

**INSIDE
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- **HPT8 District Trainings**
- **Updated HPT8 Website**
- **More Information and Incentive Programs**

Many regional incentive programs have changed in 2009.

We urge you to check the HPT8 Website for updates to the individual programs.

For more information: We're on the Web!
www.designlights.org

Program News

The High Performance T8 lighting program has been a huge success in the Northeast. Program Sponsors have reported significant increases in incentive program participation for this energy saving technology.

This past year provided opportunities for lighting practitioners across the northeast to learn more about High Performance T8 (HPT8) Systems.

- More than 15 training sessions, hosted by the supporting electric utilities and energy efficiency program sponsors, were held throughout the area with hundreds of contractors, ESCOs, designers, distributors, manufacturer reps and end users participating in the classes.
- In addition to technical information, the classes included information on how to design with HPT8 Systems (same number of fixtures, fewer lamps per fixture, or fewer fixtures), and how to market HPT8 Systems to your customers.
- In addition to the formal trainings, dozens of meetings and over one thousand outreach calls with regional market actors helped inform lighting practitioners and transform the market.

Most importantly, more distributors are now stocking commodity fixtures with High Performance T8 ballasts, and HPT8 high-lumen lamps and reduced wattage lamps. And, more fixture manufacturers than before are shipping their products to the region. Additionally, market actors are now better informed about how to use HPT8 Systems to design projects with lower wattage per fixture, fewer fixtures, or fewer lamps per fixture while providing the appropriate light levels.

Manufacturers supported program efforts, and over 1,000 fixtures with the appropriate HPT8 ballast designation were listed on the HPT8 website at the height of the program. Dozens of distributors, ESCOs, and manufacturer reps signed participation agreements to support the program and to share their knowledge with other market actors.

To all that participated in the trainings, we hope the knowledge you gained will help you set your company apart from the competition while serving the needs of your customers.

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Moving Forward

The HPT8 program is now transitioning to the next phase as a resource for lighting practitioners and an educational source for end users. Housed on the DLC Website, the HPT8 pages will remain active, providing technical and marketing information to all that are interested.

If you missed the trainings, don't worry. The training materials in PowerPoint format are available on the DesignLights™ Consortium's Website at www.designlights.org.

Also on the Website are program marketing materials to help you sell High Performance T8 Systems, including the User Tips, Marketing Brochure, Technical Brief, and previous Newsletters. The Newsletters provide technical tips, along with sales and marketing ideas.

Understanding HPT8 Systems will provide you with a way to increase sales and profits while providing energy-efficient solutions for your customers. As other new technologies develop, additional sections may be added to the DLC Website. In the meantime, don't forget the features and benefits of HPT8 Systems:

- Using low ballast factor ballasts and high lumen lamps = lower wattage per fixture with similar light output
- Lower energy = energy dollars saved
- Longer lamp life = fewer lamp replacements and reduced operating costs
- Using normal and high ballast factor ballasts may provide opportunities to design with fewer fixtures, or fewer lamps per fixture

To learn about HPT8 incentive programs, visit the DLC Website and click on the regional map, or contact your local electric utility or DLC HPT8 Sponsor.

DLC HPT8 Sponsors

Cape Light Compact	New Jersey Clean Energy Program
The Connecticut Light and Power Company	NSTAR
Efficiency Maine	NYSERDA
Efficiency Vermont	Public Service of New Hampshire
Long Island Power Authority	United Illuminating
National Grid	Western Massachusetts Electric Company
New Hampshire Electric Cooperative	