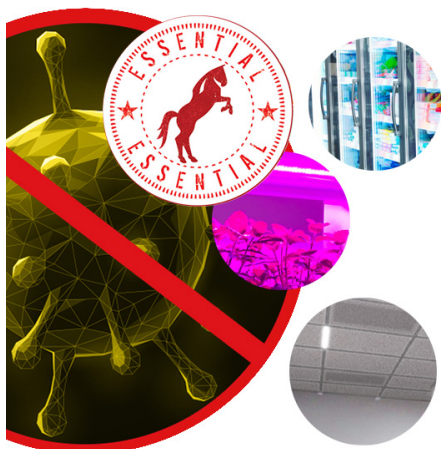




Q4 2020 | Volume 27

Welcome to the Q4 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](http://fulham.com) for past issues of *Illuminations* or more details.



Fulham promotes **ESSENTIALS**

Fulham continues to proliferate its **ESSENTIAL** product positioning that aptly pertains to its:

- [SunHorse for Germicidal UV](#) luminaires
- [Exit Emergency backup solutions](#)
- [Horticulture Vizion / FarmHorse LED modules](#)
- [IceHorse ballasts for refrigeration applications](#)
- And everyday replacement items at Distribution that keep facilities safe for inhabitants

These core product program specialties are detailed on our website via the links above. [Check them out!](#)

Please Welcome Todd Fiske

Fulham has appointed new Chief Commercial Officer Todd Fiske. Fiske's role is to develop global relationships with OEMs and Channel Partners, overseeing Fulham's Global Sales and Marketing Team. Responsibilities include driving innovation, improving customer differentiation, and deploying new product introductions. Please welcome [Todd!](#)



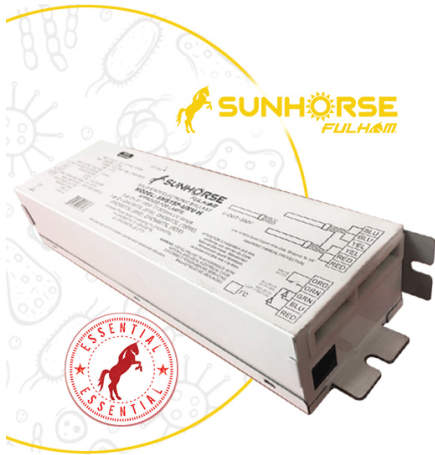
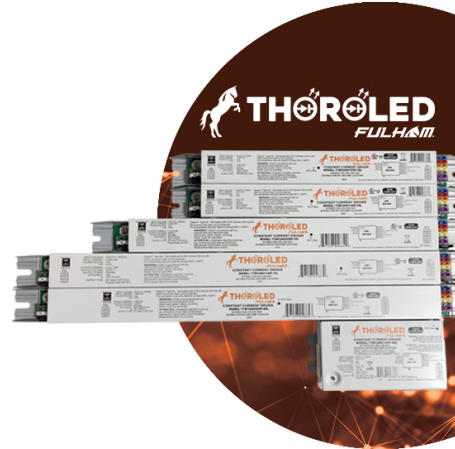
Officially Launched! **Vizion ECO** Series Linears



When our Vizion ECO Series Linear DC LED Modules were updated in August, we revised our literature but otherwise did not make much additional fanfare. However, these truly do have material improvements compared with the prior models and deserved a bone fide launch – which they received in Q4. To review the latest literature, [click here](#). Contact your Fulham RSM for added details.

Pre-Launched! Six Programmable Constant Current **ThoroLED** Drivers

Reminder: 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](#).



SunHorse Programmables are on the Horizon!

We're just weeks away from January introduction of new SunHorse Germicidal UV Programmable ballasts that offer programmable output current and operate one- and two-lamp combinations of T5 and T6 Germicidal UV lamps! These will serve the same purposes as Fulham's other *programmable* products: convenience, versatility and SKU reduction. [Bookmark this page for updates coming soon!](#)

Online Literature Library Expanded, and More Agent Tools Available

Fulham's [online literature library](#) has mildly expanded with pieces showing example savings that utility rebates can offer in different areas of the country. There's also a new PDF matching recent advertising about the [HotSpot "EZ Exit" T-Grid Emergency LED System](#). It's a no-brainer: a money and time saving aesthetically-enhancing emergency option that's *in stock now!*

Additionally, FYI, Agents can find a new competitive cross reference tool for EM items in the Agent Tools area online.



Don't Overlook Money-Saving Utility Program Rebates!

[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.

Facilities may be closed now, but after it's safe, people will want to go out. Be ready! Do your lighting reno projects now!

Virtual Meetings Prevail, with some exceptions

Zoom, FaceTime, Skype, Teams, Chime, Hangouts... Whichever your preference, we're sure you've been up to your eyeballs in virtual meetings this year, and first half of 2021 will likely be no different. We've made it easy to independently [request meetings with the OEM team by viewing open times and asking to reserve time slots via Calendly](#).

Check with your Fulham RSM the possibility of some localized travel, too, on a case by case basis.



Support Our "Powered by Fulham" Partners

Our ["Powered by Fulham" program](#), through which OEM luminaire manufacturers opt to publicize the use of Fulham's components within their items, and Fulham

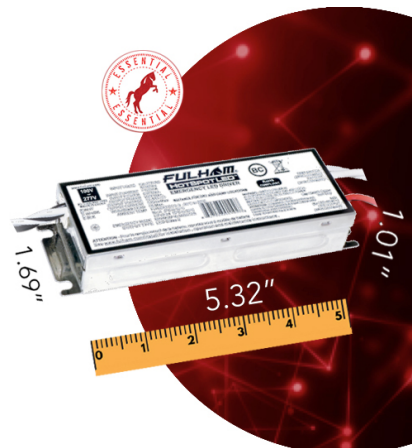


reciprocally promotes them with online mentions, etc., has begun and is developing & growing.

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

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.



Q3 Recap: 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.

Q2 Recap: 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](#).





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.

Thank You and Happy New Year

As we well know, 2020 posed unique business (and personal) challenges for us all. Safety precautions forced us to devise new ways of working together, staying productive, keeping motivated, and growing. And we did it! Thank you for rising to and meeting this year's obstacles. Fulham is grateful for your resilience, loyalty, business and friendship.

With 2020 drawing to a close, please enjoy a safe and Happy New Year – with every hope for a return to normalcy in 2021. Cheers!



Thank you for your interest in reading through to the finish. Please stay safe and healthy across this difficult time. #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](#).

