

**LIGHTING FOR TOMORROW 2005** DESIGN & TECHNOLOGY COMPETITION



Lighting for Tomorrow  
September 2005

The organizers of Lighting for Tomorrow would like to thank all of the lighting fixture manufacturers and designers who contributed their time and resources to develop and submit designs for energy-efficient, decorative residential lighting fixtures.

[www.lightingfortomorrow.com](http://www.lightingfortomorrow.com)



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Lighting represents approximately 15 percent of residential energy consumption in the U.S., using between 900-1400 kWh annually in a typical household. While progress has been made in reducing that energy use, 85 percent of residential fixtures still contain incandescent bulbs, and market penetration of ENERGY STAR fixtures is only at four percent. Given the sizeable opportunity for energy savings (approximately 66 percent per fixture) and the benefits to consumers of switching to energy-efficient fixtures (see below), Lighting for Tomorrow was created to increase availability and demand for ENERGY STAR fixtures and ceiling fans.

Benefits to the homeowner of ENERGY STAR-qualified light fixtures are significant. In addition to using two-thirds less energy than incandescent fixtures, they come with a pin-based compact fluorescent lamp (CFL) that offers bright light for at least 10,000 hours, or about seven years of normal use. This saves consumers time buying bulbs and climbing ladders to replace them. ENERGY STAR fixtures can also deliver features including dimming or switching capabilities on some indoor models and automatic daylight shut-off and motion sensors on outdoor models. They also carry a two-year warranty, which is double the industry standard.

This Lighting for Tomorrow catalog recognizes a select group of fixtures and technologies that pair the consumer benefits above with beautiful, functional design. Highlighted in these pages are 15 fixture families that offer exciting design solutions for today's homes. They include four top award winners, three honorable mentions, and eight finalists. They vary in style from traditional to transitional to contemporary, demonstrating that energy-efficient lighting is adaptable for a range of decorating needs. Some of these fixtures are already available, while the others will be introduced in the coming year. Enjoy this glimpse of "Lighting for Tomorrow" today.

Lighting for Tomorrow was established in 2002 to encourage and recognize excellence in design of energy-efficient residential light fixtures. Ultimately, Lighting for Tomorrow seeks to help increase the market availability of energy-efficient residential lighting fixtures and increase the marketing, promotion, and sales of such fixtures through primary distribution channels for the new construction and renovation markets.

The first activity of Lighting for Tomorrow was a lighting fixture design competition carried out in 2003 and 2004. The competition invited lighting fixture manufacturers and professional lighting designers to submit fixture designs featuring energy-efficient light sources.

**In 2005, the competition's specific objectives are the following:**

1. Stimulate the development of new, energy-efficient, decorative lighting fixture families in both indoor and outdoor categories.
2. Encourage innovation to address specific technical barriers preventing wide-spread consumer acceptance and market adoption of efficient fixtures in the residential sector.

**Timeline of the 2005 competition**

2005 Competition announced at Dallas Lighting Market .....	January 2005
Entry forms due .....	February 2005
Prototype fixtures due.....	May 2005
Judging session .....	June 2005
Winners notified.....	July 2005
Winners announced at ALA Annual Conference, Miami .....	September 2005

The 2005 Lighting for Tomorrow competition sought products and technologies that support energy-efficient lighting fixtures for the home and surrounding outdoors. In order to achieve this goal, organizers developed several minimum requirements for all entries. Firstly, the competition required use of dedicated (pin-based) lamps and ballasts, to prevent retrofitting with a screw-based lamp. This requirement ensured that the winning fixtures would provide the highest quality experience for the consumer, as well as lasting energy performance.

Secondly, all fixtures were required to be consistent with the eligibility criteria of the ENERGY STAR Residential Light Fixture program in their design and production. Specifically, compliance with version 4.0 of the ENERGY STAR criteria was required. (Please see [www.energystar.gov](http://www.energystar.gov) for a copy of these requirements.)

Consistent with ENERGY STAR, all entries were required to be rated for use in residential buildings and to meet all applicable national standards and building codes. For example:

- Ballasts must meet Federal Communications Commission (FCC) requirements for consumer use (47 CFR 18, Consumer Emission Limits) with regard to electromagnetic and radio frequency interference.
- Proposed fixtures must be tested and listed by an Occupational Safety and Health Administration (OSHA) Nationally Recognized Testing Laboratory (NRTL) as acceptable for compliance with National Fire Protection Association (NFPA) 70, of the National Electrical Code (NEC).

# ORGANIZING SPONSORS

Lighting for Tomorrow is jointly sponsored and organized by the American Lighting Association (ALA), Consortium for Energy Efficiency (CEE), and the U.S. Department of Energy (DOE), represented by Pacific Northwest National Laboratory (PNNL).

ALA is the only trade association uniting lighting manufacturers, showrooms/distributors, manufacturer representatives, component manufacturers, and industry-related companies dedicated to providing the public with quality residential lighting. ALA has over 1,200 corporate members across the U.S., Canada and the Caribbean.

CEE is a national, non-profit public benefits corporation that promotes the manufacture and purchase of energy-efficient products and services. CEE's goal is to induce lasting structural and behavioral changes in the marketplace, resulting in the increased adoption of energy-efficient technologies.

DOE's Building Technologies Program conducts research and development on technologies and practices for energy efficiency, working closely with the building industry and manufacturers. PNNL is a DOE national laboratory that delivers breakthrough science and technology to meet key national needs.

The organizing sponsors would like to thank the U.S. Environmental Protection Agency and the ENERGY STAR® Residential Light Fixtures Program for their in-kind support and assistance in the development of Lighting for Tomorrow.



Energy for a Changing World™



The following CEE members are recognized for their direct support of the 2005 competition.

