



Q2 2020 | Volume 25

Greetings!

Welcome to the Q2 2020 edition of *Illuminations*, the official source for new 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://visit.fulham.com) for past issues of *Illuminations* or more details.



Crucial Business – Doing Our Part

2020 has been uniquely challenging, and Fulham is both proud and grateful to be part of the solution via its diversified programs, including 20+ years in Germicidal UV SunHorse ballasts. Of additional relevance right now are IceHorse Refrigeration ballasts for use in systems transporting medicine, as well as Emergency Lighting Systems and everyday power supplies through Distribution that serve to keep facilities safely maintained and operational across the board. Our early outlook on operational impacts of the pandemic are documented in this Get A Grip On Lighting interview.

The Horse is Back!

We're excited to announce that Fulham has fully re-embraced its colorful, equestrian-themed, iconic, full-horse-silhouette branding that had previously made us both more differentiable and more *memorable* in the marketplace. As we introduce new product lines and programs (Back in the Saddle, etc.), you can expect the reclaimed Fulham tie-in. New logos as PNG and EPS files are downloadable here.



New Lighting Guide / Catalog

Fulham's "Lighting Bible," as it's often been dubbed by the industry, is back! This volume, entitled Fulham Presents WIRELESS CONNECTION, offers a robust collection of trivia, history, and lighting education that awaits you! And, oh yeah, we sell products, too. All the latest items are included in this refreshed guidebook

available as a [Downloadable 64-page PDF](#) or as [page-turning onscreen literature here](#). Enjoy!



Launched! Innovative 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](#).



Two Smartlink+ Sensors Added

This [updated brochure](#) outlines the entirety of [Fulham's SIG Qualified Bluetooth® Mesh Lighting Control System](#), including two new EliteControl SmartLink+ sensors, as follows:

- [ESLTOPJX00SR](#) Short-range PIR occupancy, daylight harvesting sensor and *Bluetooth Radio* for connected LED driver
- [ESLTOPJX00LR](#) Long-range PIR occupancy, daylight harvesting sensor and *Bluetooth Radio* for connected LED driver

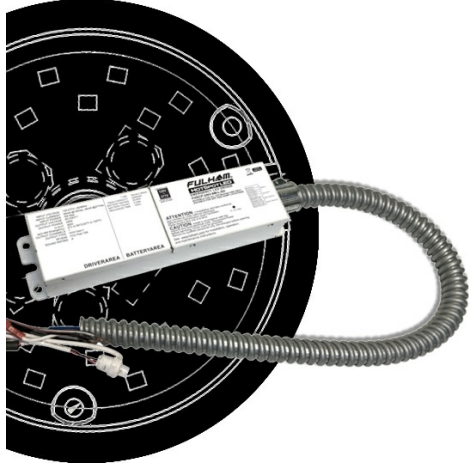
Please Welcome Two OEM Regionals

We're pleased to have Tom Cook as our new OEM Sales Manager for the Northeast Region. Reach out to him at tcook@fulham.com or [book a meeting via Tom's linked schedule here on Calendly](#).

Additionally, Stephen Flemings transitioned into the role of OEM Sales Manager - Southeast Region. Find him at sflemings@fulham.com or [use Calendly to instantly book a meeting in his shared calendar](#).

More about their backgrounds is revealed in this [Electrical News](#) piece.



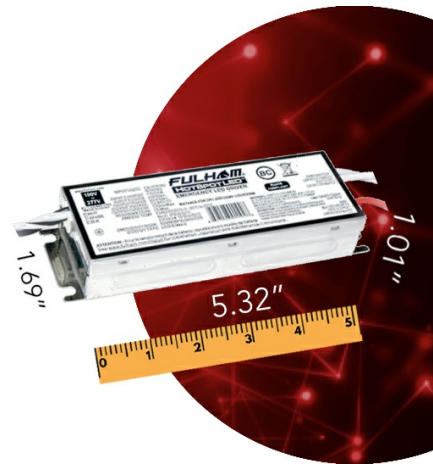


6W Field-Installable Constant Power HotSpot Emergency Driver Unveiled – for use with **VIZION** AC Engines

With release of the new FHSCP-UNV-6W-L-SD, Fulham brings you the most cost-effective 6W EM Driver specifically designed to operate Fulham VIZION AC LED engines (linear, round, rectangular). Factory or field installable. [Visit the product page here.](#)

NEW! Smallest 4W Constant Power Emergency 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.



NEW! 10W Slim Programmable HotSpot Constant Power EM Driver

The *slim* HotSpot Programmable 10W Constant Power Emergency Driver (FHSCP-UNV-10P-S-SD) measures a surprisingly low 16.7”L x 1.18”W x 1.00”H to fit inside the narrowest of luminaire designs. Easy installation with integrated battery. For troffers, strips, vapor-tight fixtures.

Without Tradeshows or Travel, Virtual Meetings are What 2020 Offers!

Sometimes it seems like one more ZOOM call and our brains are going to explode, but despite low-fidelity virtual meetings, let's not forget their upsides: immediacy, convenience, efficiency, low cost and *safety*.

While we're all managing the best we can during #WorkFromHome, we'd really like to keep *seeing* you to stay connected. Please engage with us by [setting up meetings here](#) with our OEM and Distribution RSMs, and connect to us on social media at the buttons below. We are posting new content often.



Thank you for your interest in reading through to the finish. Please stay safe and healthy across this difficult time. Fulham appreciates your continued loyalty, friendship, and business.
#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](#).

