Compact Fluorescents

- Energy Efficient – Saves up to 75% in electricity compared to incandescent lamps
- High Output – Bright light for quality illumination
- Long Life – Reduces maintenance costs
- Quality Tri-Phosphor Coatings – Provides high color rendition and consistent quality light output
- Wide Selection of Wattages and Designs – Broad coverage for installation flexibility

TODAY’S LIGHTING DISTRIBUTOR
July/August 2004

What’s Inside . . .
Do You Want to Be an LC?
Selling ENERGY STAR® Qualified Products
2005 NAILD Convention Schedule

NAILD
Official Publication of the National Association of Independent Lighting Distributors

CRMA, Inc.
301 NW Rock Creek Circle
Ankeny, IA 50021-8979

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Have you ever seen a lighting application where the lamps range from pink to orange and green? That is because the lamps have inferior reflector coatings. Our Eurostar reflector utilizes a multilayer titanium oxide coating which is much more durable than the standard dichroic coatings. The thickness and application of these coatings ensure that they do not crack or peel under the stress of high temperatures. Our Eurostar lamps maintain color from lamp to lamp and throughout the life of the lamp.

Inferior lamps display uneven and inaccurate beam patterns. Beam quality and uniformity are controlled by proper alignment of the lamp filament within the reflector. USHIO focuses the lamp filament inside the reflector, thereby optimizing the lamp's specified beam pattern, light intensity, and beam uniformity.

USHIO Eurostar lamps utilize a UV-blocking quartz envelope for added protection against the damaging effects of UV light.

USHIO - Total beam uniformity, white Halogen light and higher output
President’s Message

I hope that everyone has been having a pleasant and productive summer. Before you know it, we’ll blink and autumn will be here.

I would like to take this opportunity to expand on my last message to you in the June issue of TLD, where I spoke about five issues that were deemed of importance by those members who attended the convention in Rancho Mirage. A condensed update on these issues is as follows:

1. Raising the bar on new members accepted and revisiting the by-laws
We are in the process of reviewing the requirements for acceptance of both distributors and vendors. Once we come up with the suggested by-law change, it will be put to a vote. We are planning on sending out the suggested by-law change by proxy to all voting members for vote by the end of this year.

2. Shortening the convention to better serve members’ busy schedules
We have shortened the business portion of the convention. All business/educational sessions will begin on Wednesday and conclude on Friday. Saturday will be the Annual NAILD Golf Tournament or a day of leisure or rest for those who want it. See the updated tentative Schedule of Events on page 22.

3. Continuing and improving the quality of education at the convention
The Education committee is working hard on bringing expanded, quality education to members at the convention. We will be expanding further on these issues in the upcoming installments of TLD.

The Summer Executive Board meeting was July 16th and 17th in Atlanta this year.

The items discussed were:

• Advertising
• By-law Changes
• Buffalo Home Office Review
• Delray Beach, FL 2005 Convention
• Energy Star Alliance
• Financials
• Future Sites for 2006 and 2007

There will be a Fall Full Board meeting in Delray Beach September 23, 24 and 25th. At this meeting, discussion of the above items will be finalized and more new business will be discussed. Our NAILD Strategic Plan is devised every four years, and this is one of those years. At the full board meeting, we will be looking at where we have been in the past and how far we’ve come as an association. This will help give us a realistic sense of direction as to where we should go in the future with NAILD.

Your board members, committee members, and myself are all working hard to give you the best convention yet in 2005. As always, you can send your comments, thoughts, or ideas to myself at gary@atlantalightbulbs.com or to Linda Daniel at lmd@anild.org.

Let’s continue to “Challenge the Future” and work to make this association a stronger and more efficient entity to benefit you, the members.

Sincerely,
Gary Root
President

Today’s Lighting Distributor
July • August 2004
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NATIONAL ASSOCIATION OF INDEPENDENT LIGHTING DISTRIBUTORS, INC.

