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Manufacturers,
Reps, Distributors,
ESCOs and other
market actors are
supporting this
initiative.

Visit the HPT8
Website to see who
is participating.

For more information:

www.designlights.org
or call 866-440-HPT8

Email: HPT8@icfi.com

Welcome and Thanks!

As we approach the end of our first year promoting HPT8 technology, we wish to celebrate our successes with our trade ally Participants:

- Most major fixture companies are now stocking commodity fixtures with HPT8 ballasts in their regional or stocking reps' warehouses. It is now easier than ever for distributors to supply these products at the counter or for next day delivery.
- Eleven regional distributors and a number of local distributors have committed to promoting HPT8 Systems.
- Over one hundred local reps have been trained to assist market actors in selecting the appropriate HPT8 System for your project.

If you are not already a Participant in this exciting program, we urge you to contact the HPT8 hotline and get your company involved. You will be listed on the HPT8 Website so that contractors and others looking for HPT8 technologies in the region can easily locate you.

ESCOs Join the Regional Effort

The HPT8 Systems Program is pleased to announce that ESCOs now have the opportunity to become Participants in the HPT8 Program. The following ESCOs have already signed on as Participants:

Advanced Energy Group

Ameresco, Inc.

Energy Conservation, Inc.

Energy Solutions, Inc.

Lightec, Inc.

Alliance Energy Solutions

Con Serve, Inc.

Energy Management Consultants, Inc.

J&R Wire Industrial Wiring

Nexegen, LLC

If you are an ESCO, or if one of your customers is an ESCO, please contact the HPT8 hotline to learn how ESCOs can become Participants in the Program and have their company name listed on the HPT8 Website.

"The HPT8 energy-efficient products available through the DesignLights™ program offer distributors and contractors a way to increase sales and profits and provide an energy-saving alternative to their customers,"

Phil Henry
Vice President Marketing
for Crescent/Stonco

HPT8 Contact Information:

Phone (toll-free):
866-440-HPT8
(866-440-4788)

E-mail:
HPT8@icfi.com

We're on the Web!
www.designlights.org

High Performance T8 Systems reduce energy costs when compared to old T12 or standard T8 systems. HPT8 Systems can help end-users save money while providing quality lighting solutions.

Many of the regional incentive programs will change in 2008. We urge you to check the HPT8 Website for updates to the individual programs.

HPT8: Participants Getting the Word Out

Crescent/Stonco, a national HPT8 fixture manufacturer, held several trainings in 2007 for reps, distributors and ESCOs, which included presentations by the HPT8 regional outreach staff. HPT8 technology was highlighted as a key technology for maximizing energy savings and helping to qualify lighting projects for EPACT tax deductions. Crescent/Stonco's regional reps are now stocking commodity HPT8 fixtures for quick delivery.

GE, Philips, and Osram/Sylvania have all recently held HPT8 trainings for their local reps, and some are now hosting meetings for distributors and large end-users to promote HPT8 lamps. As a result, these lamps reps are prepared to help you sell your project.

Remember: to receive the HPT8 incentives available from sponsoring utilities and public benefit agencies, HPT8 qualified fixtures must be combined with HPT8 lamps. If you have questions about the appropriate lamp for a project, be sure to contact your local lamp rep for advice. Participating fixture manufacturers and reps, and lamp reps can be found on the HPT8 Website.

Specifying, Selling, and Purchasing Support

The list of qualified HPT8 lamps and ballasts continues to grow, and The Consortium for Energy Efficiency (CEE) provides a list of **qualified HPT8 lamps and ballasts**. This list changes quickly, so the HPT8 website now offers a link that will take you to the most current list on the CEE Website.

Note that reduced wattage lamps do not meet the technical definition of HPT8. However, CEE's Website also has a list of the most efficient reduced wattage products for those applications where those lamps may be more appropriate.

The **HPT8 qualified fixture list**, a list of fixtures submitted by Participating Manufacturers also continues to grow. Crescent, DayBrite, Lightolier, and Metalux/Cooper have all provided ordering codes for available commodity HPT8 fixtures. As part of this program, other Participating Manufacturers can submit their fixtures for inclusion on the qualified fixture list. Please call the HPT8 hotline for more information.

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The Connecticut Light and Power Company
Efficiency Maine
Efficiency Vermont
Long Island Power Authority
National Grid
New Hampshire Electric Cooperative

New Jersey Clean Energy Program
NSTAR
NYSERDA
Public Service of New Hampshire
Unitil Corporation - Fitchburg Gas and Electric Company
United Illuminating
Western Massachusetts Electric Company