



Q2 2021 | Volume 29

Welcome to the Q2 2021 edition of *Illuminations*, the official source for product and company updates from Fulham. Be sure to use the links at the bottom to connect with us on social media, and [visit fulham.com](http://fulham.com) for past issues of *Illuminations* or more details.



## Help **Protect** Your Supply Chain

As you've most likely experienced firsthand across almost all electronics you encounter, 2021 is unlike other years — There is an industrywide component shortage due to the pandemic that affects leadtimes and is [expected to pose issues throughout 2022 and well into 2023](#). Help secure your supply chain now by ordering whatever you anticipate needing ASAP. Consider [programmable EM combo units in stock](#), for instance, that increase your versatility – Shipping now with no waiting!

## Chosen '**Video** of the Quarter'

Our highlighted "Video of the Quarter" is not exactly recent news... It occurred in 2016, and it has over 4.4 million views. But it's definitely a departure from the mundane... Enjoy! > [https://www.youtube.com/watch?v=dsq\\_jZiB1\\_U](https://www.youtube.com/watch?v=dsq_jZiB1_U)

Submit an *original* video for consideration in future months by emailing [updates@fulham.com](mailto:updates@fulham.com)

\*Fulham is neither associated with, nor does it endorse, the poster/owner of this video.



Like & Share Our [New Corporate Video on YouTube!](#)



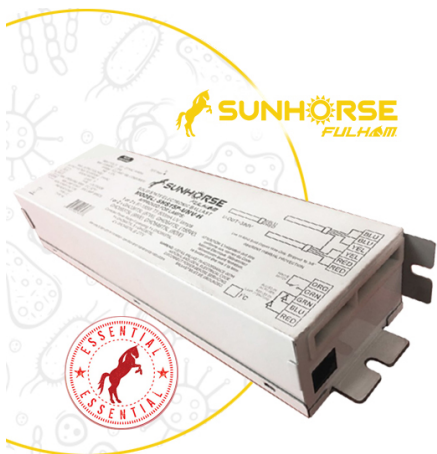
Fulham is proud to present a [brand new, 2021 Corporate Video](#) that underscores the latest trajectory of the company as a proponent for the advancement of both ESSENTIAL PRODUCTS for [health](#), [safety](#) and food applications ([horticulture](#) & [refrigeration](#)), as well as [CUSTOM PRODUCTS](#) via our distinctive, in-house Engineering Capabilities.

Have a look> <https://www.youtube.com/watch?v=12zQ9Wo9Zml>, Subscribe to our Channel, Like and Share!!

## Launched! Two New FireHorse Emergency Exit Items

Our new High-Lumen [FHEM17](#) Emergency Fixture is here! 800 Lumens!

We've also recently launched both the [FHEx26 – Slim Wet Location LED Exit Sign](#) and [FHEC34 – Slim Wet Location Combo LED Head Exit Sign](#) with cold weather heater options



## SunHorse Programmables Launching Soon!

Our breakthrough SunHorse Germicidal UV Programmable ballasts are expected to launch within the August time frame, where we will be accepting orders (with TBD lead times that will depend on component availability). They offer programmable output current and operate one- and two-lamp combinations of T5 and T6 Germicidal UV lamps. These serve the same purpose as our other *programmable* products: convenience, versatility and SKU reduction.

## Please Welcome Craig Traverson, NorthEast OEM RSM

Fulham is pleased to announce Craig Traverson ([ctraverson@fulham.com](mailto:ctraverson@fulham.com)) as OEM RSM for the NorthEast states of: Connecticut, Delaware, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, and Vermont, and for Washington D.C. As a prior customer of Fulham's, Craig is both familiar with, and an advocate of, our high quality products.





## Introducing **Kyle Lavin**, OEM Business Development Associate

Our OEM team is happy to have Kyle Lavin ([klavin@fulham.com](mailto:klavin@fulham.com)) as a new addition to the team! Kyle will support the OEM sales team by qualifying OEM sales opportunities and generating new prospective business.

## Fulham is **Hiring**!

Join our top-notch team (and an ever-growing global company with an **Essential** suite of relevant products) – or pass this info on to talented people in your network who you suspect may be seeking new opportunities!

[Click here](#) and bookmark this page to review the job description for an opening for a **SouthWest OEM Sales** and for future opportunities as they arise!>

<https://www.fulham.com/about/employment/>



## **ONGOING:** Support Our "Powered by Fulham" Partners (and sign up!)

The "[Powered by Fulham](#)" program is a co-marketing and website SEO-boosting initiative through which OEM luminaire manufacturers opt to publicize the use of Fulham's components within their items, and Fulham reciprocally promotes them with mentions across LinkedIn, Facebook, Twitter and more.

Diverse customers such as [Spray-Tech/Junair](#), [HiTech-UVC](#), [SLP Lighting](#), and [more are participating](#). You can, too! Don't miss out on this FREE win-win. [Express your interest here](#) or contact your Fulham RSM.