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John Devereux, President-Elect
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Bill Hurd, Secretary/Treasurer
NOVA Lighting – Charlotte, NC
Ralph Gironde, Immediate Past President
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Randall Johnson, LG
US Lamp, Inc. – Green Bay, WI

Today’s Lighting Distributor • NAILD • 5
July/August 2004

© 2004 Philips Electronics North America Corporation
**Calendar of Events**

**2004**

- **September 23 – 24**
  NAILD Strategic Planning Session
  Delray Beach Marriott
  Delray Beach, FL

- **September 24 – 25**
  NAILD Board of Directors Meeting
  Delray Beach Marriott
  Delray Beach, FL

- **May 10 – 12**
  Kitchen/Bath Industry Show (K/BIS)
  Las Vegas Convention Center
  Las Vegas, NV

- **May 14 – 18**
  NAED
  Boston Marriott Longwha Place, Boston, MA

- **October 9 – 12**
  NALMCON
  Norfolk, VA

**2005**

- **March 15 – 19**
  NAILD Annual Convention, Trade Show & Organized Casual Conference (OCC)
  Delray Beach Marriott
  Delray Beach, FL

- **September 7 – 10**
  Affiliated Distributors’ North American Meeting
  For more information call Karen Lindley, (610) 278-6421

- **November 4**
  NAILD Executive Committee Meeting
  Paradise Point Resort
  San Diego, CA

- **November 5**
  NAILD Fall Board Meeting
  Paradise Point Resort
  San Diego, CA

- **2006**

- **March 26 – 30**
  NAILD’s 29th Annual Convention, Trade Show & Organized Casual Conference (OCC)
  Paradise Point Resort
  San Diego, CA

See Industry Updates Section of this issue for other educational opportunities.

**Member Updates**

**New Vendor Member**

Lum-Tech Lighting Inc.
Joseph Ma, President
James Oh, Marketing Director
E-mail: jm@lum-tech.com
102 Commerce Drive, Suite 3
Moorestown, NJ 08057
(856) 234-2211
(856) 234-0881 fax

Residential and commercial recessed down lighting, fixtures and trims

**NAILD Mission Statement:**

To enhance the value of the specialized lighting distributor by creating opportunities for business development and growth through education and member interaction.

**Notice:**

The 2004 – 2005 NAILD Annual Membership Directory will be arriving in your mailbox shortly. You can also access the directory on-line (www.naild.org) in a pdf file format.

**PQL’s GO00 – BETTER – BEST PHILOSOPHY:**

By providing quality products that are unique and offer the best value to our customers, PQL, Inc. has set itself apart as a leader in the lighting industry. As a lighting manufacturer, PQL offers a complete selection of lighting products competitively priced to offer you the best value.

While some customers require the best quality, other customers require the best possible price. PQL is able to satisfy the individual needs of both customer groups by offering full product lines in several different levels of lamp performance:

- **INCANDESCENT LAMPS:** 20,000HR Super Life™, 10,000HR Superior Life™ and 5000HR Industrial Grade.
- **HALOGEN PAR LAMPS:** 5660HR Superior Life™, 4000HR Industrial and 3000HR Generic.
- **T8, T10 AND T12 FLUORESCENT LAMPS:** 36,000HR Superior Life™ and 20,000HR Industrial.

**CALL US FOR ALL OF YOUR LIGHTING NEEDS!**

(800) 323-8107
FAX: (877) 619-7053
e-mail: sales@pqlighting.com
www.pqlighting.com

**QUALITY MADE TO FIT EVERY BUDGET**
Howard Industries Announces the Hiring of a New Midwest Regional Manager

Ballast Division announces the addition of Ron Zigmont, as our new Midwest Regional Manager. Ron's most recent position was as National Sales Manager at Aero-Tech Light Bulb Co. Ron's level of commitment, energy, and enthusiasm will be a great asset to Howard Industries, Inc. He can be reached at 708-870-3092.

Howard Industries Ballast Products is a division of Howard Industries, Inc., a diversified international manufacturing company headquartered in Laurel, Mississippi. The HI divisions include: Howard Ballast Products Division, a leading producer of electronic fluorescent, magnetic fluorescent, and HID ballast products; Howard Transformers, the leading producer of distribution class transformers in North America; Howard Transportation, providing common carrier freight services throughout the United States; and Howard Computers, a leading producer of personal computers. For more information regarding Howard Industries or any of its products and services, please visit the web at www.howard-ballast.com or call us at 1-800-956-3456.

