

# Universal Voltage T8 Ballasts Now STANDARD


To provide improved service to our distributor partners, we have established Universal Voltage as our standard for T8. This change will affect all common wattages (17W, 25W, and 32W, both straight and U-Bent lamps). This enhancement to our line will assist distribution by providing additional benefits:

- **Reduced inventory** – The elimination of discrete voltage will eliminate the need to stock both voltages
- **Additional stock flexibility** – One product will service both 120 and 277 volt
- **Increased shelf space** – By reducing the number of products stocked there will be shelf space for additional HLI brands
- **Eliminates wrong voltage on jobsites** – One fixture handles all voltages from 100-300 volts; thus eliminating any issues with voltage needs
- **Reduces transaction cost** – Ordering will be easier and quicker when working with Columbia
- **Decrease by half the number of SKUs to be ordered and monitored** – Fewer SKUs makes ordering more efficient, quicker and easier for customers
- **Reduced harmonics (10%)** – All 32-watt products are less than 10% (17 and 25 watt will vary)

And most importantly, Columbia offers this value-added feature at **no additional cost** to our customers.

Now is the time to get the word out to our customer base that we have standardized on one product to meet all common application needs. Our RDCs are loaded to the rafters with UNV product and ready to ship to your customer! Attached is the memo to our customers that will be mailed to our customer base advising of this change to our offering. During this transition period, you may receive Universal voltage fixtures using the nomenclature LHUNV instead of UNV. The two designations are interchangeable.

Thank you for your support of Columbia Lighting.



William A. Ballweg  
Commercial Product Manager

Attachments: Memo to Distributors