

# WELCOME

# MAXLITE'S MARKETING TEAM

1/30/14 Webinar

**Presented by: Greg Murphy** 

Special Guest: Sharon Katz (MaxLite's Marketing Manager)

### **WEBINAR TOPICS**



### **TODAY'S TOPICS**

- MaxLite.com & Mobile Web
- Local Utility Rebates Finder
- ROI Calculator
- Case Studies
- News & Events
- Marketing Catalogs & Trifolds
- MaxLite Print Advertising
- Subscribe For MaxLite News
- Marketing Collateral
- MaxLite Promos
- Product Library
- DLC & ENERGY STAR® Product Finder
- Dealer Locator
- MaxLite University
- Custom Product & Technology Training
- Question/Answer Session

# MAXLITE'S MARKETING TEAM

MaxLite has many tools and resources available to help you turn your inventory faster. If you're not taking advantage of the marketing materials we offer then you're missing out on some excellent opportunities to improve your business. Register now and learn how the MaxLite Marketing team can help to support your sales.

Join us on January 30th and make sure you're not missing out!

#### **JOIN US TO LEARN MORE!**



Thurs, Jan. 30 at 12pm EST
To register click the "REGISTER NOW" button below

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**WEBSITE** 



### **MAXLITE.COM & THE MOBILE WEBSITE**





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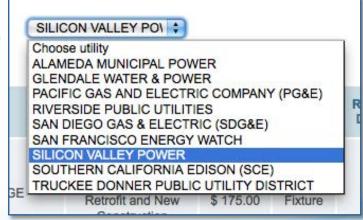
### **UTILITY REBATE FINDER**



### FIND LOCAL UTILITY REBATES IN YOUR AREA

Choose your state and utility below to view rebates available for MaxLite products in your area. If you have questions about the rebates, notice something that is missing or see a discrepancy in the information please Choose state Choose state first ‡ Choose state Alabama Description Per Unit Type Amount Rebate D Colorado Connecticut Florida Georgia Iowa Terms of Use | Site Map | Contact Us | Mobile Idaho Illinois MaxLite, Inc. All Rights Reserved. MaxLite: 12 York Ave, West Caldwell, NJ 07006 Tel: 973-244-730 Kentucky Massachusetts Maryland Maine Michigan Minnesota Missouri Mississipp North Carolina

2.



MAXLITE Available MaxLED **LED Small Floods** Utility DL C Rebates for MaxLite products in your area. Choose your state and utility below to view rebates available for MaxLite products in your area. Click to Request Rebate Flyer If you have questions about the rebates, notice something that is missing or see a discrepancy in the information please email: ipater@maxlite.com SILICON VALLEY POI : California Updated for 2014 Item (SKU) Form 71259 PARKING GARAGE \$ 175.00 MLPKG40LED60 FIXT 40W LED 5000K Construction 71260 PARKING GARAGE MERKG70LED50 Retrofit and New \$ 175.00 Fixture Download Construction 70877 LED FIXTURE 40W MLLWP40LED50DS LARGE WALL PACK 5000K Retrofit and New \$ 100.00 Fixture Download DARK SKY COMPLIANT 71136 LED FIXTURE 70W Prescriptive Retrofit and New \$ 100.00 Fixture Download Construction 70881 LED FIXTURE 20W Retrofit and New \$ 100.00 Fixture Download DARK SKY COMPLIANT Construction 70880 LED FIXTURE 30W MLSWP30LED50DS SMALL WALL PACK 5000K Retrofit and New \$ 100.00 Fixture Download Website Construction

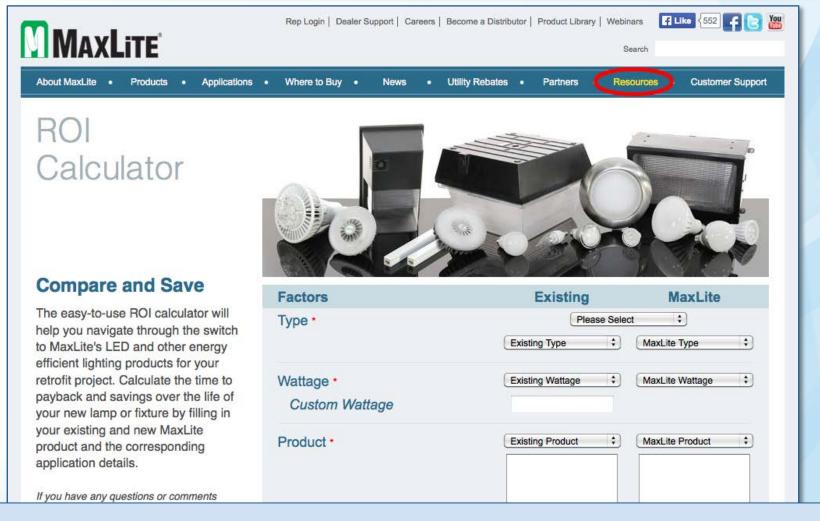
Visit: http://www.maxlite.com/utility-rebate-programs