Westinghouse Lighting Corporation Appoints Marketing Manager for Light Bulbs

With over twelve years of experience in the consumer products field, Patty Isabella brings enthusiasm and expertise to Westinghouse Lighting Corporation's Light Bulb Marketing Manager position.

At Westinghouse, Ms. Isabella will enforce and coordinate the consistent portrayal of the Westinghouse brand image across all lamp marketing initiatives, which include packaging, promotions, and new product introductions.

Ms. Isabella's prior career experience includes a Marketing Financial Analyst position with Church & Dwight as well as nine years in sales and marketing with Philips Lighting Company.

"Patty's expertise in Sales and Marketing will bring a fresh perspective to Westinghouse Lighting's lamp category," says David Malin, Director of Marketing, Lamps. Westinghouse Lighting Corporation. "Through her guidance, we look forward to developing unmatched marketing initiatives that satisfy the consumers' expectations for superior value."

Ms. Isabella attained a BS in Finance and an MBA from Rider University. She currently resides in Ringoes, New Jersey with her husband and two daughters.

Bulbtronics Creates New Business Development Position

Bulbtronics, Inc., a leading supplier of bulbs, batteries and related lighting products to industrial, general lighting, transportation, medical, scientific and government lighting products, has added a new Business Development position called Business Development Manager. This position will be responsible for targeting and developing new opportunities in all markets.

The new Business Development Manager will be responsible for building and managing a new sales team with strong emphasis on developing and maintaining relationships with distributors and original equipment manufacturers (OEMs). Additionally, this position will assist in the development of marketing programs and sales materials to support the growth of the company's business.

"This new position will be responsible for expanding our share in existing markets as well as to explore innovative ways to distribute our batteries and lamps, both directly and through qualified niche distributors."

Aero-Tech Announces New National Sales Manager

George "GR" Thomas, formerly a Senior Sales Representative of Amtech Lighting Services, Inc., has joined the Aero-Tech Light Bulb Co., Schaumburg, IL, as National Sales Manager. He brings with him a vast depth of lighting experience, starting back in 1985 with the successful formation of his own reflector lighting company, Silverlight, Inc.

Through the years since then, following his sale of Silverlight to Courtaulds PLC, he has been involved in the selling of lighting products, maintenance, and retrofit projects. GR Thomas, an engineering graduate of Purdue University, has been married to his high school sweetheart, Joan Thomas, for over 44 years, and they are the proud parents of twin daughters Cindy Thomas and Sandy Stobbe.

It is his plan to work with and develop all aspects of lighting opportunities with the sales people and customers of the Aero-Tech Light Bulb Co.
Two deadlines are coming up for those interested in taking the National Council on Qualifications for the Lighting Professions (NCQLP) exam on November 6.

Individuals who pass the test receive Lighting Certification (L.C.) status. The NCQLP started the test to strengthen educational standards in the lighting community, and to identify those who are qualified professionals within it.

Currently, there are 1,119 individuals who have earned their L.C. Last year, 209 lighting practitioners registered for the 2003 exam. Seventy-eight percent passed. You can learn more about the “Class of ’03” at www.ncqlp.org.

For the 2004 exam, those whose registration is postmarked by August 13 will pay $475 to take the test. Those whose registration is postmarked between August 14 and September 24 (the final deadline for submitting registration) will pay $525 to take the test.

For more information on the LC program visit the National Council on Qualifications for the Lighting Professions (NCQLP) web site at www.ncqlp.org; call 703-518-4370 or E-mail: info@ncqlp.org.

The LC is a professional credential and may only be used by individuals who have successfully met the eligibility and examination requirements established by the National Council on Qualifications for the Lighting Professions (NCQLP).

L.Cs have a broad knowledge base in an increasingly specialized practice. The certification demonstrates value throughout the industry and to the public at-large.

The 2004 Lighting Certification Examination will be given November 6, 2004.

