



Q1 2022 | Volume 32

Welcome to the Q1 2022 edition of *Illuminations*, the official source for product and company updates from [Fulham](https://www.fulham.com). Be sure to use the links at the bottom to connect with us on social media, and [visit fulham.com](https://www.fulham.com) for past issues of *Illuminations* or additional details.

First Things First... **the Fun Part!** Chosen 'Video of the Quarter'

Our highlighted "Video of the Quarter*" wins for **beauty**. Have a look at this wonderful, powerful and gorgeous horse! > <https://www.youtube.com/watch?v=K3ANDJn-Lmk>

Considering submitting an *original* video for use in future months. Email updates@fulham.com!

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



Not Crying Wolf – Plan Ahead to Secure Supply

You know it to be true: Component shortages & port delays have the potential to throw a wrench in the works. **Best things you can do is order ASAP.**

Consider PROGRAMMABLE items as *versatile stand-ins* for dedicated ones and **Do More With Less!**

- 1) [Programmable EM combo units in stock](#)
- 2) [Programmable WorkHorse LED drivers](#)
- 3) [Programmable SunHorse UV Ballasts \(15P & 4P\)](#)
- 4) [Programmable Constant Current ThoroLED drivers](#)

LightFair is rapidly approaching

REGISTER

LFI Vegas will be here before we know it – June 21 to 23.
[The show allows exhibitors to offer attendees 50% Off badges, but prices rise April 16th. For half off the smallest amount, use our invite link to take care of it in advance.](#)

See you at Fulham's booth 2674!



Always Check for ENERGY REBATES!

Fulham carries a wide range of LED retrofit kits, including DLC® and ENERGY STAR® qualified products. [Use our Rebate Finder tool](#) to estimate possible available rebates these products can provide.

Please Welcome... Mathew Michell as OEM RSM, Northeast Region

On Monday, 4/4, Matthew Michell begins his new role as the Northeast region's new OEM Regional Sales Manager. The territory includes all of New England, and extends down to PA, MD and DE.

Drop Michael a line at mmichell@fulham.com



Please Welcome... Michael Murty

Michael Murty is our new OEM Business Development Associate who will be working to increase the number of OEM deals, leads and sales.

Drop Michael a line at mmurty@fulham.com

Please Welcome... Jeff Saltsman

Jeff Saltsman has newly joined Fulham as our new



National Accounts Sales Manager joining the Distribution team. Jeff will secure national account projects within North America through electrical contractors, end-user market and C&I market segments.

Drop Jeff a line at jsaltsman@fulham.com



Jeff



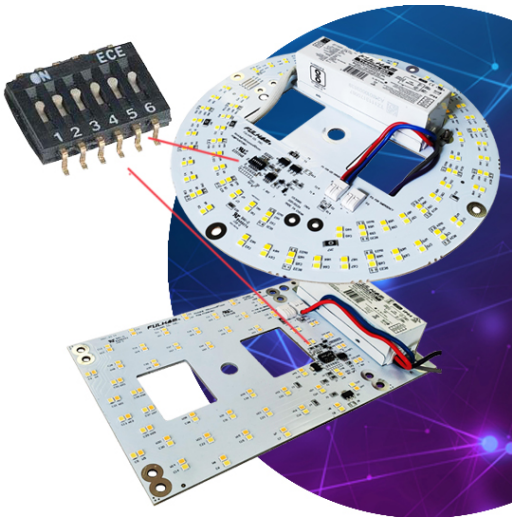
Programmable GUV SHS15P & SHS4P w/ Display **LAUNCHED**

These essential, smart ballasts “weaponize” data in the fight for better air, water and surface sanitation by granting direct access to real-time conditions your UV lamps experience. API is available for 3rd party interfaces using I2C for remote monitoring, and our unique Display features offer new opportunities for maintenance and performance improvements.

[Place your order today](#) to have what you need when you need it!

Launched!: CCT-Selectable DC LED Retrofit Kits for sconces and round ceiling fixtures

Our new [VividHorse CCT Selectable DC LED Retrofit Kits](#) allow users in the field to easily select between six color temperatures in order to design with light on the fly. The on-PCB selector offers these CCTs: 2700K, 3000K, 3500K, 4000K, 4500K and 5000K. *Do More With Less!*



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 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 Installation Time & Effort; 3) Reduce Maintenance; 4) Pay for themselves with energy savings they make possible.



Once you try them, you'll swear by them!

**IN STOCK: FireHorse 25W
MicroInverters for ALL Tech Types –
Do More With Less!**

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](#).



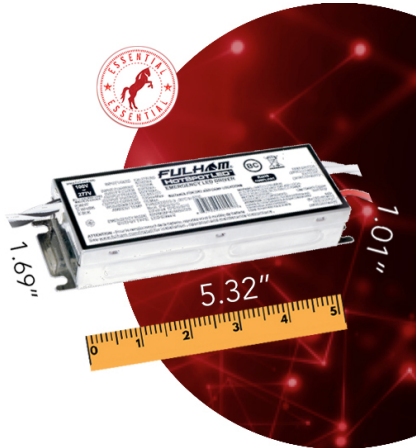
**Reminder:
Expansion of the SunHorse
Germicidal UV Ballast Line**

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: 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 at just 1.01"x1.69"x5.32"! Recommended applications include troffers, strips, canopies, wall packs, vapor-tight fixtures and more... Anyplace where EM capability would otherwise be impossible, but for the ability to fit this tiny item inside the fixture!



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: New FireHorse Emergency Exit Items are here

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



Reminder: Vizion ECO Series Linears Available

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.

**Thank you for your loyalty & friendship.
Let's hit the gas in 2022!**

#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 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](#).