



Volume 38

Welcome to this edition of *Illuminations*, an official summary of product & company news from [Fulham](#). **We purposefully held this one back a few weeks to include some new launches – Enjoy!** And Follow us on [LinkedIn](#) to never miss an update!

First the Fun... Highlighted "Video of the Quarter"

Our chosen "Video of the Quarter*" wins for **CUTENESS**. [Watch this 2-year old "horse whisperer" who loves being around horses!](#)

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

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



Newly Launched! 'Type HL' All-in-One HotSpot™ Plus Driver, EM Driver + Battery!

The [FHSAC1-UNV-40C-HL HotSpot™ Plus emergency driver](#) is a 0-10V dimmable 40W Constant current Class 2



LED driver with integrated EM capability of 10W for 90 mins or 5W for 180 mins. It's intended for applications where compact component size is needed. cURus Type HL, CEC title 20, self-diagnostic. [Watch the video here!](#)

Newly Launched! Emergency Driver for UFO LED High Bays

The HotSpot High Bay emergency driver ([FHSHB-347-40W-D](#)) is a 40W high voltage DC emergency driver for hanging UFO LED High Bays. The unit is intended to be mounted between your ceiling hook and your high bay fixture wiring to the High Bay fixture on its input. Constant Power 40W output, Self-diagnostic standard, Testing remote comes standard that can be used at a distance of up to 98ft! [Click for details!](#)

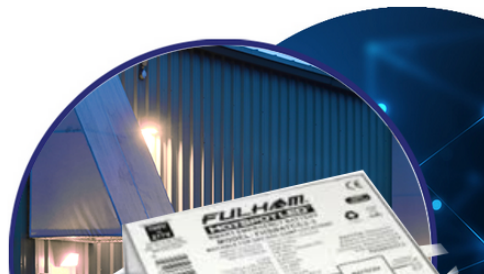


Congrats to our new Chief Product Officer!

We're pleased to announce the promotion of [Alvaro Garcia](#) from VP of Product Management & Global Engineering to Chief Product Officer. With nearly 20 years at Fulham, multiple product awards, patents and a tED Magazine Award to his credit, Alvaro has been a valued member of the Product Management team instrumental in Fulham's product portfolio expansion and direction.

Launched! Cold Pack Battery for the HotSpot2 EM Solution!

Fulham's HotSpot2 COLD PACK Emergency Battery ([FHSEBATCC3-3](#)) for the HotSpot2 LED Emergency System allows OEM lighting fixture manufacturers



to add the ability to operate their fixtures in emergency mode in low ambient temp environments (at different wattages depending how cold the temperature). Visit the [HotSpot2 product page](#), HotSpot2 spec sheets, or [this YouTube video](#) for details!



Reminder: RSMs now cover OEM + Distribution w/ New Territories

The [Fulham Sales Team](#) is now jointly responsible for OEM & Distribution channel inquiries. Email them or add a meeting in their online planners today!

[Brian Do](#) NM, West TX and La Plata County, Colorado

[Kyle Lavin](#) East TX, OK, 6 AR counties, KS, West MO, LA, South MS

[Todd Sonsalla](#) MN, ND, SD, West WI, NE, IA, IL, East MO, MI, IN + Central Canada (ON, MB, Greater Ottawa)

[Rob Horan](#) North CA, North NV, UT, ID, MT, WA, OR, CO, WY, AK, HI + W. Canada (BC, NT, NU, YT, AB, SK)

[Stephen Flemings](#) GA, AL, FL, TN, North MS, East AR, NC, SC, KY

[Mathew Michell](#) ME, NH, VT, MA, CT, RI, PA, OH, DE, NY, NJ, 3 KY counties + E. Canada (QC, NB, NL, NS, PE)

[David Delmonico](#) (Distribution only) Southern CA, most of S. NV, plus Kingman, AZ

[Edwin Reyes](#) Latin America

Reminder: WorkHorse Constant Current (WHCC) Class 2 Programmable IP66 Drivers *Launched!*