Early Application Deadline -- August 13, 2004
Final Application Deadline -- September 24, 2004

Visit our website at www.ncqlp.org

Please forward a copy of the 2004 LC Candidate Handbook when published and add me to the NCQLP mailing list. The address below is my ___ home ___ office

NAME
TITLE
COMPANY
ADDRESS
CITY/STATE/ZIP
PHONE  FAX
E-MAIL

Send completed form to NCQLP, 526 King Street, Suite 405, Alexandria, Virginia 22314 (Phone) 703-518-4370 (Fax) 703-706-9583 (E-mail) info@ncqlp.org
Glass Diffuser
- Helps prevent discoloration with age

Bulb Shape
- Works with standard bulb changers

Decorative Styles
- A variety of pleasing shapes

Tri-Color Phosphor
- CRI 84 (2800K warm) or CRI 88 (5000K daylight)

Amalgam Technology
- Steady output in any position

Phosphor Tube
- Ensures high-grade illumination in a compact tubular

Durable Components
- Instant on and flicker free

Base
- Nickel-plated brass prevents corrosion

Operating Temperature
- Indoor/outdoor use from -22°F to 122°F

Ballast Shielding
- Prevents disruption of other equipment

Homes and hospitals.
Railroad stations and hotels. Offices and arenas.
Even fun-filled Chuck E. Cheese’s. People turn to Panasonic for long-term lighting solutions. Maybe it’s because of the wide range of ENERGY STAR® qualified, premium lamps. Or the high-quality components found throughout our lineup. Whatever the reason, it’s just good to know that they last and last. Which means you’ll save on purchasing, energy costs, and maintenance.

E nergy ST a r

With the support of Panasonic distributor, City Lighting Products of Kansas City, Chuck E. Cheese’s retrofitted 220 restaurants for energy savings and recouped their investment in Panasonic CFLs in just three months.

For more information: 1-866-392-7292 or www.panasonic.com/lighting

ENERGY STAR is a U.S. registered trademark.
If increased sales, more profit, and customer satisfaction are part of your business plan, then consider selling ENERGY STAR qualified products. In this, the second of three ENERGY STAR articles, we will explain the benefits of selling ENERGY STAR qualified products compared to standard models.

Let’s look at how stocking, promoting, and selling ENERGY STAR qualified products can achieve these benefits. As an example, consider a compact-fluorescent light fixture. This type of product includes many of the fixtures that NAILD members sell to apartment buildings, property management companies, housing authorities, the hospitality industry, contractors and builders. Similar comparisons can be made for ceiling fans with lighting/light kits, compact fluorescent screw-in light bulbs, and exit signs.

To understand how you can receive these benefits, we first need to understand what makes the ENERGY STAR qualified product different from others.

**Fixture Quality:**
ENERGY STAR qualified fixtures must meet certain quality specifications. Lamps have a minimum average rated life of 10,000 hours, start within 1 second or less, and have a minimum color-rendering index (CRI) of 80. If the lamps do not have a warm color temperature of 2700K or 3000K, the packaging describes the color of the product (cool or warm) and states its intended use. The specification also dictates the maximum noise level of the ballast and the maximum ballast operating case temperature for optimal performance requirements. Additional standards exist for power factor, safety, and other quality issues. The quality of ENERGY STAR qualified fixtures is backed by a two-year warranty, double the industry standard.

**Energy Efficiency:**
Compact fluorescent lamps are more energy efficient than incandescent because they produce more light (lumens) per watt than incandescent lamps. But not all compact fluorescents are equal. The ENERGY STAR fixture specification includes minimum requirements for system efficacy (lumens/pt. Watt, per lamp ballast combination), thus assuring good light output while reducing energy costs.

**Selection:**
Today, over 60 ENERGY STAR Manufacturing Partners offer a combined total of over 9,000 models to choose from. Products include low-end, middle-end, and high-end fixtures in various styles and decors from modern to classic to meet your client’s needs. Fixture types range from simple ceiling fixtures and sconces, to decorative chandeliers.

**Increased Sales:**
By stocking, promoting, and selling ENERGY STAR qualified fixtures NAILD members can increase sales by attracting customers that are interested in saving energy and the environment. Most people, and companies, want to save energy and reduce their electric bills. Energy-efficient ENERGY STAR qualified fixtures can help them do that. At the same time many people want to do something to help protect the environment. In the U.S., the annual energy consumption is equal to over 50 percent of the energy consumed by the U.S. economy.