### **ROI CALCULATOR**



### EASY TO USE CALCULATOR - COMPARE & SAVE

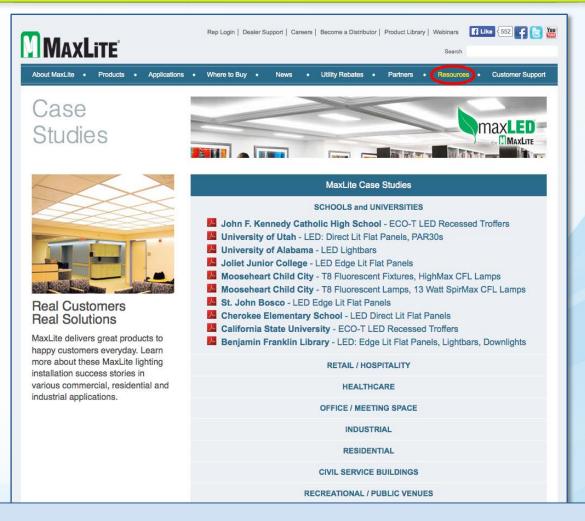


Visit: http://www.maxlite.com/resources/roi-calculator





### **REAL CUSTOMERS - REAL SOLUTIONS**



Visit: http://www.maxlite.com/resources/case-studies

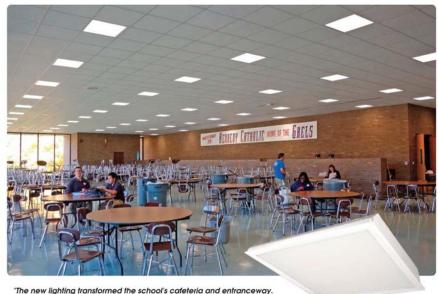


### **CASE STUDIES**



Northern Westchester County New York Catholic School Revamps Cafeteria and Common Area with MaxLite LED Fixtures





The new lighting is sharp and professional, and we look forward to finishing the rest of the school this summer with MaxLite's LEDs.\*

--- Ed Leahy, Project Manager at Baker Liturgical Art, LLC

John F. Kennedy Catholic High School, located on 64 acres in Somers, New York, had a mishmash of lighting fixtures from the 1960s throughout the campus that produced uneven distribution. Well-lift areas were sandwiched between darkly lift spaces, with some fixtures hung haphazardly from the ceiling. Additionally, the school spent a considerable amount of time replacing bulbs as they burnt out sporadically, and they wanted to reduce maintenance time and costs associated with replacement products.

After researching replacement LED products from local manufacturers, Ed Leahy, project manager at Baker Lifturgical Art, chose to use MaxLife products, for the company's excellent customer service, support, and proximity, to resolve potential problems and provide replacement products, if needed.





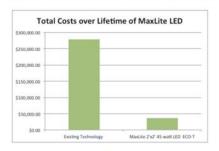


In addition to student dining, the school's cafeteria serves as a testing area, study hall and meeting space for after-school events, dinners and dances. Within this space, Leahy replaced 40 Lightolier Recessed Incondescenent Fixtures with 300-watt bulbs with a parabolic reflector and 31 1'x4' surface-mounted fluorescent fixtures who with 45-watt 2'x2' ECO-™ LED Recessed Troffers, in 4100K correlated color temperatures (CCT). The DesignLights Consortium® (DLC) qualified fixtures were installed with a dimmer for controllable lighting levels for the varied activities within the space. In the large entry common area, 95 of the same incandescent fixtures and 41 1'x4' fluorescents were replaced with ECO-Ts programmed with a dimmer.

The swap to LED lighting will save the school more than seven million kWh of energy and \$241,085 in energy and maintenance costs over the L70-rated 50,000-hour lifetime of the LED fixtures.

