



Rebuild America Industry Partner Program

Partnership Proposal Prototype
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Rebuild America Industry Partner Program Proposal

This proposal has been prepared for the U.S. Department of Energy – Rebuild America Program describing Lithonia’s commitment to the program and interest in becoming a Rebuild America Industry Partner. The proposal includes a brief summary of Lithonia Lighting’s company background, our vision statement for this program, our lighting products, and services we will provide to assist Rebuild America Partners.

Lithonia Lighting Overview

Lithonia Lighting is North America's largest manufacturer of lighting equipment for commercial, industrial, outdoor and residential applications. Headquartered in Conyers, Georgia, Lithonia operates 14 manufacturing facilities in the United States, Canada and Mexico and maintains six distribution centers and a North American network of regional warehouses.



▲ Artist's rendering of Lithonia Lighting Headquarters Complex, Conyers, Georgia

Lithonia manufactures a comprehensive line of lighting products and systems that covers the complete spectrum of lighting requirements. Every Lithonia product is engineered to provide exceptional reliability and performance. These products are backed by broad, in-depth technical assistance and service programs that are unequalled in the lighting industry.

Lithonia’s commitment to the lighting industry for over 50 years is exemplified not only with superior products and services, but also our strong commitment to industry activities. Many of our employees are involved as leaders in national organizations developing lighting standards and guidelines, such as the Illuminating Engineering Society of North America (IESNA), the National Lighting Collaborative, the Association of Energy Engineers and the National Electrical Manufacturer’s Association. Lithonia has assisted in the development of the Federal Energy Management Program (FEMP) guidelines for lighting products. In addition, Lithonia participates in the EPA Green Lights and Energy Star Programs. In 1998, Lithonia was awarded recognition as the EPA Energy Star Exit Partner of the Year. We have recently assisted in the development of a Rebuild America lighting design template for US Coast Guard hangers. We are also working with Emory University on Residential Life Building renovations through the Rebuild America program.

Lithonia personnel are among the most knowledgeable in the industry. Lithonia is committed to continuous learning through internal and external training programs. Lithonia strongly supports the National Council on the Qualifications for the Lighting Professions (NCQLP) lighting certification program. Various employees throughout the organization as well as many Lithonia sales representatives have obtained the Lighting Certified (LC) accreditation illustrating a broad based knowledge in lighting.

Our Partnership Vision Statement

Lithonia Lighting is committed to providing the best value in lighting.



Our vision with respect to the Rebuild America Program is to:

- **Provide highly efficient lighting products**
- **Provide tools and services to assist partners in making quality lighting decisions**
- **Provide information and training to partners to help them understand the importance of an efficient visual environment – including energy and visual performance.**

The Lithonia Lighting Product Line

Lithonia offers a full range of indoor and outdoor lighting products for a variety of application types such as commercial, industrial, institutional, and residential.

Product offerings include:

Fluorescent Lighting	
Decorative Fluorescent	
Downlighting & Track	
Outdoor Lighting	
Emergency Systems	
Lighting Control Systems	
RELOC Wiring Systems	
Indoor H.I.D. Lighting	
Rough Service Lighting	

And cover a wide range of application types:

