

To: All Columbia Distributors
September 14, 2006
Universal Voltage T8 Ballasts Now Standard



Universal Voltage T8 Ballasts Are Now STANDARD

Supporting your efforts with products to meet the market demand is our first priority at Columbia Lighting. To assist your efforts, we have converted all T8 fluorescent products to Universal Voltage (120-277V). The benefits of this change are:

- **Reduced inventory**
- **Additional stock flexibility**
- **Increased shelf space**
- **No more wrong voltage on jobsites**
- **Reduced transaction cost**
- **Half the number of SKUs to be ordered and monitored**
- **Reduced harmonics (10%)**

All of these benefits with no additional charge over dedicated voltage specific ballasts!

Our conversion includes all common T8 ballasts including 17, 25, and 32 wattages in all fluorescent categories. Of course, dedicated voltage will continue to be required for some options such as fusing, dimming ballast, cord sets, convenience outlets, switches, and select emergency batteries.

Specifying universal voltage is easy; simply replace "120" or "277" in the catalog number with the designation "UNV".

During the transition period, you may receive Universal voltage fixtures using the nomenclature LHUNV instead of UNV. The two designations are interchangeable.

For additional support, please contact your local Hubbell Sales Agent.

We are excited about this opportunity to provide this enhancement to our line and thank you for your support of Columbia Lighting.

A handwritten signature in black ink, appearing to read "William A. Ballweg".

William A. Ballweg
Commercial Product Manager