#### MaxLite

MaxLite has been committed to providing energy-efficient lighting products for the last 20 years, and was one of the first movers into LED technology in the industry. An ENERGY STARS Partner of the Year, MaxLite established the MaxLED® brand, an extensive line of state-of-the-art indoor and outdoor lamps and luminaires.











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### **CASE STUDIES: IN THE MEDIA**









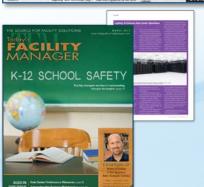
















#### **MaxLite In Print**

Visit:

http://www.maxlite.com/resources/in-the-media



### **CASE STUDIES: IN THE MEDIA**



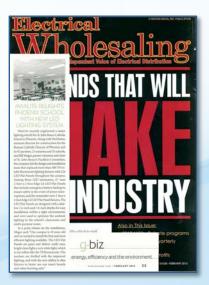
### SUBMIT YOUR OWN CASE STUDIES

 MaxLite is always looking for new project installations to develop into case studies.

Do you have any good stories to share, no matter how large or small?

Please send your ideas to <a href="mailto:skatz@maxlite.com">skatz@maxlite.com</a> and your and your customer can be featured on <a href="mailto:MaxLite.com">MaxLite.com</a> and in print.











### **NEWS & EVENTS**



### MAXLITE NEWS ROOM HAS THE LATEST





Visit: http://www.maxlite.com/news-and-events



### **CATALOGS & TRIFOLDS**



### **MAXLITE CATALOGS & TRIFOLDS**





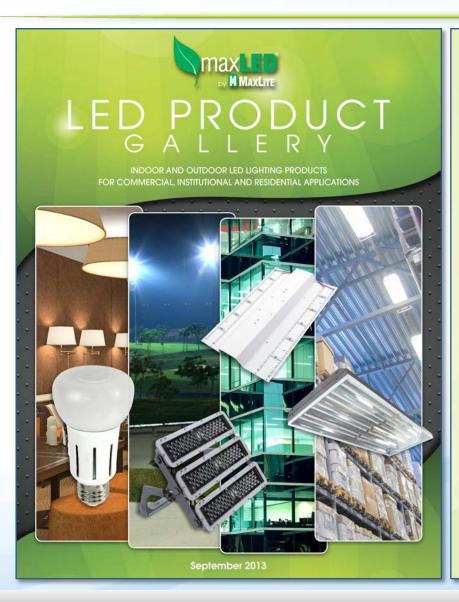
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### **CATALOGS & TRIFOLDS**



### **MAXLITE CATALOG**



MaxLite has been committed to providing energy-efficient lighting products for the last 20 years, and was one of the first movers into LED technology in the industry. An ENERGY STAR® Partner of the Year in 2009. MaxLite established the MaxLED® brand, an extensive line of indoor and outdoor lighting fixtures featuring innovative LED luminaires and lamps using the latest state-of-the-art LED technology.

We keep our products in stock and available for immediate purchase and delivery. Out of the company's distribution center in Rancho Cucamonga, California and distribution and product assembly center in West Caldwell, New Jersey, MaxLite ships products within the continental United States within one to three days on standard

With extensive product development labs, testing facilities, and in-house market research, MaxLite products exceed the highest standards in lighting design, service, support and technology. MaxLite's LED products are LM-79 and LM-80 tested, UL or ETL listed. and backed by industry leading warranties; additionally, MaxLite only uses long-life premium LED chipsets.

As a result of its persistent innovation, MaxLite has received various honors, including:

- IES Progress Report recognition for StaxMAX™ LED Flood-Light, the four-inch LED Downlight Retrofit and the GU24 Omnidirectional
- Maintenance Solutions magazine Darn Good Products award for LED BayMAX™ High/Low Bay Retrofit Lamp
- appliance DESIGN magazine Excellence in Design award for LED Round Flat Panel Pendant
- Architectural SSL PIA award for Plug-and-Play LED Lightbars and LED Round Flat Panel Pendant
- Building Operating Management magazine's Top Product Award award for LED Flood Lights
- Architectural Products magazine Product Innovation Award (PIA) award for Plug-and-Play LED Lightbars
- Five-time Lighting for Tomorrow winner for LED Round Flat Panel Pendant, FlatMAX® LED Flat Panels, LED Architectural Panel and Brigantine CFL fixtures and LED Faux Can in 2012, 2011, 2009, 2008
- · Electrical Construction & Maintenance magazine Product of the Year Luminaires category award for Direct Lit LED MRI Flat Panels
- Two-time BUILDINGS magazine Money-Saving Product award for LED Parking Garage Canopy Luminaire and ECO-T™ LED Recessed Troffers