## Lighting for Tomorrow 2005 invited designs in three categories:

1. Indoor fixture families
2. Outdoor fixture families
3. Technical innovation

### Why fixture families?

Lighting for Tomorrow 2005 encouraged the development of complete families of residential fixtures, to provide builders and consumers with better options in choosing energy-efficient lighting. Recognizing the need for stylistically complementary fixtures for different applications, such as chandeliers, pendants, wall sconces, and surface-mounts, Lighting for Tomorrow specifically asked for complete indoor and outdoor fixture families in the 2005 competition.

### Why technical innovation?

Lighting for Tomorrow invited technical innovations that would address ongoing barriers to greater use of energy-efficient lighting in the home. While this part of the competition was open to any innovations that would improve residential energy-efficient light fixtures, the following technology improvements were specifically sought:

- Ballasts that allow CFLs to be easily installed on 2- and 3-wire dimming circuits at low cost
- Ballasts that drive more than three wattages of lamps
- Smaller lamps to accommodate decorative fixtures such as chandeliers
- Residential fluorescent lamps with color characteristics more similar to incandescent

### Fixture family designs were evaluated on the basis of the following criteria:

- Potential market impact, based on the judges' assessment of the design's
  - ◆ Attractiveness
  - ◆ Value
  - ◆ Marketability
- Innovation in design and use of materials and components
- Functionality: providing high-quality illumination for the intended application

### Technical innovation entries were evaluated on the basis of the following criteria:

- Innovation
- Functionality
- Value
- Potential market impact

## JUDGES

The Lighting for Tomorrow organizers would like to recognize and thank all of the judges for their time and effort in evaluating the 2005 entries. The judges represent a cross section of key players in the residential lighting market, including homebuilders, showrooms, lighting designers, interior designers, journalists, and energy efficiency experts.

**Bernie Bauer**, Integrated Lighting Concepts, Westlake Village, California

**John Fallon**, Seattle Lighting, Bellevue, Washington

**Miguel Hutton**, KB Home, Las Vegas, Nevada

**Jeff Jacobs**, Centex, San Francisco, California

**Robyn Lawrence**, Natural Home and Garden magazine, Denver, Colorado

**Linda Lentz**, Independent Editor, New York, New York

**Oliver Morse**, Lawrence Berkeley National Laboratory (retired), Berkeley, California

**Ziggy Psarski**, CSA International, Toronto, Ontario, CANADA

**Patricia Rizzo**, Lighting Research Center, Troy, New York

**Marilyn Schulman**, Bay Shore Lighting, Bay Shore, New York

**Paul Vrabel**, ICF Consulting for ENERGY STAR, Washington DC

Lighting for Tomorrow also recognizes **CSA International** for hosting the judging session at their facilities in Cleveland, Ohio.

# FIRST PLACE WINNER

## INDOOR FIXTURE FAMILY CATEGORY

### Family name

Ferros

### Manufacturer

Lithonia Lighting

### Description

The Ferros family includes two chandeliers, one island fixture, a large pendant, a mini-pendant, a convertible flush-semi-flush ceiling fixture, a sconce and three vanities. These transitionally styled pieces are stand-outs in either brushed nickel or antique bronze finishes. All Ferros fixtures are designed to maximize the appeal of today's home décors. The brushed nickel fixtures feature acid-etched white opal shades that complement slightly more contemporary styles, while the etched tea-stained glass of the antique bronze units provide softer illumination to harmonize with more traditional surroundings.

Designed around the idea that lighting should provide an atmosphere of optimal comfort, the Ferros family is at home in any setting. These fixtures are an excellent, energy-efficient choice for kitchens, bathrooms, entry foyers, hallways and dining areas. The diversity of elements in the family allows consumers to create a complete lighting arrangement throughout the home.

### Availability

December 2005 at lighting showrooms in the U.S. and Canada.

### Contact information

David Zizzi, Director of Product Development  
Lithonia Lighting  
Consumer Products Group  
One Lithonia Way  
Conyers, GA 30012  
888-557-4676  
[www.lightahome.com](http://www.lightahome.com)  
[www.lithonia.com](http://www.lithonia.com)



# FERROS



*“As energy efficiency further emerges as an important component in light fixtures today, style and design must not be lost. The Ferros was a collaborative effort of designers striving to achieve transitional style in a family of fixtures that allow the consumer to maintain a consistent decor throughout the home while saving energy.”*

David Zizzi  
Director of Product Development  
Lithonia Lighting

# SECOND PLACE WINNER

## INDOOR FIXTURE FAMILY CATEGORY

### Family name

Windows Collection™

### Manufacturer

Justice Design Group

### Description

The traditional look of craftsman-style windows is the influence for the contemporary Windows Collection. All fixtures are offered in a choice of three window designs (Prairie Window, Plus Window, and Simple Window), four metal finishes (Dark Bronze, Brushed Nickel, Matte Black, and Antique Brass), and three lenses (White Frosted Glass, Amber Glass, and Mica). The consumer may combine these elements as he or she wishes to create a perfect fixture. All fixtures in this collection are designed to use 13-watt, 4-pin CFLs.

