



National Lighting Partner Meeting
April 26-28, 2004

Welcome to Austin

Lighting Partner Meeting: What's In It For You?

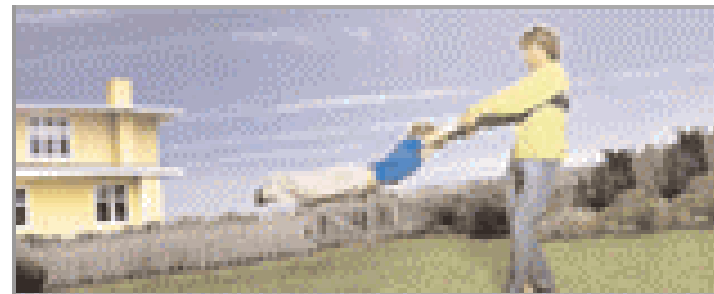


- Cultivating business relationships
- Increasing product knowledge
- Learning about market trends
- Exchanging information with your peers

ENERGY STAR Product Milestones



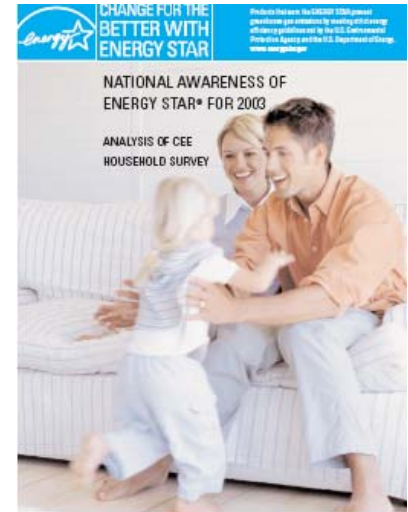
- More than **1 billion** ENERGY STAR qualified products purchased
- 40 product categories now covered



ENERGY STAR Awareness Milestones



- Fourth consumer awareness survey of ENERGY STAR
- Key Findings
 - **ENERGY STAR awareness** up from **41% to 56%**, and from **58% to 67%** in high awareness areas
- Now available for download at www.cee1.org