## Online **Literature** Library Expanded

Fulham's [online literature library](#) has expanded with two new utility rebate pieces that evidence representative opportunities in both [Minnesota](#) and [Colorado](#).

Use our [Rebate Finder Tool](#) to identify possible rebates in





your area. It's constantly being updated to reflect Fulham items that are ENERGY STAR® qualified, DLC listed or DLC Premium.



**FOUR  
ENHANCED  
AND NEW  
MODELS!**

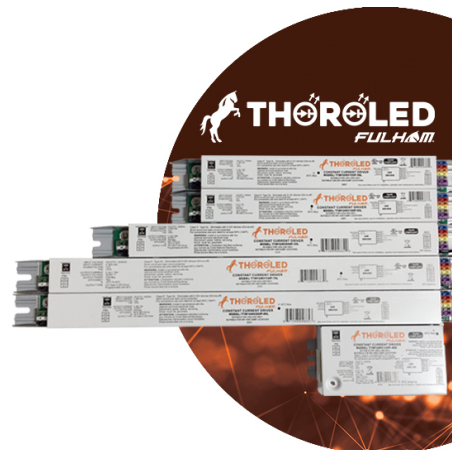
## Reminder: Expansion of the SunHorse Germicidal UV Ballast Line

We're proud to have expanded our SunHorse series of Germicidal UV ballasts – for health & safety luminaire applications – by adding [4 new or upgraded models - Click Here.](#)

Please review these carefully, as some specs and dimensions may have changed compared with the prior item under the same part number.

## Reminder: Six Programmable Constant Current ThoroLED Drivers

Five Linear and One Compact new programmable Constant Current ThoroLED LED drivers have been pre-launched on a preliminary basis, so that you may test samples for use in your luminaire designs. Two of these use a wand for programming, while four are programmed via wired devices. [Reach out to OEM Sales for inquiries](#), and [click here for specs](#).



## Reminder: Vizion ECO Series Linears Launched

The Vizion ECO Series Linear DC LED Modules truly have substantial improvements compared with the prior iterations.

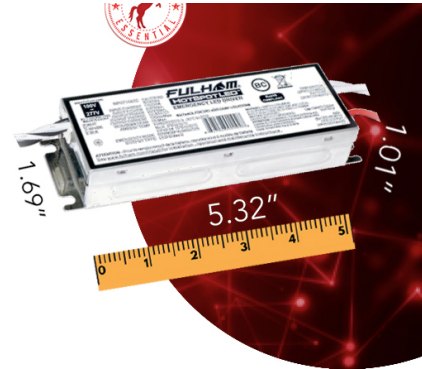
To review the latest literature and learn about these enhanced items, [click here](#). Contact your Fulham RSM for added details.

## Reminder: Smallest 4W Constant



## Power EM Driver in the Industry!

[Click here for details](#) about this new Fulham HotSpot in-fixture 4W Emergency Driver with integrated battery, part number [FHSCP-UNV-4W-L](#). Smallest in the industry! Recommended applications include troffers, strips, canopies, wall packs, vapor-tight fixtures and more.



## Reminder: EliteControl IoT Gateway

Fulham's [EliteControl IoT Bluetooth Gateway \(CTGATBPOE\)](#) extends your mesh network with internet access. It allows data collection from Bluetooth mesh lighting networks and transmission to the cloud for review and control. [Brochure](#) | [Spec Sheet](#)

Bluetooth is a registered trademark of Bluetooth SIG, Inc.

## Reminder: Innovative FireHorse Micro-Inverter

Our new [FireHorse 25 Watt Micro-Inverter / Emergency Power Supply](#) is reason to get excited! It works with any technology type (i.e. not just LED) for either one or a series of fixtures up to 150W in normal operation to deliver power in emergency mode at 25W for 90 minutes. Factory or field installable. Reduces SKUs when used with multiple fixtures, such as recessed cans. [Visit the product page here](#) or watch an [overview comparison video on YouTube here](#).



## IN STOCK: EZ Exit LED Emergency Solutions for [Direct Mounting](#) or to [Disguise as a Bar of your T-Grid](#)

Focus on what's AVAILABLE NOW and IN STOCK during these component shortages!

Our award-winning, innovative [EZ EXIT solutions](#) can help: 1) Reduce the number of EM fixtures needed in a space; 2) Lessen Time and Effort of Installation; 3) Reduce Energy Usage; 4) Reduce Maintenance; 5) Pay

for themselves eventually with the savings they make possible. **Once you try them, you'll swear by them!**

Thank you for your interest in reading to the end.

**HAVE A HAPPY AND SAFE JULY  
4TH WEEKEND!!**

#HarnessTheHorsepower

For more information on any of the products or topics referenced above, contact your Fulham Sales Representative or Fulham Client Services at [order@fulham.com](mailto:order@fulham.com) or 323-599-5000. To find a U.S. Distributor, [click here](#). To find a DST representative, [click here](#). For Fulham's OEM Sales Managers by territory, [click here](#).