### Availability

May 2006 at lighting showrooms in the U.S. and Canada

### Contact information

Justice Design Group

261 S. Figueroa St., Suite 450

Los Angeles, CA 90012-2533

Tel 213-437-0102

Toll Free 800-533-4799

Fax 213-437-0860

Toll Free Fax 800-533-2911

E-mail: [sales@JDG.com](mailto:sales@JDG.com)

[www.JDG.com](http://www.JDG.com)



WIN-8728

## WINDOWS COLLECTION™



WIN-8722



WIN-8736



WIN-8747



WIN-8744

*“ Justice Design has always been a source for wonderfully innovative, transitional-to-contemporary designs that are not available from other companies. We feel strongly that Justice Design needs to be among the first to offer decorative lighting that meets tomorrow’s definition of “good design” — that is, design that incorporates a combination of aesthetic appeal and energy efficiency. ”*

Bruce Levin  
President & CEO  
Justice Design Group

# FIRST PLACE WINNER

## OUTDOOR FIXTURE FAMILY CATEGORY

### Family name

Eureka

### Designer

Stephen Blackman

### Availability

January 2006

### Manufacturer

American Fluorescent Corporation

### Contact information

American Fluorescent Corporation

2345 N. Ernie Krueger Circle

Waukegan, IL 60087

847-249-5970

Fax 847-249-2618

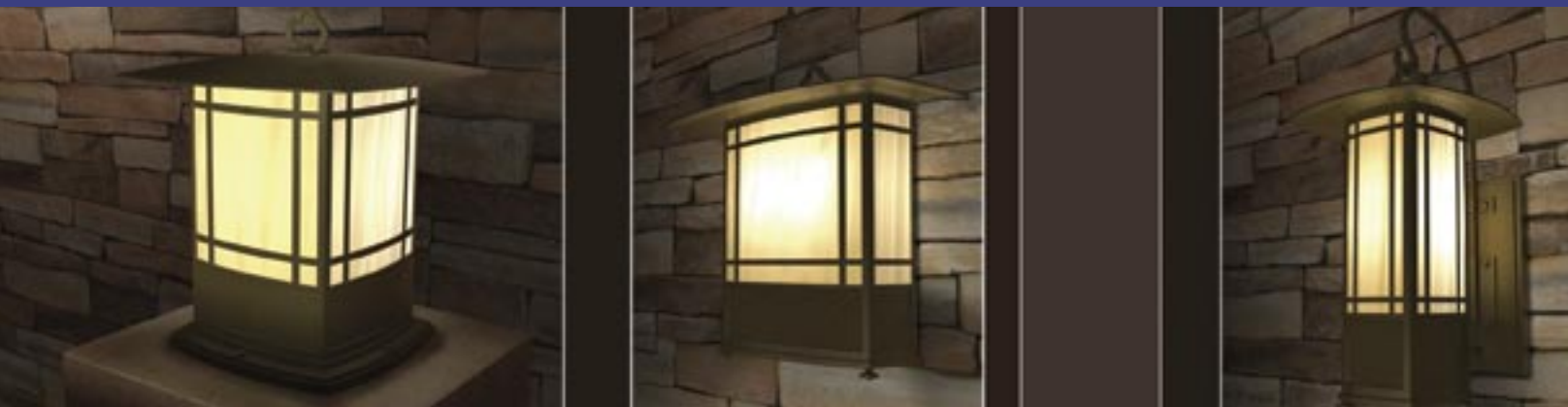
[www.americanfluorescent.com](http://www.americanfluorescent.com)

### Description

The Eureka series is constructed of a cast aluminum base, a stamped steel roof, and a hand fabricated brass cage, all painted in a weathered moss brown finish. The glass is a blown multicolored art glass diffuser. All fixtures in the series accept 13W or 18W compact fluorescent lamps with replacable socket ballasts. The family includes 7 SKU's; Large (18W), Medium(13W), and Mini (13W spiral) hanging wall fixtures, Large (2x13W) and Small flush (13W) "pocket" wall fixtures: a pier mount (2x13W) and an under-eave flush ceiling mount(18W).



# EUREKA



*“ The Eureka family of outdoor fixtures was developed around the popular ‘Mission’ or ‘Craftsman’ style of fixtures. We developed the size and shape of the fixture specifically around the sizing of the compact fluorescent lamp and the new self-contained ‘socket ballast.’ What we created is a completely new look for this well accepted design style. The fixture shows that it is possible to design nice-looking outdoor fixtures (with exciting materials and details) even though they are specifically designed around fluorescent lamps. ”*

Stephen Blackman  
American Fluorescent Corporation

# TECHNICAL INNOVATION WINNER

## DIMMABLE ENERGY EFFICIENT LIGHTING

### Technical innovation

Dimmable Energy Efficient Lighting

### Application Developer

Stephen Blackman

### Manufacturer

American Fluorescent Corporation

### Description

Never before available, Stephen Blackman's Chablis-Soleil pendant is the first affordably priced fluorescent ceiling fixture with an onboard dimmer switch. Cleverly hidden in the lower decorative finial, the dimmer twists to turn the 70 watt "2C" circline lamp on and then slowly increases the light output to full brightness. This feature, at an affordable price point, represents a ground-breaking development: this is the first energy efficient fixture that can closely compete with residential incandescent fixtures in dimming capability and price.

Blackman's design is only the first step in the development of affordable energy efficient ceiling fixture dimming. Now limited to circline fluorescents, Blackman believes the technology will soon be adapted to compact fluorescent lamps. Beyond that, he sees a day in the not-so-distant future when remote dimming by a standard wall switch dimmer control will be another affordable option for the residential market.

### Availability

Fixtures incorporating dimming lamps and ballasts are planned for introduction in 2006.

