Energy Solutions
Sustainable Products and Services Through Energy Efficiency

Cooper Lighting
by EATON
Cooper Lighting’s state-of-the-art 60,000 square foot Innovation Center is constantly innovating to develop new technologies and provide energy efficient solutions. The multi-million dollar facility is home to the research, development, design, validation and manufacturing of proprietary LED and other advanced lighting technologies.

Additionally, in the area of education, the SOURCE has provided the highest standard of professional lighting education to the industry for over 20 years. Since its inception, over 100,000 individuals have benefited from the SOURCE experience.
Enabling Success Through Energy Solutions

Eaton’s Energy Solutions team will provide the right product for the right application with a dedicated team that consists of Presales, Applications Support, Customer Service, Supply Chain expertise, Marketing and Sales. You can rely on our lighting expertise and industry knowledge for solutions that increase energy efficiency and reduce operating costs to ensure the success of your next project.

- Marketing and educational support
- Audits and proposals
- Online tools such as utility maps, contacts and calculators
- Prescriptive brochures
- Co-branding brochures
- Tradeshow support
- Dedicated Customer Service, Quotes and Sales staff
- Energy project support
- Energy presentations
- Applications support
- Payback analysis
- Program research
- Financing Options*

* Financing Options: Leverage the savings from an energy project to provide the needed capital for your job. Fund lease payments with monthly energy savings, conserving your cash. Financing available for all aspects of a project: lighting, controls, HVAC, and labor. This program will enable you the opportunity to close more projects when funds are limited. Contact your local Energy Sales Manager for more details.

Our online Energy Solutions tools are located on the Cooper Lighting website under the Solutions category.

Eaton’s Cooper Lighting offers the broadest range of qualified and registered energy products in the North American lighting market providing customers access to available incentives to justify energy efficient lighting installations.

**DLC® Qualified Product List**

With over **12,000 qualified models** Eaton’s LED products represent the broadest portfolio available, with greater than 3.5 times more models listed than any other manufacturer.

**ENERGY STAR® Qualified Product List**

With over **4,000 configurable models** Eaton has dominated the downlight recessed category since introducing the very first ENERGY STAR® qualified downlight.
### Indoor Applications

<table>
<thead>
<tr>
<th>Featured Products</th>
<th>Brand</th>
<th>Application</th>
<th>Lamp Type</th>
<th>Input Watts</th>
<th>Lumens</th>
<th>Replaces</th>
<th>Energy Savings</th>
</tr>
</thead>
<tbody>
<tr>
<td>Arcline LED (ALN/2ALN)</td>
<td>Metalux</td>
<td>Office, Schools, Retail</td>
<td>LED</td>
<td>27-54</td>
<td>2000-5500</td>
<td>T12, T8 Fluorescent</td>
<td>27%-47%</td>
</tr>
<tr>
<td>Encounter (22EN/24EN)</td>
<td>Metalux</td>
<td>Office, Schools</td>
<td>LED</td>
<td>25-70</td>
<td>2500-6700</td>
<td>T12, T8 Fluorescent</td>
<td>10%-50%</td>
</tr>
<tr>
<td>GR LED</td>
<td>Metalux</td>
<td>Office, Schools, Retail, Hospitals</td>
<td>LED</td>
<td>36-70</td>
<td>3200-6800</td>
<td>T12, T8 Fluorescent</td>
<td>10%-30%</td>
</tr>
<tr>
<td>HBL/HBI</td>
<td>Metalux</td>
<td>Industrial, Warehouses, Retail</td>
<td>T8/T5</td>
<td>100-350</td>
<td>1100-4400</td>
<td>T12, CFL</td>
<td>up to 40%</td>
</tr>
<tr>
<td>HBLED</td>
<td>Metalux</td>
<td>Industrial, Warehouses, Retail</td>
<td>LED</td>
<td>27-58</td>
<td>2200-5504</td>
<td>T12, T8 Fluorescent</td>
<td>30%-70%</td>
</tr>
<tr>
<td>LB06/L807</td>
<td>HALO Track</td>
<td>Residential, Offices, Healthcare</td>
<td>LED</td>
<td>10-34</td>
<td>1000-2600</td>
<td>20W-70W CMH</td>
<td>up to 300%</td>
</tr>
<tr>
<td>LD4</td>
<td>Portfolio</td>
<td>Residential, Commercial</td>
<td>LED</td>
<td>14-44</td>
<td>1000-2900</td>
<td>26-42 CFL, 70W MH, 200W INC</td>
<td>10%-75%</td>
</tr>
<tr>
<td>PD6</td>
<td>Halo Commercial</td>
<td>Office, Schools, Retail, Healthcare</td>
<td>LED</td>
<td>23-30</td>
<td>1200-1800</td>
<td>26-42 CFL, 70W MH</td>
<td>10%-40%</td>
</tr>
<tr>
<td>RL, RA and ML Series Retrofits</td>
<td>HALO</td>
<td>Residential, Offices, Healthcare</td>
<td>LED</td>
<td>10-12</td>
<td>600</td>
<td>65W INC</td>
<td>up to 600%</td>
</tr>
<tr>
<td>Skybar (SKBLED)</td>
<td>Metalux</td>
<td>Industrial, Warehouses, Automotive, Retail Showrooms</td>
<td>LED</td>
<td>94-313</td>
<td>9700-28,780</td>
<td>4 Lamp® Lamp T8, T5 and 400W PS</td>
<td>20%-70%</td>
</tr>
<tr>
<td>SLD Surface Retrofits</td>
<td>HALO</td>
<td>Residential, Offices, Healthcare</td>
<td>LED</td>
<td>12</td>
<td>600</td>
<td>65W INC</td>
<td>up to 500%</td>
</tr>
<tr>
<td>Skyridge</td>
<td>Metalux</td>
<td>Office, Schools, Retail</td>
<td>LED</td>
<td>20-49</td>
<td>2000-4800</td>
<td>T5, T8 Fluorescent</td>
<td>25%-55%</td>
</tr>
<tr>
<td>SNLED</td>
<td>Metalux</td>
<td>Commercial, Warehouses, Light Industrial</td>
<td>LED</td>
<td>23-108</td>
<td>2100-11,500</td>
<td>T8</td>
<td>10%-30%</td>
</tr>
<tr>
<td>WNLED</td>
<td>Metalux</td>
<td>Commercial, Light Industrial, Schools, Offices, Retail</td>
<td>LED</td>
<td>48-87</td>
<td>4100-7000</td>
<td>150-400 HID</td>
<td>10%-30%</td>
</tr>
<tr>
<td>Addressable Lighting Controls</td>
<td>5th Light</td>
<td>Business, Hospitals, Industrial, Commercial, Schools, Universities</td>
<td>Advanced Controls</td>
<td>ALL</td>
<td>NA</td>
<td>NA</td>
<td>10%-60%</td>
</tr>
</tbody>
</table>
## Outdoor Applications