ENERGY STAR Drives Purchasing Decisions



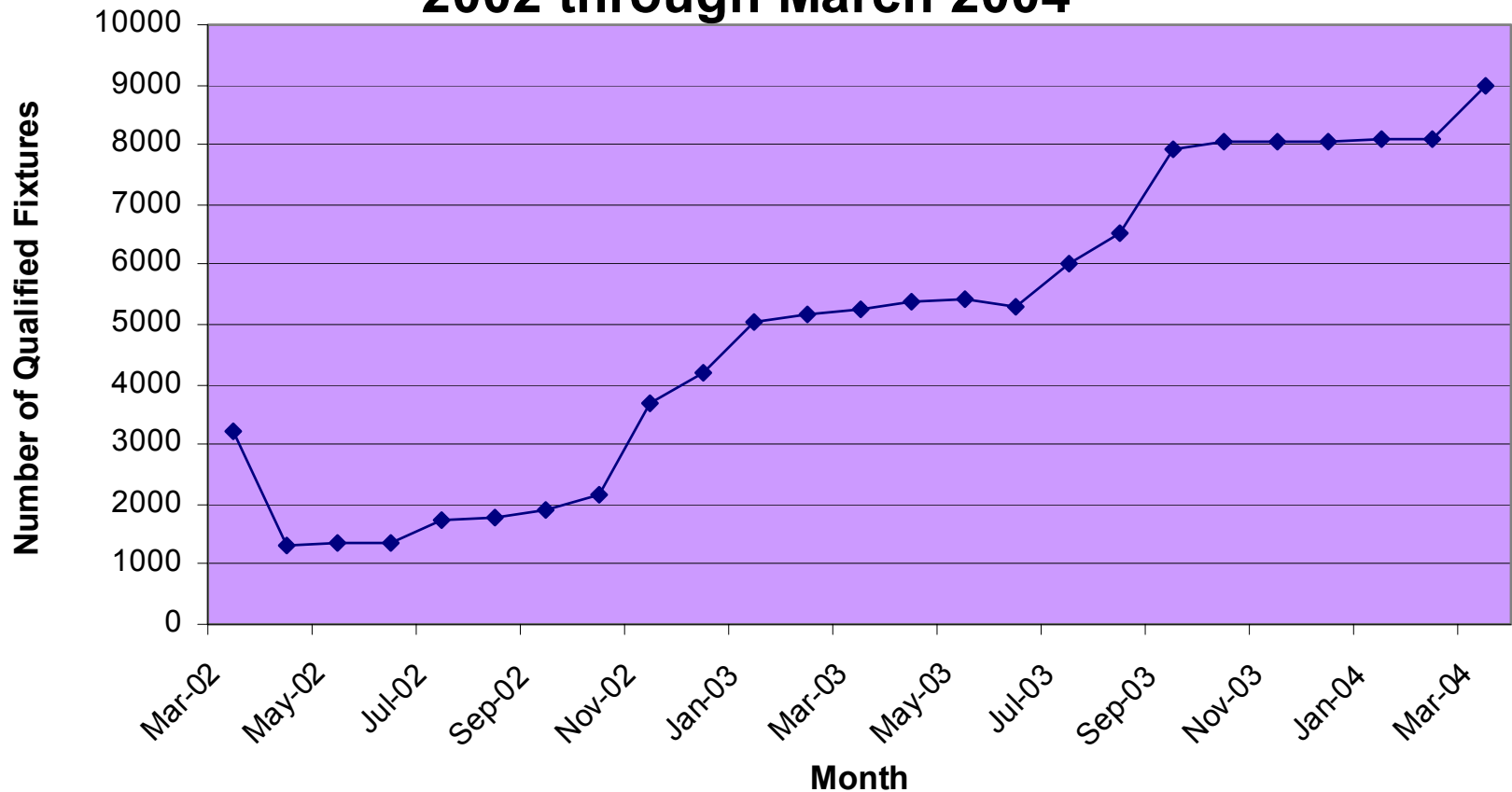
Roper Green Gauge 2003 Report results

56% of purchases based on energy efficiency

Number of Fixtures That Have Earned the ENERGY STAR



ENERGY STAR Qualified Light Fixtures: March 2002 through March 2004



Examples of Partners Promoting ENERGY STAR



Barrington Collection
Antique Bronze Finish Energy Efficient Fixtures

G4919-ABZ-1
Barrington Pendant Light
Antique Bronze Finish with a Cast Scavo Glass Diffuser
Fixture Diameter: 19.25"
Height: 25"
Bulb: 2 X 26W
Supplied with 12' of Cord and 4' of Matching Finish Chain
* Includes: (2) 26W Compact Fluorescent Bulbs

G3311-ABZ-1
Barrington Wall Sconce
Antique Bronze Finish with a Cast Scavo Glass Diffuser
Width: 15.25"
Height: 7.5"
Depth: 4"
Bulb: 1 X 26W

G4319-ABZ-1
Barrington Flush Mount Ceiling
Antique Bronze Finish with a Cast Scavo Glass Diffuser
Fixture Diameter: 19.25"
Depth: 7.75"
Bulb: 2 X 26W
* Includes: (2) 26W Compact Fluorescent Bulbs

G7301-ABZ-1
Barrington Floor Lamp
Antique Bronze Finish with a Clip-Corner Octagonal Style, Ecru Tone, Fabric Shade and a 3-Way Light Switch
Shade Diameter: 16" x 16"
Base Diameter: 10" x 10"
Height: 60"
Bulb: 1 X 55W
* Includes: (1) 55W Compact Fluorescent Bulb

G4315-ABZ-1
Barrington Flush Mount Ceiling
Antique Bronze Finish with a Cast Scavo Glass Diffuser
Diameter of Fixture: 15.25"
Depth: 6.25"
Bulb: 1 X 30W
* Includes: (1) 30W Compact Fluorescent Bulb

G5311-ABZ-1
Barrington Table Lamp
Antique Bronze Finish with a Clip-Corner Octagonal Style, Ecru Tone, Fabric Shade and a 3-Way Light Switch
Shade Width: 14.25" x 14.25"
Base Diameter: 6.75" x 6.75"
Height: 35"
Bulb: 1 X 30W
* Includes: (1) 30W Compact Fluorescent Bulb

Good Earth Lighting, Inc. • 122 Messner Drive • Wheeling, IL 60090 • Phone: 847-808-1133 • FAX: 847-808-0838

PENDANT 69061BLE-962
Size: Diameter: 25"
Height: 21 1/4"
Overall: 59 1/4"
Wattage: One (2C50W) 55w
Bulbs Included:
Ballast: 120V
NPF Electronic
• Replacement Bulb: 97043
• Supplied with 12 ft. of Wire.
• For Additional Chain Order: 9116-962 (Sold Separately).