Offices

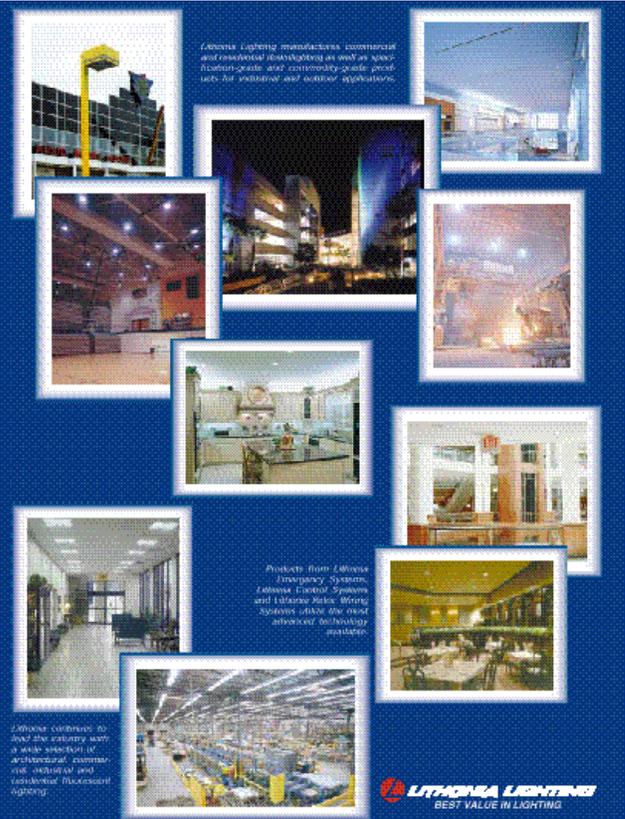
Schools

Industrial Facilities

Healthcare Facilities

Residential

Retail



Lithonia Lighting manufactures commercial and residential downlighting as well as space fluorescent and track lighting products for indoor and outdoor applications.

Products from Lithonia Emergency Systems, Lithonia Control Systems, and Lithonia Rides, Wiring Systems utilize the most advanced technology available.

Lithonia continues to lead the industry with a wide selection of architectural, commercial, industrial and residential fluorescent lighting.

LITHONIA LIGHTING
BEST VALUE IN LIGHTING

Parking Lots

Sports Lighting

Landscape Lighting

Security

Building Facades

Fluorescent Lighting:

- Parabolic Lighting - Recessed and surface mounted products designed to minimize direct glare.
- Architectural Lighting - Direct/indirect recessed lighting, linear wallwash, perimeter, and recessed row lighting.
- Lensed Troffers - Recessed standard and premium products available in a variety of sizes and lens types
- Wall Brackets - Wall mounted lighting commonly used for stairwells, restrooms, and hospital patient rooms
- Surface Commercials - Products for use under cabinets, wraparounds, and other surface/pendant mounted lighting.
- Strips - Various grades of linear fluorescent strip lighting.
- Industrials - Reflector industrials with solid top or uplight, damp / wet location luminaires, and cleanroom products.
- Decorative - A wide variety decorative styled surface and wall mounted products including wall sconces.



Downlighting and Track:

- Downlighting - Specification and light commercial / residential grade products using incandescent, compact fluorescent, HID and low voltage light sources. A variety of reflector trims are available to accommodate different distribution requirements as well as color and aesthetic preferences. Downlights include open, lensed, wallwash, and accent lighting.
- Track Lighting - Adjustable track lighting systems available in a variety of styles and finishes. Track lighting products utilize various lamps including incandescent, fluorescent, and metal halide. Line voltage and low voltage products are available.



Indoor HID Lighting

- High Bays - Open and enclosed products for higher mounting heights, utilizing aluminum reflectors, acrylic or glass refractors.
- Low Bays - Enclosed products designed for lower mounting heights, available with aluminum reflectors or acrylic refractors.
- General Area - Recessed or surface mounted lensed and louvered area lighting.
- KiloWatch™ Controls - A unique control system for indoor HID lighting providing multi-level lighting.



Rough Service Lighting

Architectural and general purpose products designed for harsh environments. Rough Service products are designed to use incandescent, fluorescent, compact fluorescent and HID light sources.



Outdoor Lighting

- Area Lighting - A wide variety of cutoff and post-top lighting available in various styles, optical control, finishes, and wattages.
- Floodlighting - Standard, architectural and high-performance floods available in a variety of sizes and wattages.
- Wall-Paks - Wall mounted lighting units available in polycarbonate or glass utilizing HID and compact fluorescent sources.
- Pathway / Accent Lighting - Decorative bollards and post-top lighting available in various styles, finishes, and wattages.
- Landscape Lighting - In-grade, underwater, and floodlighting products designed for architectural outdoor lighting.
- Parking Garage Lighting - Lighting products designed specifically for the requirements of parking garages.
- Sportlighting - Floodlighting products designed for recreational to professional levels of outdoor sports.