**Energy Saving:**
Energy Star qualified fixtures justify a higher price and therefore increased profits. The initial cost differences can be offset by the life cycle cost based on the reduced maintenance and energy costs. Given the opportunity to provide a better product that pays for itself, and given the choice of selling a $10, $20, or $25 fixture, why wouldn’t you want to sell the better fixture and make more money?

**Customer Satisfaction:**
When comparing an ENERGY STAR qualified fixture to a standard product, the ENERGY STAR qualified fixture has met the strict specifications for energy-efficiency, system efficacy, and quality criteria. These criteria assure your client of providing better light levels while helping reduce energy costs. The quality issues listed above will help overcome the common objections to compact fluorescent products. Because fluorescent and compact-fluorescent fixtures are by their very nature more complex, the two-year warranty offers an increased level of comfort for your clients.

Ask your fixture manufacturers for a listing of their ENERGY STAR qualified products and you may be surprised what they have to offer while creating opportunities to increase sales.

**Increased Profits:**
Given the opportunity to sell a standard incandescent fixture or a compact-fluorescent fixture, NAILD members already know that there is more profit in the higher dollar energy-saving fixture, even at the same markup.

In conclusion, once you understand the benefits of ENERGY STAR qualified products and commit to stocking, promoting, and selling them, NAILD members have an opportunity to increase sales, increase profits, and satisfy their clients. Isn’t that the goal of your business?

In the next article we will discuss the benefits of becoming an ENERGY STAR Partner.

Jeff Schwartz LC, IESNA, is a Senior Associate at ICF Consulting, and is responsible for ENERGY STAR Residential Lighting Fixture outreach to showrooms and distributors. He is an Associate Director of the National Council on Qualifications for the Lighting Professions (NCQLP) Test Committee, Technical Specialist for NYSERDA’s Small Commercial Lighting Program, a former Lighting Distributor, and former NAILD member.

**The Benefits of Selling ENERGY STAR® Qualified Products**
Convention Success
National Lighting Bureau Announces 25th High-Benefit Lighting® Awards Program

The National Lighting Bureau’s 25th annual High-Benefit Lighting® Awards Program is underway. This unique program is open to virtually anyone associated with a High-Benefit Lighting® installation: owners, designers, facility or property managers, contractors, sales representatives, utility employees, and users, among others.

High-Benefit Lighting is the term coined by the Bureau to designate electric illumination that is designed to fulfill the specific purposes for which it will be used, thus to spur significant bottom-line savings. In workplaces, for example, High-Benefit Lighting can help people work faster, with fewer errors caused by direct and indirect glare, among other lighted-environment deficits that commonly exist. Outdoors, High-Benefit Lighting can help prevent accidents of all types, from vehicle-vehicle to slip-and-fall, thus preventing the losses associated with insurance claims, absenteeism, administrative paperwork, accident clean-up, and litigation. Fewer accidents can also generate savings from lower insurance premiums. In retail situations, better lighting can help improve customer attraction and stimulate purchasing.

All Program information is located at the Bureau’s website (www.nlb.org/awards.html). Those without Internet access can obtain a copy of the materials by contacting the Bureau directly (tel. 301/587-9572 or e-mail infotoll@nlb.org).

The High-Benefit Lighting Awards Program can be entered by virtually anyone who had a role in influencing modification of an existing lighting system or development of a new one. Submissions should document how the new lighting contributed to improved productivity, increased retail sales, or any of the many other bottom-line benefits of High-Benefit Lighting.

All persons who enter the High-Benefit Lighting Awards Program receive a hand-inscribed certificate of participation. If an entry is developed into a case history, the person submitting the information will serve as the bylined author of a magazine article.

To be eligible for consideration in the 2004 High-Benefit Lighting Awards Program, an entry must be received no later than October 31, 2004.

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Philips Lighting Company Named Primary Supplier of Light Bulbs by Adventure Lighting, Inc.