CHANDELIER 39060BLE-962
Size: Diameter: 36"
Height: 30 1/4"
Overall: 68 1/4"
Wattage: Nine (PLS13) 13w
Bulbs Included:
Ballast: 120V NPF Electronic
• Replacement Bulb: 97040
• Supplied with 12 ft. of Wire.
• For Additional Chain Order: 9116-962 (Sold Separately).

WALL/BATH 49069BLE-962
Size: Width: 15 1/4"
Height: 10 1/4"
Extension: 8"
Height from Center of Outlet Box: 4 3/4"
Wattage: Two (PLS13) 13w
Bulbs Included:
Ballast: 120V NPF Electronic
• Replacement Bulb: 97040

WALL/BATH 49060BLE-962
Size: Width: 24 1/4"
Height: 10 1/4"
Extension: 8 1/4"
Height from Center of Outlet Box: 4 3/4"
Wattage: Three (PLS13) 13w
Bulbs Included:
Ballast: 120V NPF Electronic
• Replacement Bulb: 97040

WALL/BATH 49061BLE-962
Size: Width: 32 1/4"
Height: 10 1/4"
Extension: 8 1/4"
Height from Center of Outlet Box: 4 3/4"
Wattage: Four (PLS13) 13w
Bulbs Included:
Ballast: 120V NPF Electronic
• Replacement Bulb: 97040

Up or Down Lighting
sea gull lighting
www.SeaGullLighting.com

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Lowe's Lighting Bays



Pilot in more than 50 western Lowe's Stores

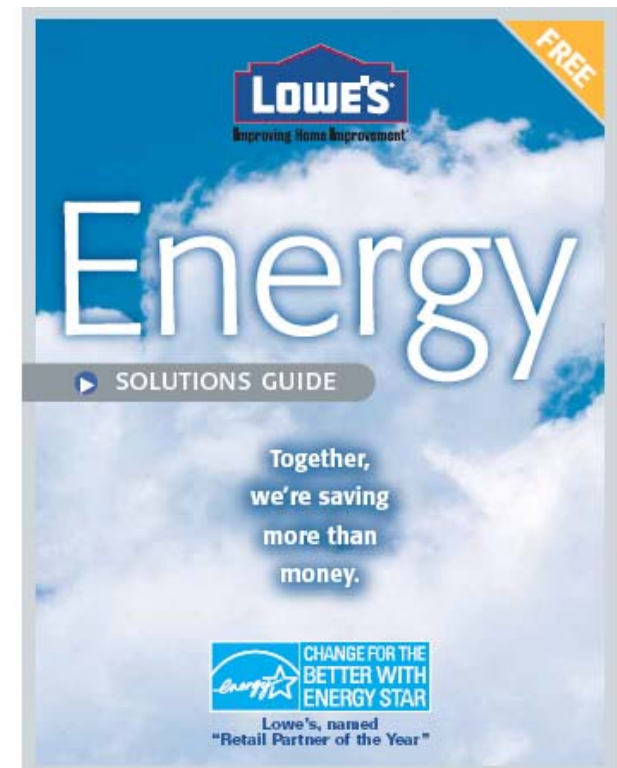
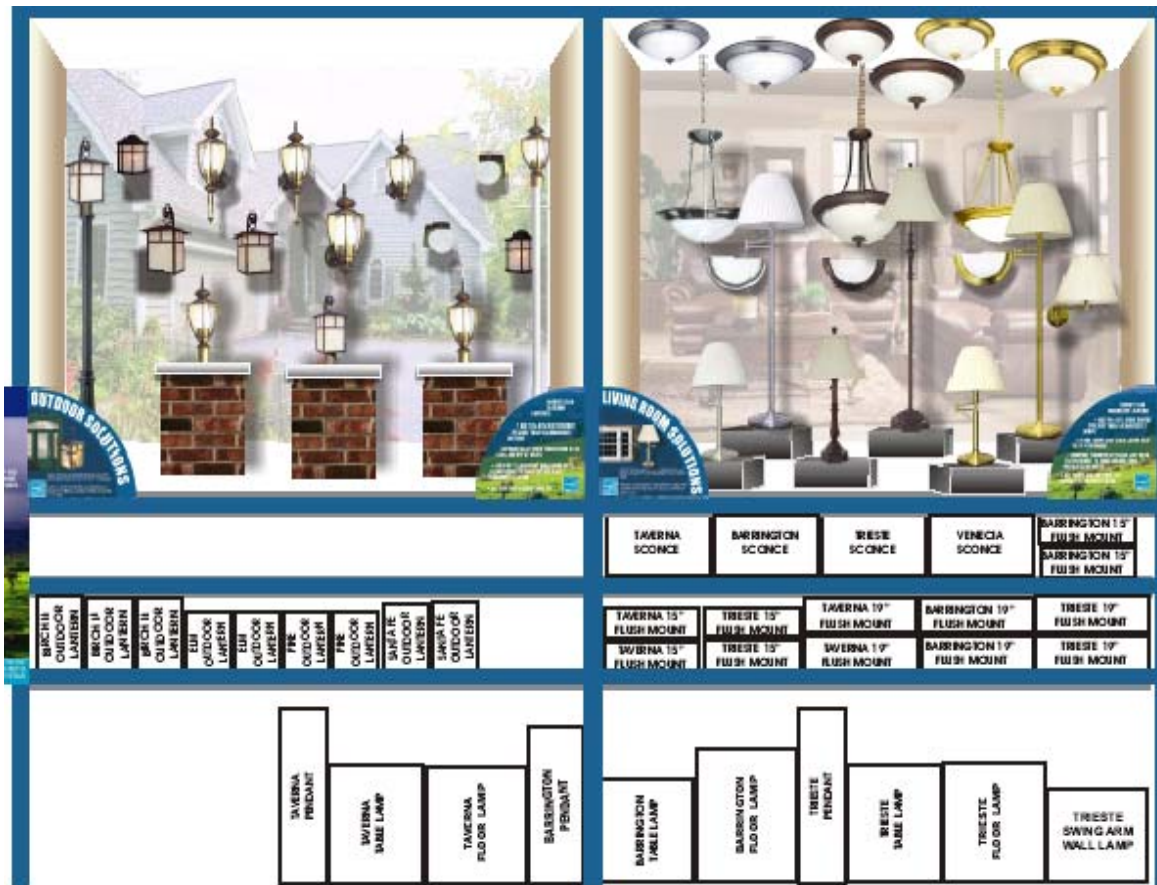