Emergency Systems

- Exit Signs - Architectural, general purpose, heavy duty and rough service exits. Exits utilize incandescent, fluorescent, LED, and self luminous sources. Retrofit exit kits are available to upgrade existing incandescent exits to LED exits.
- Emergency Lighting Units - Contemporary to heavy duty products designed to illuminate the path of egress.
- Battery Packs - Battery back-up units providing various levels of light for linear and compact fluorescent sources.
- AC Power Systems - Reliable standby power supply for incandescent, fluorescent or HID lighting.



Lighting Control Systems

- Dimming - Wallbox dimmers, integrated system photocells, and switches for manual or preset dimming.
- Sensing - Ultrasonic and infrared occupancy sensor equipment.
- Switching - Control systems integrating dimming, switching, scheduling, and energy management functions.



Modular Wiring Systems

- Commercial - Reloc® Quick-Flex wiring featuring plug-in relocatable components for recessed fluorescent lighting.
- Industrial - Reloc® OnePass wiring featuring plug-in relocatable components specifically for HID industrial lighting.



Rebuild Partnership Services

Lithonia Lighting is uniquely positioned to offer various services to the Rebuild Partners to assist in product selection, application design, training, local code development, prompt product delivery, and after sales service.

➤ Sales Service

Lithonia Lighting can offer local sales service directly to Rebuild America Partners through our extensive network of regional independent sales agencies. With over 150 sales offices throughout the U.S., Rebuild America partners are assured of personalized service. The Lithonia sales representatives attend on-going training sessions and are backed up with regional Lithonia product specialists for specific customer needs. The Lithonia sales representatives can help Rebuild America partners in selecting products, lighting design services, pricing and order administration. Lithonia sales representatives are also available to assist with any after sales service required.



➤ Product Selection

One of the most challenging aspects facing building owners is the selection of the type of lighting equipment that meets the requirements for their application. Lithonia recognizes this challenge and is currently developing several tools to support exiting product information in the selection of lighting products. Lithonia has the most comprehensive and informative condensed catalog, the Lithonia Product Selection Guide – Edition 5. (Picture). This condensed catalog presents lighting product information in a broad, non-technical manner.



The Lithonia LightWare™ Toolbox is a CD-ROM toolbox featuring electronic catalog information, design tools, and other useful lighting information presented in an easy-to-use consolidated format. LightWare includes:

- Product search tool to identify lighting products based on their generic type (i.e. – recessed troffer), application type (i.e. – office), or performance characteristics (i.e. – luminous efficiency).
- The electronic version of the Lithonia Product Selection guide
- Electronic specification sheets containing specific product and technical information typically used in the construction bid package
- Technical data such as lighting design tips and troubleshooting information
- Lithonia's comprehensive library of photometrics data in the standard IESNA format consisting of over 4,000 products.
- Application design tools including Visual 2.0™ – Basic Edition and Templit™. Visual 2.0 – Basic Edition assists in determining the lighting layout including the proper illuminance level, number of luminaires and luminaire spacing for general interior lighting layouts. Templit provides iso-illuminance output for a single pole lighting configuration for outdoor area lighting. Templit provides the illuminance levels and distribution of light from the pole configuration. It can also provide guidance for determining the most effective mounting height for a particular luminaire type.
- Lighting design case studies to help disseminate information about successful lighting applications.



The Lithonia Lighting web site at www.lithonia.com provides a vast array of product information including the latest product introductions, Lithonia sales service locator, technical information, on-line catalogs, software downloads / updates, and much more. Rebuild America partners will have the capability of subscribing to the Lithonia customer list and profiling their interests so that they will receive product and informational mailings specific to their businesses.



➤ **Application Design**

Lighting design layouts can be provided in a variety of methods to best suit the Partner's needs. For basic lighting designs, Partners may choose to use the Visual 2.0 software to design their own layouts. Visual 2.0 – Basic Edition is a simple, "wizard" format tool to assist in determining simple interior lighting layouts. Visual 2.0 – Basic Edition is available free of charge. A simple design tool for outdoor area lighting is called TEMPLIT. The TEMPLIT software provides lighting performance information for a single pole outdoor lighting configuration. TEMPLIT is also available free of charge.