### Featured Products

<table>
<thead>
<tr>
<th>Brand</th>
<th>Application</th>
<th>Lamp Type</th>
<th>Input Watts</th>
<th>Lumens</th>
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<th>Energy Savings</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Care Taker LED (CTKR)</strong></td>
<td>Lumark</td>
<td>Parking Lots, Residential Streetlight</td>
<td>LED</td>
<td>50W</td>
<td>5212</td>
<td>175W HID</td>
</tr>
<tr>
<td><strong>Crosstour (XTOR)</strong></td>
<td>Lumark</td>
<td>Wall mount, Surface, Flood</td>
<td>LED</td>
<td>10W, 20W, 30W</td>
<td>734-2650</td>
<td>70W HID, 150W HID</td>
</tr>
<tr>
<td><strong>Crosstour Maxx (XTORS/9)</strong></td>
<td>Lumark</td>
<td>Wallpack, Site</td>
<td>LED</td>
<td>50W/85W</td>
<td>4282/7192</td>
<td>250W HID, 150W HID/1000W HID</td>
</tr>
<tr>
<td><strong>Galleon LED (GLEON)</strong></td>
<td>McGraw-Edison</td>
<td>Automotive, Parking Lots, Roadway</td>
<td>LED</td>
<td>56-528</td>
<td>4722–53,500</td>
<td>150W, 250W, 700W, 1000W HID</td>
</tr>
<tr>
<td><strong>LRC LED (LRC)</strong></td>
<td>McGraw-Edison</td>
<td>Gas Stations, Convenience Stores, Drive Thru</td>
<td>LED</td>
<td>37-88</td>
<td>2987</td>
<td>150W-175W HID</td>
</tr>
<tr>
<td><strong>Navion</strong></td>
<td>Lumark</td>
<td>Roadway, Parking Lots</td>
<td>LED</td>
<td>56-315</td>
<td>4650–32,500</td>
<td>150W -750W HID</td>
</tr>
<tr>
<td><strong>Quadcast (QDCAST)</strong></td>
<td>Lumark</td>
<td>Parking Structures</td>
<td>LED</td>
<td>66</td>
<td>4365</td>
<td>175W HID</td>
</tr>
<tr>
<td><strong>TopTier (TT)</strong></td>
<td>McGraw-Edison</td>
<td>Parking Structures</td>
<td>LED</td>
<td>34–108</td>
<td>3400–9200</td>
<td>175W HID</td>
</tr>
<tr>
<td><strong>Valet</strong></td>
<td>McGraw-Edison</td>
<td>Parking Structures</td>
<td>LED</td>
<td>27-101</td>
<td>1740–7640</td>
<td>175W HID</td>
</tr>
<tr>
<td><strong>MS/DIM-LXXX</strong></td>
<td>McGraw-Edison</td>
<td>Parking Lots, Automotive Lots, Walkways, Controls</td>
<td>Any</td>
<td>Any</td>
<td>N/A</td>
<td>up to 40%</td>
</tr>
<tr>
<td><strong>LumaWatt (RF)</strong></td>
<td>Cooper Lighting</td>
<td>Parking Lots, Automotive Lots, Walkways, Advanced Controls</td>
<td>Any</td>
<td>Any</td>
<td>N/A</td>
<td>30%-60%</td>
</tr>
</tbody>
</table>
Energy Savings and Utility Incentive Programs

