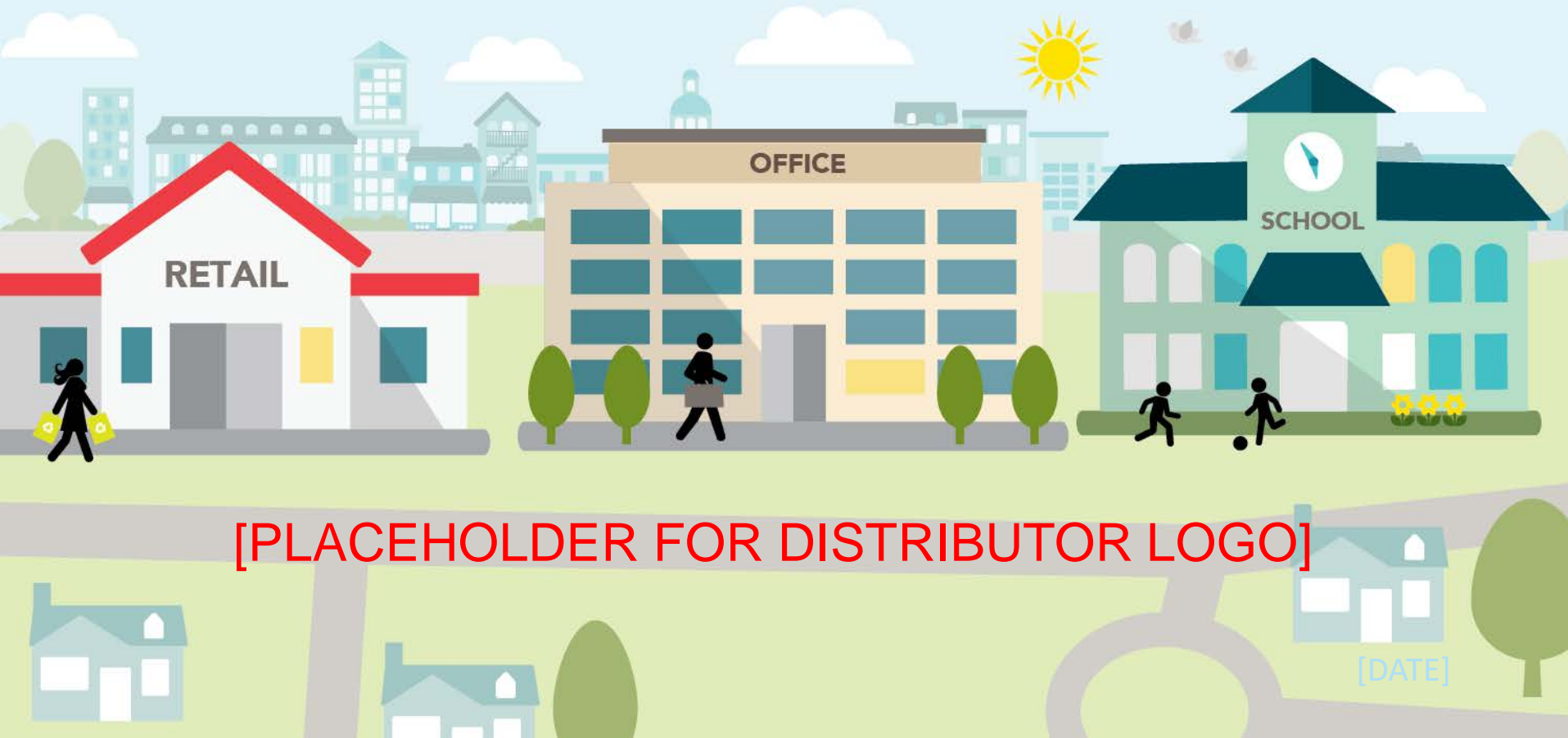


THE BENEFITS OF SWITCHING

TO LOW WATTAGE T8 LAMPS



Low Wattage T8s: A Win for Customers



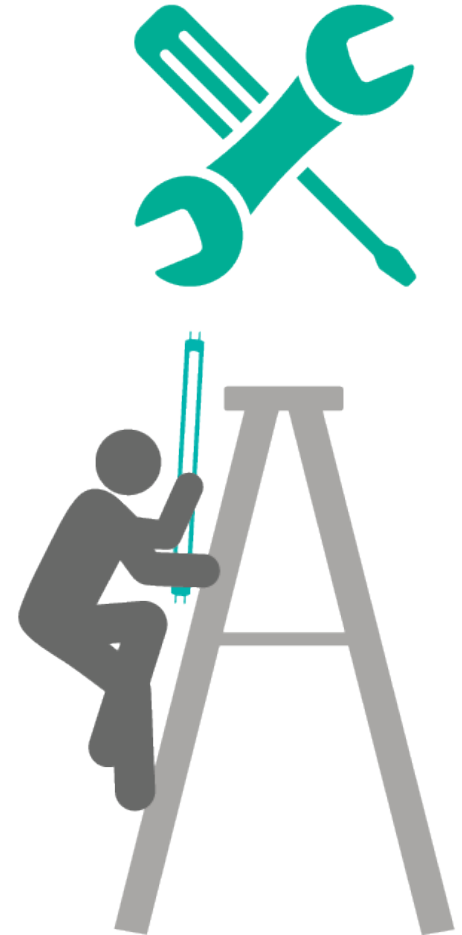
Low Wattage T8s Save Money

- Costs often on par with standard T8s
- Lifetime cost reductions from 14 to 23 percent
- Replacing 200 32 watt T8s with 25 watt T8s would bring equivalent of \$27,000+ in revenue