Philips Lighting Company, the U.S.-based lighting company affiliated with Royal Philips Electronics, recently announced it will be the primary supplier of branded light bulbs for Dees Moses-based Adventure Lighting, Inc., for newly installed and replacement bulbs and fixtures for the commercial and industrial markets in central Iowa. Adventure Lighting will carry Philips’ complete professional product line.

“We selected Philips for its innovative and cost-effective lighting solutions, as well as its dedication to customers’ changing needs,” said Jack Huff, President, Adventure Lighting, Inc. “Our mission is to provide our customers with high-quality service, knowledge of industry trends and timely product fulfillment. With its professional business unit, Philips can help us fulfill our mission: to deliver to our current customers, while also preparing us to forge new business opportunities.”

“This alliance is a win-win situation for Philips and Adventure Lighting,” said Steve Goldmacher, Director of Corporate Communications, Philips Lighting Company. “This exclusive partnership demonstrates the confidence placed in Philips Lighting Company as the market-focused lighting manufacturer with the best growth opportunities in the industry.”

Advance Transformer Recognized as Outstanding Supplier by Grainger

Advance Transformer was presented with Grainger’s prestigious CFQ1 (Customer Focused Quality) Award for 2003 at a special event held June 14th in Chicago, Ill. Grainger, the leading broad line supplier of facilities maintenance products serving businesses and institutions throughout North America, presents the award annually to a select group of suppliers for outstanding performance throughout the year.

Grainger’s CFQ1 Award recognizes suppliers who achieve excellence in several categories, including management commitment, responsiveness, information integrity, on-time shipping, and order fulfillment. Grainger suppliers receive ratings throughout the year for their performance in each of these categories.

Approximately 2 percent of Grainger’s 1,200 suppliers receive this award each year. It is an extension of the company’s commitment to improving its overall service and sales assistance over the past several years.

Said Advance President & CEO Brian Dudden, “One of the keys to Grainger’s success is our commitment to service. We are pleased to recognize Advance for its exceptional service to our customers.”

Advance worked with Grainger to develop a customer service program that is tracked quarterly to ensure the specifications of the program are met, and then reported to the customer on a monthly basis.

“Grainger is proud to present Advance Transformer with the 2003 CFQ1 Award,” said James T. Ryan, Grainger Group President. “We value our relationship with Advance and look forward to continuing to work together on programs that meet the needs of our customers and drive profitable growth for both companies.”

For more information on Advance’s complete product line, visit Advance’s website at www.advancetransformer.com or call Advance at (800) 322-2086. Advance is a division of Philips Electronics North America.

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General Electric’s Renowned Lighting Institute Announces Conference Schedule for Third and Fourth Quarter ’04

Lighting technology changes every day, and many innovative changes and ideas are being born through the renowned GE Lighting Institute, the world’s foremost lighting training facility with full-scale demonstration centers and a staff of lighting experts. Serving the industry for more than 70 years from GE’s historic Nela Park campus in Cleveland, the Lighting Institute has set its conference schedule for the third and fourth quarters of 2004. Upcoming conferences include:

Hospitality Lighting

Directed towards lighting decision makers and designers in the hospitality market, this conference discusses lighting ... areas. Special topic on how lighting and room air conditioning can increase guest comfort and improve financial performance.

September 15-16, 2004 Cost: $350 / 1.2 CEU Credits

Healthcare Lighting

This conference is designed for facility managers, designers and maintenance supervisors that specify or maintain lighting systems in healthcare settings. The focus is on ... compromising light levels or lighting quality. Session includes: disposal regulations; trends in healthcare lighting; outdoor lighting for security and site developments in lighting equipment and controls. Special topic on lighting for the aging eye, operating rooms and medical diagnostic areas.

October 25-26, 2004 Cost: $350 Continues on next page
ADVANCED**
Meant for the experienced distributor sales representative who wants an edge in today's lighting market, this conference demonstrates how the latest innovations in lighting provide value to the customer. Topics include advances in lamps and lighting systems, market trends, cost-light analysis, and how to use tools to sell lighting value and upgrades.

October 21-22, 2004
Cost: $350

** A GE Consumer & Industrial Representative must approve registration for BASICS and ADVANCED Distributor Sales Representative conferences.

