



Q3 2020 | Volume 26

Greetings!

Welcome to the Q3 2020 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 for past issues of *Illuminations* or more details.



Fulham is **ESSENTIAL**

Fulham has been organizing its product families in line with various **ESSENTIAL** end user applications – whether that has meant SunHorse (and certain WorkHorse varieties) for Germicidal UV luminaires, IceHorse ballasts for crucial refrigeration applications, e.g. medicine, Exit Emergency backup solutions that people rely on when there's trouble, or everyday replacement items at Distribution to keep facilities safe for inhabitants. Expect to hear more about this product positioning online soon.

Are you '**Powered by Fulham**'?

Fulham has launched a new, strategic partnership program whereby OEMs cooperatively market with us through use of a small 'Powered by Fulham' insignia in their collateral, on their site, etc. Fulham then reciprocally endorses these customers with social media posts, press, online inclusions and/or other co-branded support. This is a free benefit to participating OEMs. Don't miss out! Contact [Fulham Marketing](#) to opt in!



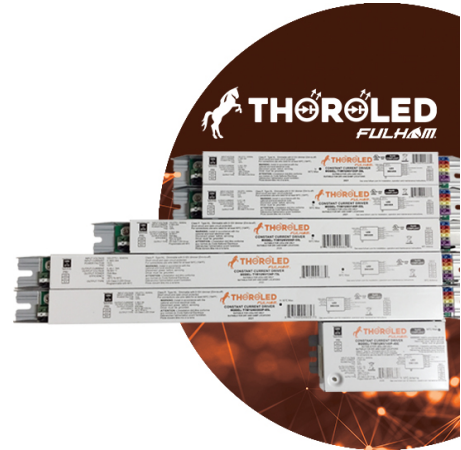


Officially Launched! IoT Gateway

Fulham's EliteControl IoT Bluetooth Gateway (CTGATBPOE) has technically been available throughout most of 2020, but it hadn't enjoyed a formal launch until Q3. This gateway device 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](#)

Pre-Launched! 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](#)



Webinar Videos on Demand

Our Distribution Sales Team just rolled off of a successful effort to create and present a campaign of useful webinar videos. Topics covered are: T-Grid EZ Exit LED Emergency Systems, 25W Micro-Inverter, WorkHorse Programmable Drivers, and 6W EM drivers for use with Fulham's popular Vizion Direct AC LED Engines. Although geared toward Distribution, they serve as suitable primers for any audience. [Click here to watch and subscribe to our channel!](#)

Virtual Meetings Prevail... But Some In-Person Meetings Are Possible

We can expect ZOOM, FaceTime, SKYPE, text and email to be the 2020/2021 new normal, for now. And we've made it easier than ever to [schedule meetings with our OEM RSMs immediately via Calendly at this link.](#)

Primarily on the Distribution side, Fulham's travel policy is loosening slightly to permit some localized travel. [Check with your DST RSM](#) on a case by case basis.



Virtual Literature Library Expanded

These PDFs are now newly available or updated compared with last quarter. Have a look!

- WorkHorse Programmable LED Driver Abridged Programming Guide (new)
- EliteControl Bluetooth Mesh Solutions (updated)
- EliteBlue Controls Basic Overview (new)
- 25W Micro-Inverter / Emergency Power Supply Usage Examples (new)
- Vizion ECO Series DC LED Modules (updated)
- Prelim Pre-launch Packet for 6 new ThoroLED drivers mentioned above



Vizion Constant Current DC LED Modules amidst an update

You may have noticed promotion online and on social media of new and improved Vizion DC LED Modules. A complete announcement is pending. Be sure to check out available details about various linear lengths and 13" round sizes. Find spec sheets and all else you need to know when you click [here](#).

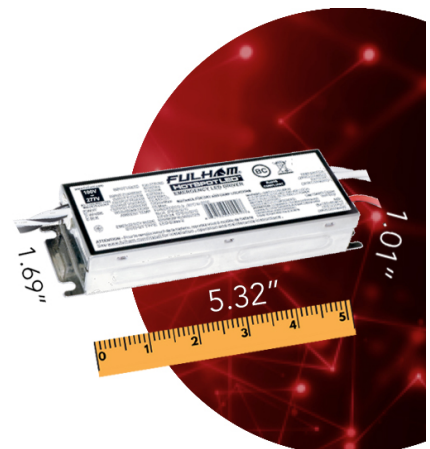


Don't Overlook Money-Saving Utility Program Rebates!

Be sure to [check out Fulham's rebate finding widget](#) for retrofit kit products based on your product category, utility and zip code. It's constantly being updated to reflect Fulham items that are ENERGY STAR® qualified, DLC listed or DLC Premium.

Q2 Recap: 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.



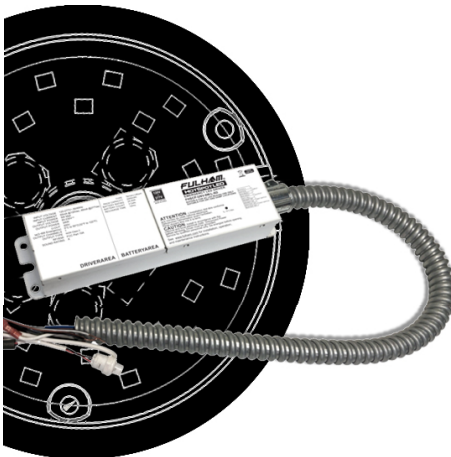


Q2 Recap: 10W Slim Programmable HotSpot Constant Power EM Driver

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.

Q2 Recap: 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.



Q2 Recap: 6W Field-Installable Constant Power HotSpot EM Driver Unveiled – for 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.](#)

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 #PoweredByFulham