- Payback often less than a year

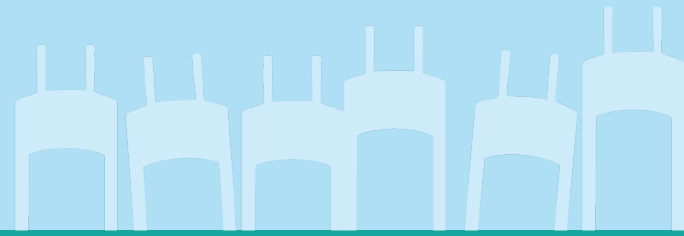


Lower Maintenance Costs

Due to longer product life, customers can reduce trips up the ladder and disposal costs by 50 percent



Cost-Conscious Option



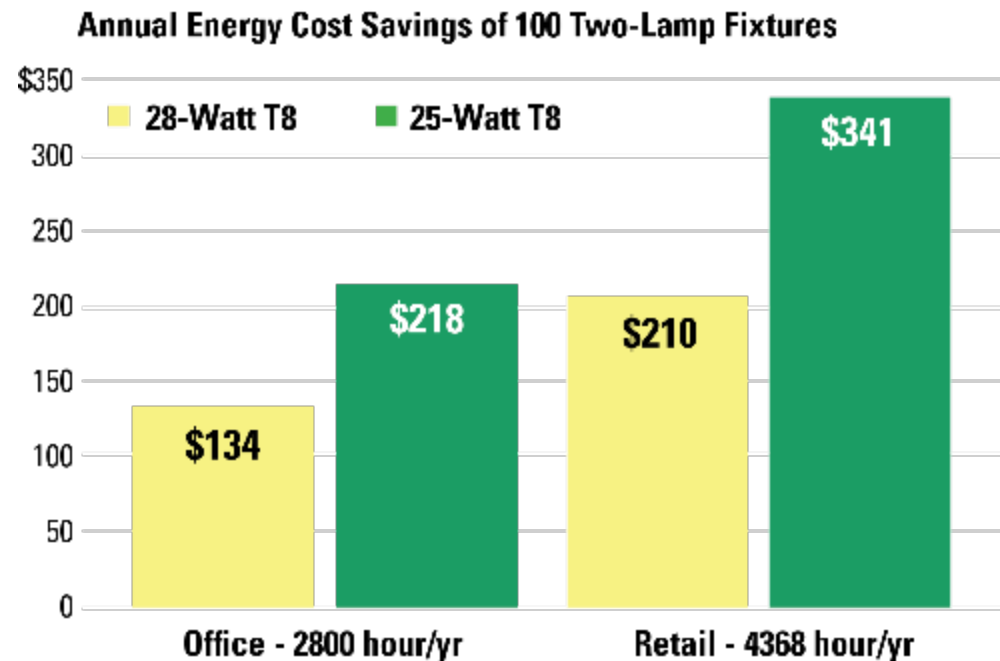
The switch to low wattage T8s is one-third cheaper than an LED system conversion



