Medium beam DALI</b>	ST640T LED11S/830 PSD NB18 GC 5C6 WH	CRI80	871869 62575 93	9105 004 56718
	ST640T LED11S/930 PSD NB18 GC 5C6 WH	CRI90	871869 62576 30	9105 004 56722
<b>1600 lm Medium Beam Fix</b>	ST640T LED16S/830 PSU MB ACT WH	CRI80	871869 62576 54	9105 004 56724
	ST640T LED16S/930 PSU MB ACT WH	CRI90	871869 62576 92	9105 004 56728
	ST642T LED17S/CRW PSU MB ACT WH	CrispWhite	871869 62584 53	9105 004 56794
<b>1600 lm Medium Beam DALI</b>	ST640T LED16S/830 PSD MB ACT 5C6 WH	CRI80	871869 62577 39	9105 004 56732
	ST640T LED16S/930 PSD MB ACT 5C6 WH	CRI90	871869 62577 77	9105 004 56736
	ST642T LED17S/CRW PSD MB ACT 5C6 WH	CrispWhite	871869 62584 91	9105 004 56798
<b>1600 lm Wide Beam Fix</b>	ST640T LED16S/830 PSU WB ACT WH	CRI80	871869 62576 78	9105 004 56726
	ST640T LED16S/930 PSU WB ACT WH	CRI90	871869 62577 15	9105 004 56730
	ST642T LED17S/CRW PSU WB ACT WH	CrispWhite	871869 62584 77	9105 004 56796
<b>1600 lm Wide Beam DALI</b>	ST640T LED16S/830 PSD WB ACT 5C6 WH	CRI80	871869 62577 53	9105 004 56734
	ST640T LED16S/930 PSD WB ACT 5C6 WH	CRI90	871869 62577 91	9105 004 56738
	ST642T LED17S/CRW PSD WB ACT 5C6 WH	CrispWhite	871869 62585 14	9105 004 56801
<b>2500 lm Medium Beam Fix</b>	ST640T LED25S/830 PSU MB ACT WH	CRI80	871869 62578 90	9105 004 56748
	ST640T LED25S/930 PSU MB ACT WH	CRI90	871869 62579 37	9105 004 56752
	ST642T LED27S/CRW PSU MB ACT WH	CrispWhite	871869 62585 38	9105 004 56803
<b>2500 lm Medium Beam DALI</b>	ST640T LED25S/830 PSD MB ACT 5C6 WH	CRI80	871869 62579 75	9105 004 56756
	ST640T LED25S/930 PSD MB ACT 5C6 WH	CRI90	871869 62580 19	9105 004 56760
	ST642T LED27S/CRW PSD MB ACT 5C6 WH	CrispWhite	871869 62585 76	9105 004 56807
<b>2500 lm Wide Beam Fix</b>	ST640T LED25S/830 PSU WB ACT WH	CRI80	871869 62579 13	9105 004 56750
	ST640T LED25S/930 PSU WB ACT WH	CRI90	871869 62579 51	9105 004 56754
	ST642T LED27S/CRW PSU WB ACT WH	CrispWhite	871869 62585 52	9105 004 56805
<b>2500 lm Wide Beam DALI</b>	ST640T LED25S/830 PSD WB ACT 5C6 WH	CRI80	871869 62579 99	9105 004 56758
	ST640T LED25S/930 PSD WB ACT 5C6 WH	CRI90	871869 62580 33	9105 004 56762
	ST642T LED27S/CRW PSD WB ACT 5C6 WH	CrispWhite	871869 62585 90	9105 004 56809
<b>2500 lm High Efficacy Medium Beam Fix</b>	ST641T LED25S/830 PSU MB AC WH	CRI 80	871869 62580 57	9105 004 56764
<b>2500 lm High Efficacy Medium Beam DALI</b>	ST641T LED25S/830 PSD MB AC 5C6 WH	CRI 80	871869 62580 95	9105 004 56768
<b>2500 lm High Efficacy Wide Beam Fix</b>	ST641T LED25S/830 PSU WB AC+B34C WH	CRI 80	871869 62580 71	9105 004 56766
<b>2500 lm High Efficacy Wide Beam DALI</b>	ST641T LED25S/830 PSD WB AC 5C6 WH	CRI 80	871869 62581 18	9105 004 56770
<b>Glare Shield Straight (Snoot) Black</b>	ST640Z GS WH		871869 62598 87	9105 004 56883
<b>Glare Shield Angled (Skirt) Black</b>	ST640Z SK WH		871869 62598 94	9105 004 56884