For more advanced interior layouts with multiple luminaire types or irregular architectural features, the Visual 2.0 – Professional Edition can be utilized and provides output that can integrate with CAD drawings. Visual 2.0 – Professional Edition assist with both interior and exterior lighting designs. Visual 2.0 – Professional Edition can be purchased through the local Lithonia sales agencies for a nominal cost. On-site design using Visual 2.0 and TEMPLIT provides the fastest design turn-around time, however requires some lighting design knowledge.



Lithonia sales representatives can also assist with application design using software tools at their local office. In most cases, the sales representatives have experienced lighting personnel and can provide design layouts within a few days. Sales representatives also have access to the Lithonia Controls Design Software (LCDS) to design effective control systems and create a bill of materials of Lithonia products. Sales representatives generally provide free design services for customers who purchase Lithonia Lighting products.

For complex lighting designs, Lithonia sales representatives will utilize factory based application engineering services. Lithonia offers a staff of experienced lighting design professionals for all types of lighting applications. Many of the applications personnel are graduates from accredited engineering programs specializing in Illuminating Engineering. This service is offered free of charge for customers who purchase Lithonia Lighting products. Factory based application services offer the greatest level of lighting expertise, but may require slightly more time.

➤ **Training**



Lithonia employees and sales representatives attend frequent product and technology training programs. A training program specific to the Rebuild America Program will be created and distributed to individuals who will be involved with Rebuild America Partners. This training program will consist of informational materials and details about Lithonia's services under the Rebuild America Program. This training will be distributed directly to individuals involved in the Rebuild support activities.

It is critical that Regional DOE Rebuild America staff has sufficient training specific to lighting. Lithonia will offer a training program at the Lithonia Lighting Center in Conyers, Georgia. The details of this program will be fully defined after an analysis of the staff training needs, however a preliminary training outline would include:

- Review of Lithonia's vision for the Rebuild America Program
- Review of Lithonia product offering
- Review of Lithonia services for the Rebuild America Program
- Application sessions covering lighting technology and application topics
- Software training for the Visual 2.0 and TEMPLIT software
- Training for Lithonia's LightWare toolbox and web services

This training program is targeted for two full days of training in Conyers, Georgia. Regional programs may be considered in special cases.



Lithonia will also develop factory based training programs specific for Rebuild America Partners. The format of this program would be similar

would place more emphasis on application criteria and financial benefits of energy efficient lighting renovations. This program will be offered at a



The Rebuild America National Conference is a key opportunity for Partners and Staff to learn about new lighting related products and

national conference. The 1999 conference is tentatively scheduled for August in Las Vegas.

➤ **Local / Regional Codes**

Many municipalities are currently interested in upgrading their local energy and lighting codes.

practical and efficient lighting practices. This expertise will be offered to Rebuild Partners as necessary.

Product Delivery



and 19 regional warehouses throughout North America, Lithonia leads the industry in product availability. Rebuild America partners can purchase products from authorized

distributors carry a significant number of products in stock. In addition, approximately 1,500 of our most popular products are available as part of the program. Orders entered through the LightQuick program are available for next day

Promotion of Rebuild America Program

To make the Lithonia Lighting / Rebuild America partnership a successful venture, Lithonia will engage in the following promotion of the Rebuild America Program.

Infomercials on the Rebuild America program will be incorporated in the appropriate workshops

- 1999)
- Development of Rebuild America case studies to be published on the Lithonia web and/or featured in customer mailings.
Links to the Rebuild America web site directly from the Lithonia web, and an evaluation of a Lithonia

The Rebuild America Program will also promote the Lithonia partnership in Rebuild America newsletters, trade shows and web site.

Lithonia Contacts

The Lithonia proposal for the Rebuild America Program has been reviewed and approved by management. The following Lithonia contact has been designated to the support of this program:
Manager, Technical Marketing Development

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Summary

The Rebuild America program offers significant opportunities for intelligent and energy efficient lighting application. Lithonia is well positioned to support the Rebuild America objectives with the broadest range