Low Wattage T8s Save Energy Usage

Reduce energy consumption by up to 20 percent

- Savings compared to using 32 watt lamps
- Energy costs based on \$0.06/kWh

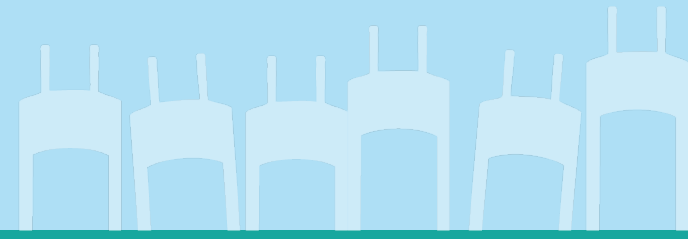


Low Wattage T8s Last Longer

With lifetimes ranging up to 84,000 hours, low wattage T8s can last up to 80 percent longer than standard T8s



The Right Brightness



- Lower watts but same light quality
- Won't overlight spaces
- Color accuracy

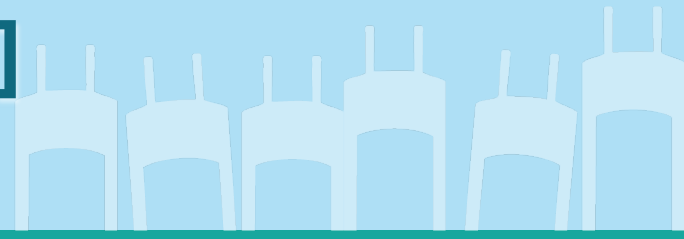


Easy Installation

- Compatible with existing T8 ballasts
- No rewiring or ballast changes needed
- Instant replacement option



Placeholder for [Distributor] Retail Success Story



- Payback in XX
- Currently achieving X percent energy savings
- Extended group re-lamping schedule by a year

**[PLACE HOLDER FOR
IMAGE]**

Placeholder for [Distributor Office/Other] Success Story



- Payback in XX
- Currently achieving X percent energy savings
- Extended group re-lamping schedule by a year

**[PLACE HOLDER FOR
IMAGE]**

Low Wattage T8 Benefits

LONGER LIFE

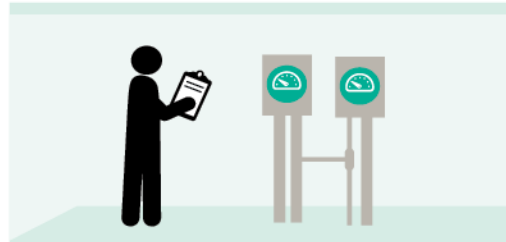
Lifetimes up to 84,000 hours

LESS MAINTENANCE



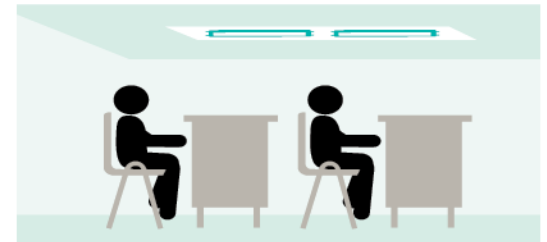
Up to 50% fewer trips up the ladder for your maintenance staff