### Contact information

American Fluorescent Corporation

2345 N. Ernie Krueger Circle

Waukegan, IL 60087

847-249-5970

Fax 847-249-2618

[www.americanfluorescent.com](http://www.americanfluorescent.com)



Chablis-Soleil Pendant  
by American Fluorescent  
with 70W double circline lamp  
On-board dimmer controlled by finial loop

## DIMMABLE ENERGY EFFICIENT LIGHTING



*“ In general, fluorescent dimming has been a widely requested but ultimately very difficult technology to bring to moderately priced fixtures. We designed specifically around this ballast and lamp combination to show that, indeed, it is now possible to bring to the market a well-designed, cost-effective fixture with fluorescent dimming. ”*

Stephen Blackman  
American Fluorescent Corporation

# HONORABLE MENTION FOR USE OF SUSTAINABLE MATERIALS

**Family name**  
Flipster

**Designer**  
David Bergman

**Manufacturer**  
Fire & Water

**Description**  
Flipster is part of Fire & Water's continuing development of environmentally-conscious, contemporary decorative lighting. Each of Fire & Water's fixture families brings together energy efficiency and eco-materials. Flipster's hinged panels, reminiscent of "barn door" fixtures, allow the user to either diffuse the light by closing the panels or let more light out, while still shielding the light source. The rice paper patterned panels are made of a new "eco-resin" comprised of up to 40 percent post-industrial recycled content. Finishes are no- or low-VOC and the fixtures are designed to be disassembled at the end of their lives. The fixtures are lamped with a new generation of 18-watt or 26-watt pin-based CFLs with replaceable electronic ballasts.

**Availability**  
Currently available directly from Fire & Water, as well as through select showrooms and online sites.

**Contact information**  
David Bergman Architect  
Fire & Water Lighting + Furniture  
241 Eldridge Street #3R  
New York, NY 10002  
212-475-3106  
fax: 212-677-7291  
[www.cyberg.com](http://www.cyberg.com)



## FLIPSTER

# HONORABLE MENTION FOR USE OF SUSTAINABLE MATERIALS

**Family name**  
Lulu

**Designer**  
David Bergman

**Manufacturer**  
Fire & Water

**Description**  
Lulu is an evolution of one of Fire & Water's early eco designs, combining energy-efficient light source and "green" materials to create innovative new approaches to contemporary lighting. Incorporating shades made of 50 percent post-consumer recycled content plastic, Lulu was originally designed to fit the Philips dimmable Earthlight/Marathon screw-in CFL. With this new version, however, the fixtures have been reconfigured to utilize a new generation of dedicated 18-watt or 26-watt compact fluorescent lamps with replaceable ballasts. The shades are available in two styles: tapered or straight.

**Availability**  
Currently available directly from Fire & Water, as well as through select showrooms and online sites.

**Contact information**  
David Bergman Architect  
Fire & Water Lighting + Furniture  
241 Eldridge Street #3R  
New York, NY 10002  
212-475-3106  
fax: 212-677-7291  
[www.cyberg.com](http://www.cyberg.com)



## LULU

**Family name**  
Lighted Mirror

**Designer**  
Alex Kowalenko

**Manufacturer**  
Good Earth Lighting

**Description**  
This beautiful series of contemporary lighted mirrors can be used in a variety of locations in the home, including the bedroom, bathroom, dressing room, guest room or powder room. Easy to mount on the wall, these units have the convenience of easy plug-in operation or more permanent direct wire installation. The ENERGY STAR-compliant, tri-phosphor fluorescent light source brightly illuminates the subject. The slim profile design looks unobtrusive and elegant on any wall.

The lighted mirrors are available in three shapes and sizes: the round mirror is 20 inches in diameter and uses a 32-watt T9 circular lamp; the square mirror is 24 inches and uses two 13-watt T5 lamps; and the full-length rectangular mirror is 60 inches long and uses two 28-watt T5 lamps.

**Availability**  
Available in select Lowe's Home Improvement Warehouse stores.

**Contact information**  
Good Earth Lighting, Inc.  
122 Messner Drive  
Wheeling, IL 60090  
TEL: (847) 808-1133  
FAX: (847) 808-0838  
[www.goodearthlighting.com](http://www.goodearthlighting.com)



## LIGHTED MIRROR

**Family name**  
Adirondack

**Designer**  
Stephen Blackman

**Manufacturer**  
American Fluorescent Corporation

**Description**  
The Adirondack Series is reminiscent of the large scale fixtures seen at the great lodges of the Adirondack Mountains. It is an update of the kerosene oil lamps that were used to light the exteriors of these grand buildings. It is constructed of a spun metal roof and housing, with a cast aluminum backplate and support arms. The metal finish is a cold river rust, weathered brown applied finish. The exterior glass is a blown "seedy" textured glass, while the interior "hurricane" glass is a blown and translucent frosted glass. The lamping is 18W (large fixture) or 13W CFL (small fixture).

**Availability**  
January 2006

**Contact information**  
American Fluorescent Corporation  
2345 N. Ernie Krueger Circle  
Waukegan, IL 60087  
847-249-5970  
Fax 847-249-2618  
[www.americanfluorescent.com](http://www.americanfluorescent.com)



## ADIRONDACK

**Family name**

CandleAria™ Collection

**Manufacturer**

Justice Design Group

**Description**

The rich golden glow of candles is captured in the contemporary CandleAria Collection. All of these fixtures come with faux candle shades that will add considerable light, warmth, and charm to any room. These fixtures are available with a choice of "Melted Rim" or "Flat Rim" faux candle shades and four metal finishes (Dark Bronze, Brushed Nickel, Matte Black, and Antique Brass). All fixtures in this collection are designed to use 13-watt, 4-pin CFLs.

**Availability**

May 2006 at lighting showrooms in the U.S. and Canada

**Contact information**

Justice Design Group  
 261 S. Figueroa St., Suite 450  
 Los Angeles, CA 90012-2533  
 Tel 213-437-0102  
 Toll Free 800-533-4799  
 Fax 213-437-0860  
 Toll Free Fax 800-533-2911  
 E-mail: sales@JDG.com  
 www.JDG.com



## CANDLEARIA™ COLLECTION

**Family name**

Helios

**Designer**

Stephen Blackman

**Manufacturer**

American Fluorescent Corporation

**Description**

The Helios series has an organically styled, elongated look. The distinctive hand crafted glass diffusers surround the 13W or 18W CFL in the sconce, pendant and six-light chandelier fixtures. A forthcoming vanity fixture is part of this series and will come with a T5 high-output linear fluorescent lamp. The finish on the metal is a brownish oil-rubbed bronze for all of the fixtures. The sconce will also be available in an optional chrome finish.

