



Volume 37

Welcome to this edition of *Illuminations*, an official summary of product & company news from [Fulham](#). Use the links at the bottom to connect with us on social media – never miss an update!

First the Fun...

Highlighted "Video of the Quarter"

Our chosen "Video of the Quarter*" wins for **MAGNIFICENCE**. [Watch a beautiful horse strut its stuff at the Scottsdale Arabian Horse Show!](#)

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.



Regional Sales Manager Territories

Introducing the [Fulham Sales Team](#)! Each RSM has been newly deployed – across sales channels – with these updated territories:

[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

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

Mathew Michell



Stephen Flemings

[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

Edwin Reyes



David Delmonico

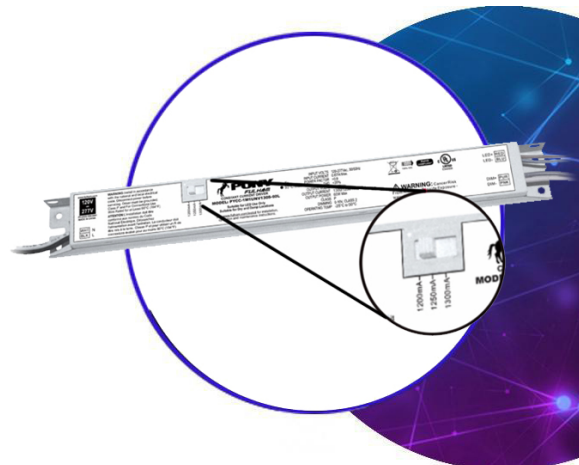
[Mathew Michell](#) ME, NH, VT, MA, CT, RI, PA, OH, DE, NY, NJ, 3 KY counties + E. Canada (QC, NB, NL, NS, PE)

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

[Edwin Reyes](#) Latin America

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

Fulham is pleased to offer a [new PONY \(PYCC\) LED driver family of selectable-current drivers](#) that give 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.](#)



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

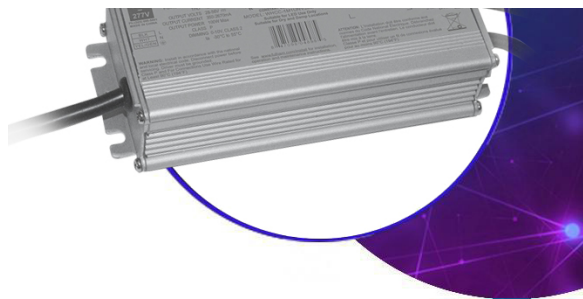
[Two new linear programmable IP20 LED Drivers](#) have been officially launched! The [THCC-1M1UNV105P-30E](#) and [THCC-1M1UNV140P-50E](#) allow for SKU reduction and substitutions for dedicated items when scarce. [Full details here!](#)

Launched! WorkHorse Constant Current (WHCC) Class 2 Programmable IP66



Outdoor LED Drivers

We've also released [two 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!](#)



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](#)

[ULT-to-Fulham Cross Reference XLS Spreadsheet](#) Available

If you are left in need of a replacement supplier partner for unavailable ULT LED Drivers, Modules and Emergency Solutions, we are confident that we can help! Fulham has developed a convenient, [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](#)

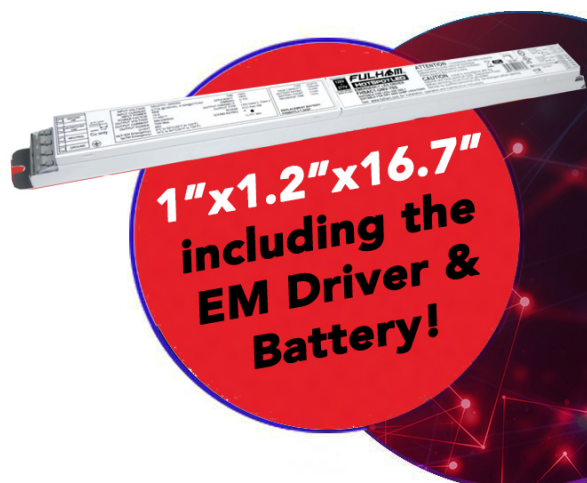


SunHorse SHS1, SHS10, SHS11 and SHS14 **Volume Accommodations Available** • **Contact Us Today**

Fulham is able to work with you on large quantities of select SHS1, SHS10, SHS11 and SHS14 [SunHorse Germicidal UV Ballast models](#). Contact your Fulham RSM today to see what arrangements we can make! [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

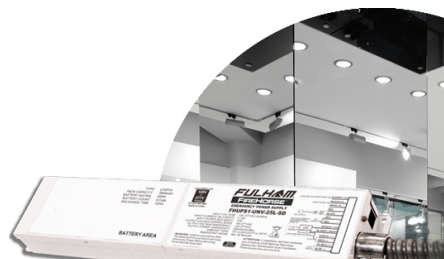
The best way to secure supply is through advanced planning. PROGRAMMABLE and SELECTABLE CURRENT items are also versatile ways to have solutions available when you need them!

- 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](#).



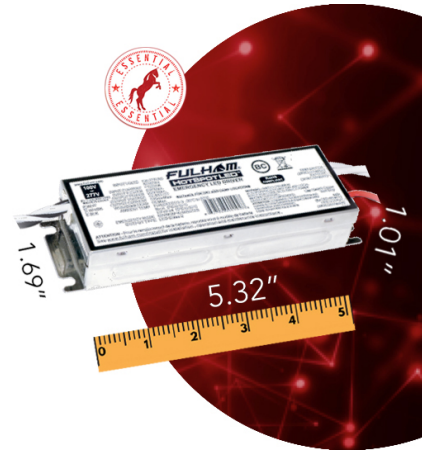
Don't See It? We can make it! Customized Rapid Product Development

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](#)



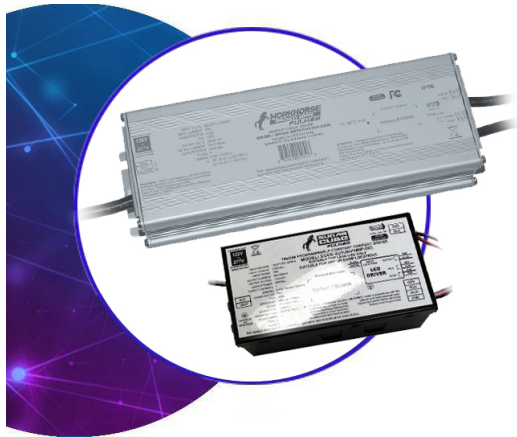
Check for **ENERGY REBATES** with our Rebate Finder!

DLC 5.1 may now be required in your region for eligibility with many rebate programs. Some utilities are offering extensions. [Use our Rebate Finder tool](#) to estimate possible available rebates our products can provide, with updates in the tool occurring frequently in step with utility requirements.

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[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!](#)

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.



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.