For additional information visit www.GELighting.com or contact the GE Lighting Institute at (800) 255-1200.

Prophet 21 Offering Free Distribution Technology Demonstrations
Distributors who want to learn how to take advantage of technology to increase sales, improve customer service, and reduce operating expenses should attend one of the free Distribution Technology Demonstrations sponsored by Prophet 21.

Held throughout the United States this summer, the live demonstrations will give distributors the opportunity to see how Prophet 21 CommerceCenter, a Windows-based enterprise software solution that runs on a SQL server database, can benefit their business.

Prophet 21 Distribution Technology Demonstrations are being held in cities including:

- August 10, 2004 - Indianapolis, IN
- August 11, 2004 - Charlotte, NC
- August 12, 2004 - Pittsburgh, PA
- August 17, 2004 - Atlanta, GA
- August 17, 2004 - Oakland, CA
- August 18, 2004 - Houston, TX
- August 19, 2004 - Chicago, IL
- August 19, 2004 - Toronto, Ontario, Canada

To register for a free Prophet 21 Distribution Technology Demonstration call 1-800-PROPHET, press 1, or visit www.p21.com/demo

For more information about Prophet 21, please visit www.p21.com, e-mail info@p21.com, or call 1-800-PROPHET, press 1.
New Product Updates

New Triad® High Efficiency High Output Electronic Ballast From Universal Lighting Technologies

Con-Tech Lighting recently introduced the new mini AroTech. Not only does this fixture offer the latest in ballast and lamp technology, but it is 25% smaller than the original AroTech (it’s only 1.78” high). Our new expanded AroTech offering includes two new energy saving Aromat mini ballast options (20W and 39W).

This new 20W version utilizes the newest lamp technology — the 20W T4 5 ceramic metal halide lamp. This 20W version is available in both spot and flood versions, and can effectively replace 75W PAR halogen sources. All of our new ballast/fixture/lamp combinations offer many great features, including longer lamp life, 85CRI, and energy savings up to 15% over magnetic. You will soon be receiving a mailing on this exciting new offering, including catalogs, specifications sheets and pricing. The new AroTech catalog is available online at www.con-techlighting.com/pdf/Arotech.pdf. The specification sheets can be found in the Track section of our Spec Sheet page at www.con-techlighting.com/submittal.asp.

Advance Enhances Popular Family of Matchbox® Miniaturized Electronic Ballasts

Advance Transformer announces the enhancement of its popular line of Matchbox® miniaturized electronic ballasts to include new High Power Factor models for the operation of a variety of 4-pin compact fluorescent and T5 linear fluorescent lamps at 120V. Optimal in applications where high power factor circuitry is a requirement, the new HPF Matchbox ballasts will operate such compact fluorescent lamp combinations as one or two 7-Watt or 9-Watt twin tube lamps, one or two 13-Watt quad or triple tube lamps, or one 18-Watt quad or triple tube lamp, in addition to operating one or two 8-Watt or 13-Watt linear T5 lamps. A new Normal Power Factor Matchbox ballast has also been introduced for the operation of one 26-Watt quad or triple tube lamp. Lightweight and compact, Advance’s HPF Matchbox ballasts are available in two sizes: a version for one-lamp operation (4.4”L X 1.85”W X .94”H) and one for two-lamp operation (5.0”L X 1.85”W X .94”H). Their sleek design makes them ideal for applications involving smaller lighting fixtures, such as vehicle exhaust, task, ambiance, orientation, outdoor residential, and sign lighting.

All Matchbox electronic ballasts sport a powerful array of standard features, including color-coded poke-in connectors, instant-on electronic design insuring flicker-free starting, low temperature starting (0°F), and end-of-lamp-life circuitry. In addition, with their Class B FCC EMI rating, all Matchbox ballasts meet all consumer as well as EPA Energy Star® Residential Lighting Fixture Program requirements.

Catalog numbers for the new Matchbox HPF ballasts are RMB-1P13-S2-H (one-lamp) and RMB-2P13-S3-H (2-lamp). The catalog number for the new Normal Power Factor Matchbox ballast operating one 26-Watt quad or triple tube lamp is RMB-12P6.2.