**Availability**

This series will be introduced in Spring 2006. A two-wire dimmable version of the six-light chandelier is planned for late 2006.

**Contact information**

American Fluorescent Corporation  
 2345 N. Ernie Krueger Circle  
 Waukegan, IL 60087  
 847-249-5970  
 Fax 847-249-2618  
 www.americanfluorescent.com



## HELIOS

**Family name**

Kid's Room Collection™

**Manufacturer**

Justice Design Group

**Description**

Fill your children's nights with wonder when you decorate with these storybook lights. The Kid's Room Collection includes flush-mount ceiling fixtures, wall sconces, and fan light kits. Each fixture features a colorful hand-painted composition finish with whimsical elements that glow in the dark. All fixtures in this collection are designed to use 13-watt or 18-watt, 4-pin CFLs, depending on the size of the fixture.

**Availability**

Currently available at lighting showrooms in the U.S. and Canada.

**Contact information**

Justice Design Group  
 261 S. Figueroa St., Suite 450  
 Los Angeles, CA 90012-2533  
 Tel 213-437-0102  
 Toll Free 800-533-4799  
 Fax 213-437-0860  
 Toll Free Fax 800-533-2911  
 E-mail: sales@JDG.com  
 www.JDG.com



## KID'S ROOM COLLECTION™

**Family name**

LumenAria™ Collection

**Manufacturer**

Justice Design Group

**Description**

The LumenAria Collection provides the warmth and glow of genuine alabaster without the cost. The new Dakota™ grouping within the LumenAria Collection features a choice of "Broken Rim" or "Flat Rim" faux alabaster shades and four metal finishes (Dark Bronze, Brushed Nickel, Matte Black, and Antique Brass). All fixtures in this collection are designed to use 13-watt, 4-pin CFLs.

**Availability**

May 2006 at lighting showrooms in the U.S. and Canada

**Contact information**

Justice Design Group  
 261 S. Figueroa St., Suite 450  
 Los Angeles, CA 90012-2533  
 Tel 213-437-0102  
 Toll Free 800-533-4799  
 Fax 213-437-0860  
 Toll Free Fax 800-533-2911  
 E-mail: sales@JDG.com  
 www.JDG.com

## LUMENARIA™ COLLECTION



**Family name**  
Moderne Collection

**Designer**  
John Burke

**Manufacturer**  
DFI Lighting

**Description**  
The Moderne collection features Craftsman motifs updated to a contemporary look. The fixture construction consists of frosted glass surrounded by metal accents finished in satin platinum.

The Moderne pendant is available in three sizes: small, using two 26-watt CFLs; medium, using four 26-watt CFLs; and large, using six 26-watt CFLs. The surface-mounted fixture uses two 26-watt CFLs, and the wall sconce employs one 26-watt CFL.

**Availability**  
All fixtures are currently available. Contact DFI Lighting for price and delivery.

**Contact information**  
Sylvia Madrid - Supervisor of Customer Service  
DFI Lighting  
20101 S. Santa Fe Avenue  
Rancho Dominguez, CA 90221  
Tel 800-228-6197  
Fax 310-885-5161  
[www.dfilighting.com](http://www.dfilighting.com)