We've released two new [outdoor WorkHorse WHCC drivers](#). IP66, Type HL for dry and damp locations. 0-10V



Dimming from 100%-10%. Output Voltage Range: 28-56VDC. Small for their performance (5.71" x 2.6" x 1.44")! Output current ranges of 350-2100 and 350-2670mA, respectively. [Full details and spec sheets here - click here!](#)

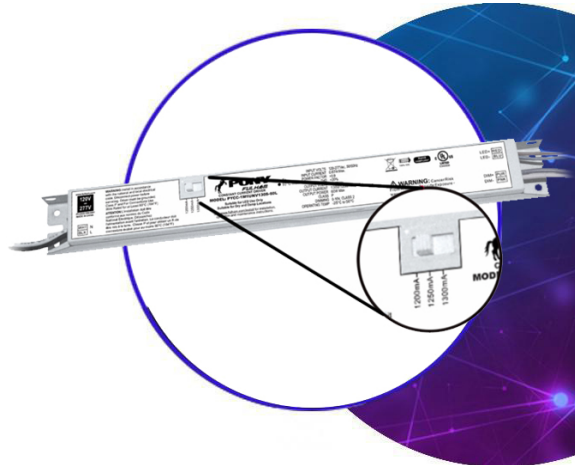


Reminder: ThoroLED Constant Current (THCC) Programmable IP20 Indoor LED Drivers *Launched!*

[Two linear programmable IP20 LED Drivers](#) are here (with more coming soon)! The [THCC-1M1UNV105P-30E](#) and [THCC-1M1UNV140P-50E](#) allow for SKU reduction and convenient substitutions for dedicated items when hard to find. [Full details here!](#)

Reminder: Selectable-Current PONY (PYCC) IP20 LED Drivers *Launched!*

Fulham now offers a [PONY \(PYCC\) LED driver family of selectable-current drivers](#) that gives users the ability to vary the output current via a multi-position switch. Versatility and convenience via **seven** models that cover 300 to 1300mA. Three Selectable Preset Currents per model. Low profile, cost-sensitive. [Click here for full details and spec sheets.](#)



Alert! Available Now! [Panel & Troffer Retrofit Kits](#) • Roomside Installable

We are excited to offer VividHorse CCT-selectable (3500-5000K) retrofit kits for the most common 2x2 and 2x4 panels and troffers! Ours boast an impressive **90CRI** and are completely **roomside installable** for convenience. Versatility means the possibility for SKU reduction. [Click here for info](#)

Reminder! ULT-to-Fulham

"Horse-Crossing" Reference Spreadsheet Downloadable

If in need of a new supplier for unavailable ULT LED Drivers, Modules or Emergency Solutions, Fulham is confident that we can help! Fulham has developed this convenient downloadable [ULT to Fulham cross reference XLS sheet](#).

Plus, we are able to build or **customize items** that you require, too, if what you seek does not yet appear in our catalog. [Reach out to us today](#).

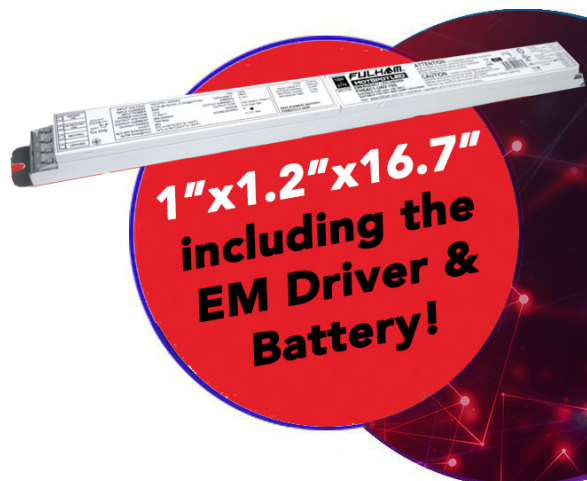


SunHorse SHS1, SHS10, SHS11 and SHS14 **Volume Accommodations Available** • For a Limited Time Only

Fulham is able to work with you on quantity orders of select SHS1, SHS10, SHS11 and SHS14 [SunHorse Germicidal UV Ballast models](#). Contact your Fulham RSM today to see what we can do for you. Limited time only – [Click here for OEM contact info](#).