What the utilities are doing
Utility companies (power providers) are leading the way in responding to climate change and the power sector’s role in reducing greenhouse gases while meeting the country’s growing energy needs. Monetary incentives toward the purchase of high-efficient luminaires support clean energy resources and technologies that are critical to our transition to a sustainable, low carbon society.

Why they offer incentives
Besides the environmental benefits, there is a more practical reason utilities offer incentives: to save money. Utilities offer customers incentives to install energy-saving products that reduce the demand for power in their areas. Each year energy programs save the utilities approximately 100 billion kilowatts – energy usage that would require the building of new power plants. Incentive Programs are a winning proposition for everyone.

How we participate
Our Energy Solutions team makes it easy to find prescriptive and custom incentives. We identify Cooper Lighting products that are qualified for these programs. In order for our products to qualify for incentives each product has to meet performance standards decided by the utilities. These utilities differ in their requirements but typically rely on four main certification organizations to set performance standards: ENERGY STAR®, DLC®, CEE and Title 20/24. Cooper Lighting fixtures meet the strict standards of utilities and these certification organizations.

PROGRAM DEFINITIONS:

<table>
<thead>
<tr>
<th>What are Prescribed Incentive Programs?</th>
<th>What are Custom Incentive Programs?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prescriptive incentive programs provide a specific predetermined dollar amount for each fixture replaced. These programs are designed for retrofits or new construction and the products must meet specific performance standards to qualify.</td>
<td>Custom rebates are based on the total energy savings for a specific project. These programs require pre-approval and more documentation than prescriptive programs. Incentives vary by location and customer type. They can pay up to 75% of total project cost.</td>
</tr>
</tbody>
</table>

$2.3 Billion in Incentive Funding offered by Utilities for Lighting and Controls*

Incentives toward the purchase of energy-efficient luminaires are critical to our transition to a sustainable, low carbon society.

Our products qualify for the majority of these incentive programs. We are working hard to find opportunities in each state and to provide energy solutions that work for us all.

* Approximate amount allocated to lighting and controls products during 2013.

Maximize Payback Through Integrated Controls

Light Level Automation
A 30%-50% reduction of energy use is not uncommon as a result of combining basic lighting control strategies. Eaton’s advanced control systems employ the following control strategies to automate luminaire behavior:

Monitoring and Reporting
All operating data is monitored and reported in real time by the energy management server. Summaries of system performance and events are clear, concise and easy to understand.

Scheduled Dimming
In addition to a scheduled ON/OFF event, a change in light level may be time scheduled, for example dimming 50% to maintain security lighting levels from business closing until dawn.

Occupancy Detection
Motion sensing may be scheduled to monitor occupancy of a site for any period of time. Full lighting will be available upon occupancy, then reduced or turned off when vacancy is confirmed.

Daylight Harvesting
Photo sensing can take advantage of available daylight entering the space. The system automatically adjusts to maintain a balance of artificial and natural light for a constant light level throughout the space.

LumaWatt
Outdoor Wireless Control and Monitoring System
Simple, flexible and reliable. The LumaWatt Outdoor Wireless Control System optimizes energy savings while taking into account the requirements of different spaces.

Fifth Light
Addressable Lighting Controls
Conserve energy, reduce operating cost and improve lighting quality. This personalized system provides unique lighting management using DALI 2.0 open protocol.
Our Lighting Product Brands
- Halo
- Halo Commercial
- Portfolio
- IRiS
- RSA
- Metalux
- Corelite
- Neo-Ray
- Fail-Safe
- MWS
- Ametrix
- Shaper io
- Lumark
- McGraw-Edison
- Invue
- Lumière
- Streetworks
- AtLite
- Sure-Lites

Our Controls Product Brands
- Greengate
- iLumin
- Zero 88
- Fifth Light Technology
- iLight (International Only)

For assistance contact your local Cooper Lighting Energy Sales Manager or call 770-486-4551