## MODERNE COLLECTION

**Family name**  
Palencia™

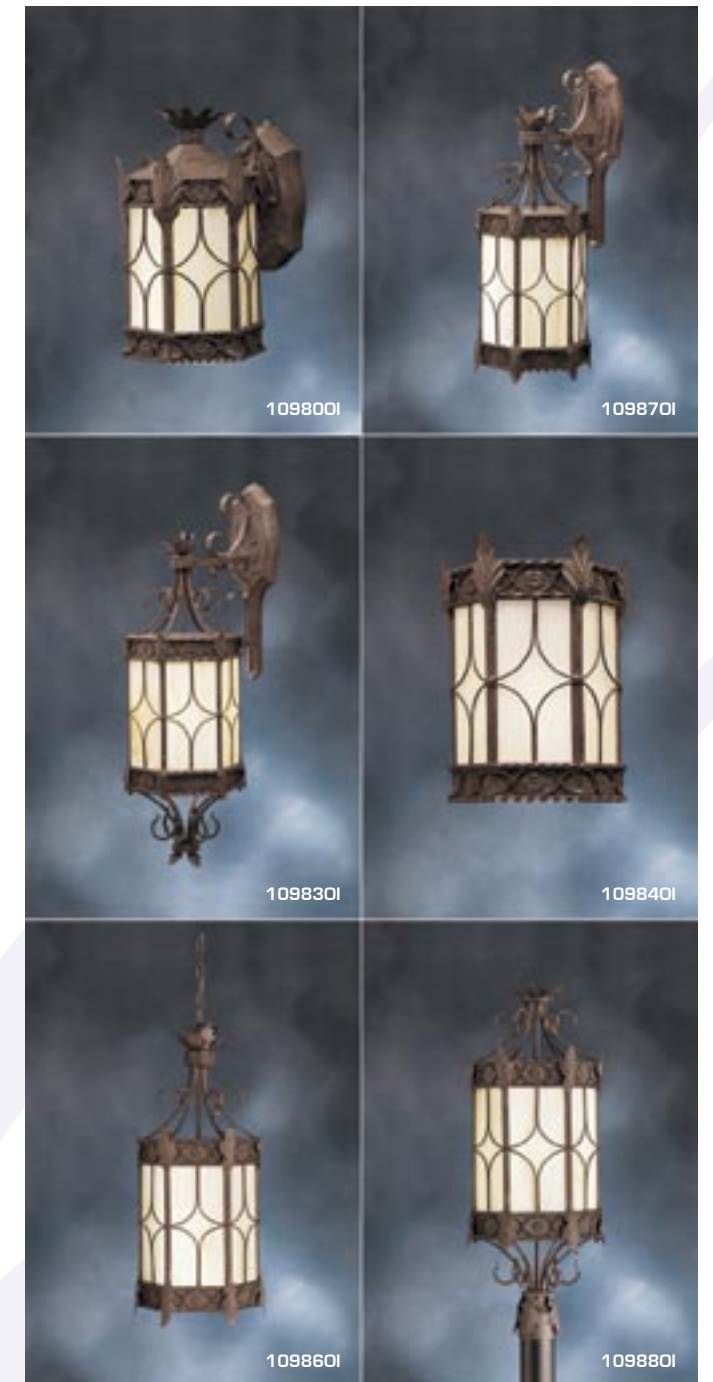
**Designer**  
Ken Nicholas

**Manufacturer**  
Kichler

**Description**  
Using Kichler's exclusive Old Iron finish and Honey Beige art glass, the Palencia™ family of lighting products has been designed exclusively as energy-efficient exterior lighting. The goal was to create visually exciting fixtures that use a fluorescent light source. By bridging the gap between fashion and function Kichler has provided the customer with the best of both worlds: great looking lighting that operates on a fraction of the electricity. All fixtures in this collection use 13-watt or 18-watt pin-based CFLs, depending on the size of the fixture.

**Availability**  
The Palencia™ family, along with a full catalog of energy-efficient products that are California Title 24 compliant and ENERGY STAR qualified, will be introduced in the Fall of 2005. Kichler offers distribution nationwide and in a large portion of the world. A retailer in your area can be found on the Web or by calling Kichler directly.

**Contact information**  
Kichler Lighting  
7711 East Pleasant Valley Road  
P.O. Box 318010  
Cleveland, Ohio 44131-8010  
Tel 216-573-1000  
[www.kichler.com](http://www.kichler.com)



## PALENCIA™

**Family name**

Savannah

**Manufacturer**

Progress Lighting

**Description**

For those who seek modern technology but have traditional tastes, the ENERGY STAR-rated Savannah Collection combines the best of both. Inspired by the casual spirit of the British Colonial Isles and the symbol of hospitality, this collection features romantic alabaster glass, which casts a soft yet bright light. With pineapple patterned accents and twisted rope details, each fixture showcases a Burnished Chestnut finish for a distinguished look that evokes a sense of timelessness. Whether highlighting one room or providing continuity to a whole house, this collection creates instant ambiance, and the range of fixtures offers something for every application and budget. All fixtures in this collection use 13-watt pin-based CFLs.

**Availability**

Available at local Progress Lighting dealers.  
Visit [www.progresslighting.com](http://www.progresslighting.com) to locate a distributor.

**Contact information**

Progress Lighting  
PO Box 5704  
Spartanburg, SC 20304-5704  
864-599-6000  
[progress@progresslighting.com](mailto:progress@progresslighting.com)  
[www.progresslighting.com](http://www.progresslighting.com)



**ENERGY STAR Residential Light Fixture Program**

Lighting fixtures that have earned the ENERGY STAR combine high performance, attractive design, and the highest levels of energy efficiency, so they save energy, save money on utility bills and help protect the environment.

**ENERGY STAR light fixtures:**

- Offer more light while using two-thirds less energy, compared to incandescent fixtures
- Include a pin-based CFL that offers bright light for 10,000 hours, or about seven years, saving energy and offering greater convenience for the consumer with less time spent buying and replacing light bulbs
- Make bulb replacements easy, using pin-based bulbs that plug in rather than screw in
- Deliver features including dimming or switching capabilities on some indoor models and automatic daylight shut-off and motion sensors on outdoor models
- Come in hard-wired and portable models, including a variety of desk and table lamps, torchieres, dining room, ceiling, and outdoor fixtures
- Provide a safe, cool alternative to incandescent and halogen fixtures



## Save with ENERGY STAR light fixtures

With just one ENERGY STAR fixture, a typical consumer can realize significant savings—the example below represents a total savings of \$57.\* It shows an incandescent ceiling mount fixture replaced with an ENERGY STAR qualified model.

Expenditures	ENERGY STAR Qualified Fixture Replacement (one pin-based 30W bulb)	Incandescent Fixture (one 100W bulb)
Initial Investments (fixture cost)	\$40	\$31
Energy Costs	\$26	\$87
Bulb Replacement Cost	\$0	\$5
<b>TOTAL COST</b>	<b>\$66</b>	<b>\$123</b>

\*Note: Based on a fixture's pin-based bulb life of 10,000 hours (about 7 years with average use of 3.5 hours/day) and an incandescent bulb life of 1,000 hours at \$0.085 per kWh, \$0.50 per incandescent bulb.

## FREQUENTLY ASKED QUESTIONS

### How does a product earn the ENERGY STAR?

ENERGY STAR manufacturers must certify that their product meets the strict energy efficiency guidelines set by the US Environmental Protection Agency and the US Department of Energy. When they do, they may place the label on their product. As technology advances and more energy-efficient products make it to the marketplace, ENERGY STAR reviews the guidelines for each product category and strengthens them as necessary to ensure that, generally, only the top 25% of products in each category can earn the label.