For more information on Advance’s complete product line, visit Advance’s website at www.advancetransformer.com or call Advance at (800) 322-2086.

TCP also offers a line of Instant Start electronic ballasts and Programmed Start dimmable electronic ballasts in both 120 and 277 volt dimming and non-dimming versions for installation in any high bay fixture. Other fixture models and options are available from TCP.

Technical Consumer Products, Inc. has been an ENERGY STAR® partner since 2001. To see the latest developments in energy efficient lighting and more information on Technical Consumer Products, visit http://www.tcp.com, email info@springlamp.com or call 1-800-324-1496.

New for 2005 NAILD New Product Entries at Convention

The NAILD Board of Directors and Convention Committee have been brainstorming to make the 2005 New Product Showcase entries swelable to all attendee’s. One idea is to have a looped slide show featuring all the New Product Entries set up at a location within the exhibit hall. This will allow Distributors to get a preview of all new Products before walking around and seeing the individual products. The Distributors will still be displaying at their respective booths. This will take place throughout the convention but specifically during the opening of the trade show on Thursday (see page 22 for tentative schedule of events). More details will follow in upcoming issues of TLD.
2005 NAILD Convention, Trade Show & ‘Organized Casual Conference’ (OCC)
Delray Beach Marriott – Delray Beach, Florida

Tuesday, March 15
1:00 pm – 4:00 pm  Board Meeting
5:00 – 6:00 pm  Past Presidents’ Council/Executive Board Meeting
6:00 – 8:00 pm  Dinner on Your Own
8:00 – 9:00 pm  New Member Reception
9:00 pm  Open Hospitality/Comedy Night

Wednesday, March 16
7:30 – 8:00am  Hot Buffet Breakfast
8:00 – 9:30am  Member Introductions/Candidate Speeches/Opening Speaker
9:30 – 10:00am  Break
9:30am – 12 Noon  Registration
10:00 – 12:00 Noon  Roundtable
12:00 Noon – 1:00pm  Lunch
1:00 – 3:00pm  Education Session
3:00 – 6:00pm  Exhibitor Set-Up
6:00 – 7:00pm  Opening Dinner/Dance/Hosted By TCP
7:00 – 10:00pm  Open Hospitality

Thursday, March 17
7:30 – 8:00am  Hot Buffet Breakfast
8:00 – 9:00am  Opening Trade Show and Presentation of New Items
9:00am – 12:30pm  Member Appointments at Booth
12:30 – 1:30pm  Lunch
1:40 – 3:40pm  ‘OCC’ (20 Minute Appointments at Booth)
3:40pm  Exhibit Teardown
7:00 – 10:00pm  Evening Dinner Hosted By GE Lighting
10:00pm  Open Hospitality

Friday, March 18
7:30 – 8:00am  Hot Buffet Breakfast/Board Elections
8:00 – 9:00am  General Business Meeting/Installation of Officers
9:00 – 9:15am  Break
9:15 – 10:15am  Distributor Meeting
10:15 – 10:30am  Vendor Meeting
10:30am – 12:00 Noon  Distributor/Vendor Joint Meeting
12:00 Noon – 1:00pm  Lunch
1:00 – 2:00 pm  Education Session
2:15pm  Committee Meetings
7:00 – 10:00pm  Evening Dinner Hosted By Philips Lighting
10:00pm  Open Hospitality

Saturday, March 19
10:00am – 2:00pm  Golf Tournament
6:00pm  Farewell Dinner

Tentative Schedule of Events

"Superior service is the result of a commitment to sustained excellence throughout the organization"
— Kim Cook
Vice President, Sales & Marketing, Halo Lighting Corporation

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- High Lumen 4-Pin: 18, 24, 36, 40 and 55 watts with color temperatures ranging from 3000 to 4100K.
- Mini-Spirals: 11, 15, 20 and now high wattage mini in 25, 27 and 32 watts with color temperatures ranging from 2700 - 5000K. One-piece units are available with the following glass envelopes: A19, R20, R30 and R40. These lamp types are available in 3000K and are great for incandescent replacement.

Every ProLume® Compact fluorescent lamp is backed by our Quality Assurance Guarantee.

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