ENERGY SAVINGS



Low wattage T8s are up to 20% more efficient than 32 watt T8s

RIGHT AMOUNT OF LIGHT



Low wattage T8s are bright but won't over-light your space

REDUCED LIFETIME COSTS

Low wattage T8s are comparably priced to 32 watt T8s, and reduce lifetime costs by up to 23%



EASY TO INSTALL

Often compatible with existing ballasts for instant replacements

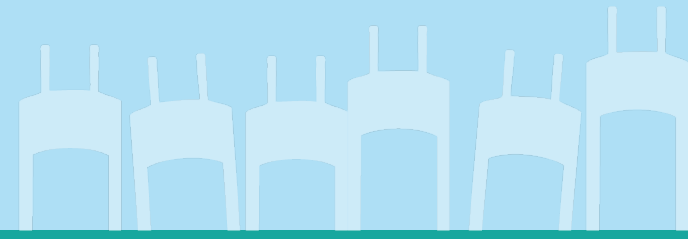


BETTER COLOR

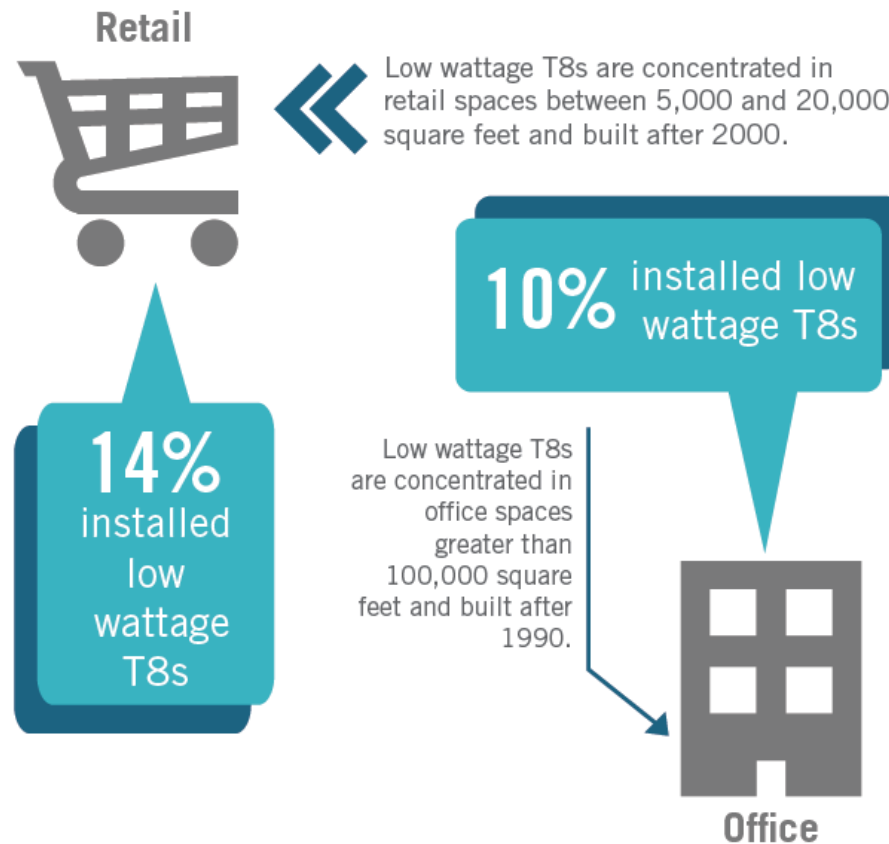
The light from low wattage T8s can portray colors more accurately



Target Customer Base



Retail and office spaces present the best opportunities for low wattage T8 lamp replacements



Low Wattage Opportunities



Top Prospects for Low Wattage Lamp Sales

Best when replacing 700 or 800 series 32-watt T8s

- Retail
- Office
- Schools (K-12, University)
- Government
- Warehouse
- Hospitals



Low Wattage Considerations



- With occupancy sensors on instant start ballasts
- With most dimming ballasts
- In areas with average temperature < 70 degrees F
- Not for use in air handling fixtures