### What's the difference between ENERGY STAR fixtures and standard fixtures?

Most ENERGY STAR fixtures come with a pin-based CFL that is rated for 10,000 hours of life (about 7 years, on average) versus standard screw-in bulbs which last about 1,000 hours (up to 1 year). Some ENERGY STAR outdoor fixtures will accept an incandescent light bulb because they save energy through a motion sensor and/or a photocell that turns the light on only when someone is present or on and off at night and in the morning. Qualified fixtures come in hundreds of popular styles, including table, floor and desk lamps and in hard-wired styles for ceilings, walls, bathroom, kitchen, dining room, and outdoors. Replacement pin-based CFLs can be found at lighting showrooms, most hardware or home improvement centers, and on the Internet.

### Why should consumers choose ENERGY STAR light fixtures for their homes?

- Uses 2/3 less energy and produces the same bright light.
- Consumers can save more than \$60 every year in energy costs by replacing the five most frequently used fixtures with ENERGY STAR. (Estimate depends on electricity rates and use. Number based on replacing the kitchen ceiling dome, living room table and floor lamps, bathroom vanity, and outdoor fixture).
- Bulbs last about 7 years, offering greater convenience for the consumer with less time spent buying bulbs and replacing them.
- ENERGY STAR fixtures are an easy way to protect the environment now and into the future.

## How much do ENERGY STAR light fixtures cost?

The cost of ENERGY STAR lighting fixtures varies. Some ENERGY STAR light fixtures cost the same as their traditional counterparts; others may cost more. But, ENERGY STAR light fixtures use 2/3 less energy, so consumers will save on energy costs for as long as they own and operate the product.

## Who makes ENERGY STAR light fixtures?

The same manufacturers that consumers already know such as Seagull Lighting, Westinghouse, and Progress Lighting, and some that they may not know yet, such as ASL Energy Efficient Lighting, Good Earth Lighting, Harmony Lighting, and more.

## Where can consumers buy ENERGY STAR light fixtures?

ENERGY STAR lighting products are stocked by local lighting showrooms, home improvement centers, hardware stores, and local independent and regional retailers. These and other ENERGY STAR partner stores are listed on the ENERGY STAR web site at [www.energystar.gov](http://www.energystar.gov). If there are no ENERGY STAR fixtures in a store, ask a salesperson. ENERGY STAR fixtures are still relatively new, but are becoming increasingly available, and can be ordered directly from manufacturers' catalogs if they are not readily stocked by retail outlets.

The past year has been a fruitful one for lighting innovation. Lighting technology continues to improve and evolve, with a greater variety of energy-efficient lighting options than ever before. While the majority of lighting innovations are applied in the commercial sector, some are making it into the residential market as well.

## Replaceable electronic ballasts

Miniaturization of electronic ballast technology is enabling greater use of energy-efficient light sources in decorative fixtures. One of the key challenges in using fluorescent lamping is ballast placement. Unlike incandescent lamps, fluorescent lamps require a ballast to provide starting voltage and to regulate electric current during operation. Traditionally, ballasts have been boxy and bulky, but with today's technology they can be made much smaller, enabling them to fit more seamlessly into decorative fixtures. Further, the new ballasts are easily replaceable, unlike their hard-wired predecessors. Figure 1 shows a replaceable ballast, which allows consumers the flexibility to change the wattage (and therefore the light output) of the fixture, and allows easy replacement in the unlikely event of early ballast failure. Nearly all of the entries in the Lighting for Tomorrow 2005 competition used this type of technology.

## Line-voltage socket

While replaceable electronic ballasts have grown in popularity due to increasing demand from utilities, ENERGY STAR, builders and other market actors, there remained no common design standard for the line-voltage sockets (i.e., what the replaceable ballast plugs into). The lack of standard line-voltage sockets, and thus lack of a standard pin base on the replaceable ballasts, was a barrier to ballast interchangeability.



Figure 1

In 2004, US EPA organized a competition to select one standard line-voltage socket and ballast holder, capable of accepting replaceable ballasts from different manufacturers within a category of luminaires. The ballast shown in Figure 1 fits into the winning line voltage socket design with two pins which twist-lock in place.

A host of new products using white lighting-emitting diodes (LEDs) have been introduced during the past year. The major US-based LED chip manufacturers, including Lumileds and Cree, announced significant performance improvements during 2005. Both companies announced 60 lumen-per-watt white LEDs, a luminous efficacy level on a par with CFL sources. Additional improvements in heat tolerance and white color consistency are being pursued to make LEDs more suitable for general illumination.

Significant remaining barriers to wide-spread use of LEDs for general illumination include:

- Very high cost compared to traditional light sources
- Relatively low light output compared to traditional light sources
- Lack of industry standards and testing procedures for predicting and reporting LED life and light output
- White color quality and consistency across products and over product lifetime
- Thermal management to prevent premature lumen depreciation
- The need for fixture manufacturers to learn how to design fixtures that use LEDs

Rapid progress is being made in addressing each of these barriers. Lighting for Tomorrow will encourage greater use of high-efficiency white LEDs in the 2006 competition.

The color of the light is often mentioned as a major barrier to the use of fluorescent lighting in residential settings. Today's fluorescent lamps have been improved, however, and they can provide light of excellent quality - including color - in the finest residential lighting applications.

State-of-the-art residential fluorescent lighting utilizing conventional linear lamps or the newer CFLs can match traditional incandescent lamps in size, light output and color. As a bonus, CFLs save energy and last many times longer. In many areas, fixtures with CFLs have become the norm in kitchens, bathrooms, and laundry areas. With the advent of new fixture designs, CFLs are now being used increasingly in living, dining, activity, and sleeping areas as well.

Historically, the cold color and poor color appearance of people and things lighted with fluorescent sources has been a major drawback - especially for residential lighting. To make the situation more complicated, fluorescent light sources are available in a variety of color qualities ranging from "cool" to "warm," so one person's description of fluorescent lighting may not match the visual experience of another person.

