

Step into the good light! Hubbell Lighting offers you a trial installation program to help bring exciting and beneficial lighting solutions to your customers.

Hubbell Lighting is proud to lead the industry in sustainable lighting solutions. We offer a wide selection of energy-efficient products to serve a wide array of applications. Sometimes, however, we need to see fixtures in action to convince us that they are the best choice for our application. No problem! Hubbell Industrial Lighting wants to make that easy. That's why we are offering this no-risk program.

## HERE'S HOW IT WORKS:

### 1. The customer may order up to four fixtures under the program

Qualifying products are any standard, catalogued Columbia or Hubbell Industrial fixtures. The opportunity must be real and should be a true mockup, not just someone who wants four fixtures.

### 2. The order should be entered at book price and marked clearly with "Compare in the Air"

This will generate 90-day invoice dating. Hubbell Lighting will pay the outbound freight. Standard lead times apply. Installation is at the customer's expense.

### 3. The customer may decide to keep the fixtures

The customer must pay the invoice when it is due. The Hubbell Lighting representative assumes responsibility to follow up with the customer within the 90-day period.

### 4. The customer can elect to return the fixtures

The customer must request a RGA within the original 90-day period at no restocking. Fixtures should be returned in **original cartons** within 30 days at the customer's expense. A credit memo will be issued immediately to offset the original invoice, provided the fixtures are undamaged. The customer may elect to pay for damaged fixtures or have them returned.

*All "Compare in the Air" orders will be priced at the highest commission column. If distributor fails to pay the bill-only invoice, the Hubbell Lighting representative will inherit the responsibility for reimbursing Hubbell Lighting. Your commission statement will be adjusted to reflect the deduction of the "sales price" totals for that invoice.*



#### Lunabay - LED High Bay

- Patented design (#D617493)
- Up to 95 Lumens per watt
- 50,000 hours L70
- 120V to 277V universal voltage drivers
- 7 standard color options with available custom options
- Low glare, smooth & even distribution
- 56 LED Version is DLC Approved



#### HBL - LED High Bay

- Up to 100 lumens per watt
- -40°C to 55°C ambient temperature ratings
- 3 distinct distributions: aisle, narrow and wide
- 5 available mounting options
- Sealed optic for long life and durability
- DLC Approved
- CSA tested to UL1598 Wet Location

## Columbia LIGHTING



#### LCAT - LED Contemporary Architectural Troffer

- High efficiency acrylic center lens
- 60,000 hour LEDs at L80
- Multiple lumen packages
- Compatible with Dual-Lite inverters
- Recessed, surface, or cable mounted
- High performance reflector
- LED modules and electrical accessible from below



#### LLHV - VersaBay® High Bay LED

- Power, high light output LED technology
- 6 lumen packages for replacement of 150W to 1,000W HID
- 60,000 hour L80 life
- Up to 138 lumens per watt
- Easy center driver
- Up to 55°C ambient operation
- Only 2" overall height