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BUILDINGS DESIGNEIGHTS















#### TABLE OF CONTENTS

#### INDOOR LED FIXTURES

#### **OUTDOOR LED FIXTURES**

GARAGE & CANOPY LUMINAIRES .... 27-28

LED FLOOD LIGHTS & AREA LIGHTS .... 31-33

StaxMAX™ LED FLOOD LIGHTs .... 34-35

MERAK ROADWAY LIGHTs .... 36-37

#### **GENERAL PURPOSE LED BULBS**

LED BULBs .... 39-41

CANDLES .... 42-43

G9 RETROFIT LAMPs .... 43

LED LINEAR T8 44

PARs & BR LAMPs .... 45-47

ECLIPSE .... 48-49

PANCAKE .... 50



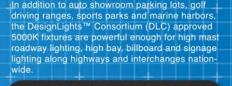
### **CATALOGS & TRIFOLDS**



### **MAXLITE TRIFOLDS**

## StaxMAX DESIGNATION LED FLOOD LIGHT

Perfect for a wide range of commercial flood light applications and general area illumination, MaxLite's StaxMAX LED Flood Lights is a flexible system comprised of self-contained modular elements that replaces 250- to 1,000-watt metal halide fixtures using just 135- to 405-watts. Users can specify one, two or three 135-watt unit configurations with one-piece optic reflectors, where each module can have one of three beam angles in 22-, 55- and 120-degrees.



#### Key features:

- ◆ Each module can have one of three 22-, 55and 120-degree beam angles
- Chassis yoke mount and 270-degree pivot base plate with integrated arm protractor delivers precise aiming
- ◆ Post-painted for durability
- ◆ Separate discreet J-box for easy field installation
- Universal (120 to 277) volt operation, with 347- and 480-volt models available by custom order



#### **CAR DEALERSHIPS:**

The high output LED flood light has modules that can be aimed to present high-end cars in the best light.

#### DOCKS:

StaxMAX can illuminate docks and marine harbors with fewer fixtures than incumbent technologies





#### SPORTS FIELDS: With up to 35,000 lumens, StaxMAX provides bright and clear general area illumination for sports and recreational fields.

### Merak Teet Lighting

The dimmable Merak™ LED Roadway Street Lighting Fixtures are ideal for illuminating streets, roadways, pedestrian walkways, bikeways and parking lots in parks, corporate and school campuses and municipalities.

The 30- to 300-watt models replace 70- to 1,000-watt HID cobra head fixtures. The fixtures can match the photometrics of standard high pressure sodium cobra head fixtures, while operating at a lower wattage, and meeting or exceeding the lumens produced by the

incumbent technology

Model	Fixture Equivalent 70W HPS/MH			
MELR30Ux50				
MELR60Ux50	100-150W HPS/MH			
MELR90Ux50	175-250W HPS/MH			
MELR120Ux50	250W HPS/MH			
MELR150Ux50	300-400W HPS/MH			
MELR180Ux50	400W HPS/MH			
MELR210Ux50	500-600W HPS/MH			
MELR240Ux50	600W HPS/MH			
MELR270Ux50	750W HPS/MH			
MELR300Ux50	750-1000W HPS/MH			
Control of the Contro				

#### Key features:

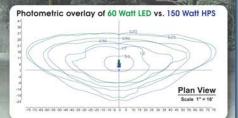
- ◆ Durable, die-cast aluminum housing
- ◆ Sealed high impact polycarbonate lens
- ◆ Stainless steel latches for tool-less maintenance
- ◆ Sustainable LED module arrays, each with an independent heat sink
- Precise aiming with mast installation toggle and arm sleeve pivots
- → 10 kV surge protection
- ◆ IP66-rated and protected against dust and powerful water jets



ROADWAY LIGHTING: The LED Roadway Street Lighting Fixtures produce bright streets that can be safely navigated.



PARKING LOTS: Merak replaces up to 1,000-watt metal halide fixtures in parking lots and other large area applications.