Recently, though, it has become easier to find fluorescent lamps with excellent color quality.

1. For most residential lighting applications, the best choice is a fluorescent lamp color that duplicates the color and appearance of incandescent lamps. All the major lamp manufacturers make such a color, but they may call it by different names, such as Soft White or Kitchen and Bath Ultra™ (GE), Soft White Dulux® (Osram-Sylvania), and Soft White + (Philips).
2. The universal technical designation of such colors - a system that is used worldwide - is "RE 827" or "RE 830." That information should be printed on the light source itself, on the packaging, or found on the lamp manufacturer's web site and in their catalog.
3. Color is subjective, so it's important to arrange for a demonstration or try a sample to make sure the color is appropriate for a particular lighting application and setting. Your eyes are the best judge of whether or not the color is suitable for you.

Selection of the right fluorescent source will guarantee years of high-quality, energy-efficient lighting.

The following article demonstrates how several of the top showrooms from around the country have successfully promoted ENERGY STAR fixtures.

## RESIDENTIAL LIGHTING

Text reprinted with permission from Residential Lighting, March 2005

### Selling Energy Efficiency

*Make a mark in this conserving category by putting plenty of power behind your promotions.*

The profit opportunity in energy-efficient lighting and ceiling fans is growing. So, what can showrooms do to make more fluorescent-phobic customers comfortable with the category? Try blitzing the market.

In only one year, two-store Lighting Unlimited in Ocala, FL, grew its energy-efficient lighting program to 5 percent of total sales. The company put 30 SKUs of ENERGY STAR-qualified product on the salesfloor, identified them with hang tags and invested in advertising. The campaign—"Harness the Power of ENERGY STAR!"—was timed to match a local Parade of Homes, so it caught the public's interest and garnered plenty of store traffic. Seminars conducted for home builders also played a key role.

"Now we're showing more five-light and eight-light chandeliers and fewer ceiling drums in our showrooms," says showroom President Bert Heuser. "We're showing more decorative product and less commodity."

Out West, David McKee, COO, and Walt Gallagher, Purchasing Manager for Seattle Lighting, approached the U.S. Environmental Protection Agency (EPA) in early 2003 about integrating energy-efficient lighting into their showrooms. The team set up Sea Gull Lighting kiosks in six showrooms, with each kiosk displaying 25 ENERGY STAR-qualified SKUs. In tandem with the kiosks, the stores ran advertisements in newspapers reaching more than 535,000 subscribers. The efforts drew in hundreds of new customers, and Seattle Lighting's unit and dollar

sales per square foot exceeded company averages. By February 2004, the showrooms had sold more than 1,200 ENERGY STAR-qualified fixtures.

Clearly, energy-efficient lighting has potential, and retailers worry little about the relatively high price points of the products. "People who are energy-conscious sense the products cost more and understand the payback," Heuser says. "They are somewhat pre-sold."

For this reason, a solid in-store presentation is crucial to success. At Phillips Lighting & Home in Modesto, CA, hang tags and posters contribute greatly to sales of energy-efficient ceiling fans. Chuck Arnold, President, focuses on selling product benefits, such as the reduced heat output and typically longer warranties of energy-efficient fans. Phillips began aggressively marketing energy-efficient lighting and fans and saw sales of ENERGY STAR-qualified product grow 800 percent in one year.

Such results motivate David Director, President of Connecticut Lighting Centers, Hartford, CT, to emphasize the category. In future remodels of Connecticut Lighting showrooms, he plans to feature dedicated ENERGY STAR departments.

"As more people realize that purchasing ENERGY STAR-qualified lighting will allow them to ignore every bulb in their house for up to seven years at a stretch, they will be lining up to buy ENERGY STAR," Director says.


Many of the top builders nationwide have embraced ENERGY STAR lighting. The following tips for builders are pulled from case studies of the following builders: DR Horton, Ravenswood Homes, Reiss Building and Renovation, and Kentco Builders. Each of these builders has reaped the benefits of installing ENERGY STAR light fixtures and ceiling fans, like those featured in this catalog. For more information on how to incorporate ENERGY STAR lighting in your new homes, see the ENERGY STAR web page at [www.energystar.gov](http://www.energystar.gov).

### Builder Tips for Success - Display and Marketing

- Demonstrate the aesthetic appeal and quality of ENERGY STAR lighting fixtures and ceiling fans by using them to light the model home.
- Place ENERGY STAR marketing materials that highlight the features and benefits of ENERGY STAR throughout the home. Use this marketing to convey the message that you are selling high-quality product that is beneficial to their bottom line and the environment.
- Educate sales staff on how to explain and sell the benefits of the ENERGY STAR light fixtures. Once they understand the intrinsic benefits of ENERGY STAR light fixtures and ceiling fans, they can use this knowledge to address the client's needs and make the sale.
- Spend time with your ENERGY STAR program implementer to strategize your approach to building, choosing marketing methods that will be most useful and cost efficient for you.
- Publicize your ENERGY STAR partnership in your marketing materials and establish yourself as a builder known for quality and energy-efficient homes.

### Builder Tips for Success - Product Selection and Supply

- Work through a lighting supply company that will guarantee prompt delivery and a sure supply.
- Order the lighting fixtures early in the construction process to avoid fixture delivery delays and to ensure proper fit in selected locations.
- Work closely with your manufacturers, and distributors to assist with technical and selection criteria.
- Refer customers to lighting supply stores that are well-educated about the wide variety of ENERGY STAR lighting fixtures and can help customers design an ENERGY STAR Advanced Lighting Package that fits their budget.



[www.lightingfortomorrow.com](http://www.lightingfortomorrow.com)