Photo of the Lowe's Lighting Bays



Photo of Lowe's Change A Light Endcap

Home Depot's Campaign



Save Energy. Save Money. Change a Light, Change the World



Replace 5 frequently
used lights with
ENERGY STAR®
qualified lighting &
save over \$60
annually*



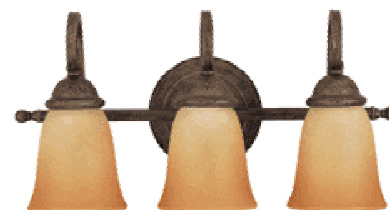
Why are ENERGY STAR Qualified Bulbs and Fixtures Better?

- Available in many styles
- Last 10 times longer
- Use 2/3 less energy
- Provide same light output as incandescents with less heat

*www.energystar.gov



ENERGY STAR Selections





Special Thanks to our Sponsors



GE Lighting



PHILIPS



Pacific Gas and Electric Company™



sea gull lighting®

MAXLiTE™



SMUD

Sacramento Municipal Utility District

SDGE
A Sempra Energy utility™



Northeast Energy Efficiency Partnerships, Inc.



Reusable Technologies, Inc.

Meeting Highlights



- **Welcome Reception Tonight!**
 - 6:00 – 8:00 p.m., Lone Star Room (2nd Floor)
 - Kick-off the meeting and meet with friends and acquaintances
- **“An Evening in Austin”**
 - Tuesday, 6:00 – 10:00 p.m., Stubb’s Restaurant
 - Please see the flyer in registration packet for directions
 - Experience Texas BBQ (vegetarian options available) and listen to great live local music

Meeting Highlights



Breakout Meeting Rooms

- Breakout meetings are prearranged closed-door sessions hosted by REPS partners. Attendees by invitation only; they are not open sessions
- Limited open breakout rooms available, please visit registration desk to schedule

Meeting Presentations

- All of the presentations from this year's meeting will be posted within the on-line agenda on the ENERGY STAR Meeting Registration Site