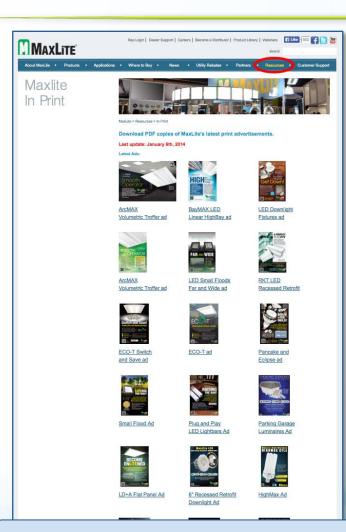




### **MAXLITE PRINT ADVERTISING**



### **MAXLITE ADVERTISEMENTS**





Visit: http://www.maxlite.com/resources/in-print



### **MAXLITE PRINT ADVERTISING**

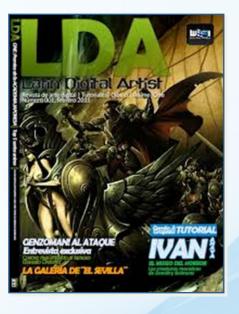


### **MAXLITE ADVERTISEMENTS**

We are advertising ½ page color ads in these magazines all through 2014









2014 plan includes 31, ½ page print ads and 24 online ads







### SUBSCRIBE TO MAXLITE NEWS



### SUBSCRIBE FOR THE LATEST INFORMATION!



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			EMAIL Submit				
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### **MARKETING COLLATERAL**



### **MARKETING COLLATERAL**



Order these products in exactly the same way you order any products with MaxLite: just use the product description and specify the quantity.

The products will be picked, packed, and shipped just like any other product to the address you specify.

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### **MAXLITE PROMOS**

- Do you understand the promos?
- Are they easy to read?

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### **PRODUCT LIBRARY**



### **MAXLITE PRODUCT LIBRARY**



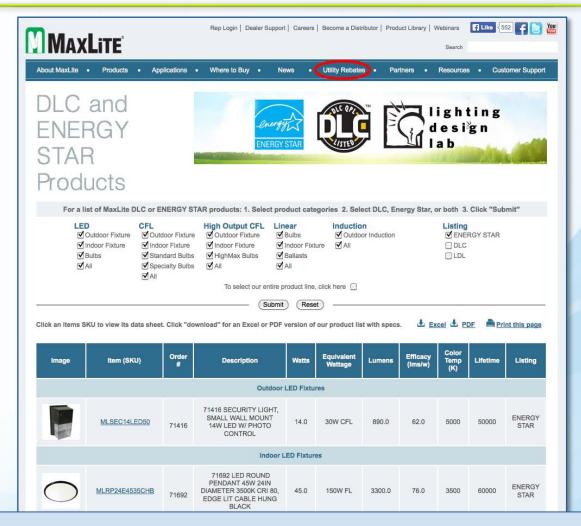
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### **CERTIFICATIONS**



### **DLC & ENERGY STAR® PRODUCT FINDER**



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### University.MaxLite.com



# MAXLITE LIGHTING & TECHNOLOGY UNIVERSITY







The department function is to train and provide product training material for all MaxLite representatives, customers and employees. The goal of the department is to educate the staff and rep network to a full and complete understanding of our products, technologies, marketplace, and business environments. We endeavor to educate how and why lighting functions, repair and replacement, as well as compare to competitors or listing requirements. We will accomplish this by providing the tools and services proactively and as needed to supplement.

Click here to get started!



### **CUSTOM PRODUCT/TECH TRAINING**



### **Custom Product & Technology Training**

### Ask about our FREE custom webinar/training services!

- Lunch and Learn
- Breakfast and Learn
- Online via webinar
- Focus on a specific MaxLite product or a broad overview
- Focus on LED Technology or general lighting training
- Custom Presentations for your customers or staff

Email Greg Murphy at <a href="mailto:gmurphy@maxlite.com">gmurphy@maxlite.com</a> for more info!



### **THANKS FOR ATTENDING!**



#### **QUESTIONS/ANSWERS**

Thank you everyone for your attention! Please feel free to use this opportunity to ask any questions you may have about MaxLite or the products/topics discussed in this presentation.

FOR MORE INFORMATION ABOUT OTHER MAXLITE PRODUCTS, OR FOR LIGHTING QUESTIONS IN GENERAL; PLEASE CONTACT:

info@maxlite.com http://www.maxlite.com 1-800-555-5629