Product Spotlight HotSpot Plus 70S Combination Programmable LED Driver, Emergency Driver + Battery in a single **COMPACT** unit

Our FHSAC1-UNV-70S listed last [on this product page](#) is a pure engineering marvel! With a form factor SMALLER than most comparable standard LED drivers alone, this also includes an EM driver and Battery! [Spec Sheet Here](#) or [watch this short video](#).



Order Ahead to Secure Supply • Consider Versatile **Programmable** and **Selectable** Current Options

Secure supply through advanced planning and by choosing PROGRAMMABLE or SELECTABLE



CURRENT items that can be used in many ways!

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

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

The [FireHorse 25 Watt Micro-Inverter / Emergency Power Supply](#) is reason to get excited! It works with any technology type (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 a [comparison video on YouTube here](#).



Don't See It? We can make it! Custom Product Development: [Watch the Video Here](#)

By leveraging Fulham's Global R&D team and extensive library of Essential technology platforms, Fulham's capabilities can speed your time to market while lowering engineering investments in new products – [especially LED Modules!](#)

- [Customization](#)
- [Quick Turn Samples](#)
- [Rapid Product Development](#)

Smallest 4W Constant Power EM Driver! [Watch the Video!](#)

[Click here for details](#) about this mini 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 anyplace where adding EM capability requires the ability to fit a tiny item inside the fixture! [Video here](#)





Reminder: EliteControl IoT Gateway

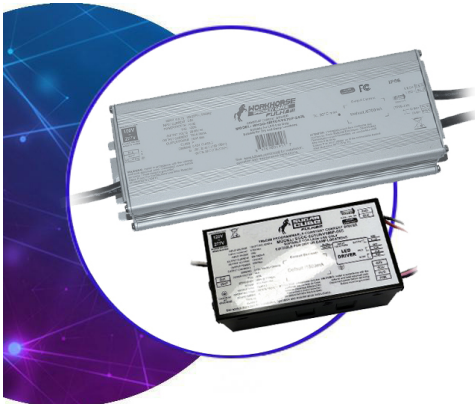
Fulham's [EliteControl IoT Bluetooth Gateway \(CTGATBPOE\)](#) extends your mesh network with internet access. It allows data collection from Bluetooth mesh lighting networks and transmission to the cloud for review and control. [Brochure](#) | [Spec Sheet](#)

Bluetooth is a registered trademark of Bluetooth SIG, Inc.

Follow Us on [LinkedIn](#) Today!!! Never Miss An Update!

[Follow us on LinkedIn today](#) where we post new videos each week, plus launch announcements, teasers and more!

[Never miss an update!](#)



Coming Soon: 15 Non-Class 2 WorkHorse Specialty Grade (WHSG) models and an SCCC SugarCube Tri-Dim LED driver!

Extra! Extra! Read all about a host of new items coming soon! [Help us forecast proper demand with your input on these items today!](#)

And bookmark the page to see what's coming next!

Reminder: New cULus Running Man Sign Available Now!

Our FHEU20 cULus [Running Man Exit Sign](#) Emergency Fixture is here! Single or double faced with changeable legends. Comes standard with three pictogram legends for directional selection. Damp Location Rated. 120VAC /



347VAC Input, Input Power 4W. High quality NiCad battery. Low power consumption and LED light source for reduced operation and maintenance costs. 75,000 hr life. High impact UV flame rated thermoplastic. Universal Mounting: Ceiling, wall or side mount.



**Happy Thanksgiving
& Holiday Season!**

#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](#).

