



## IN THIS ISSUE

### SPECIAL FEATURE:

Have it your way  
Giftcard Monthly Drawings

### AROUND BROWNLEE:

Featured Employee

### TECHNOLOGY CORNER:

Weathermate Series

### KNOWLEDGE BASE:

Energy Star & Title 24  
Reminder  
Uncommon Knowledge

### FEATURED PRODUCTS:

1362 & 2062

## CUSTOM FIXTURE

*Custom WeatherMates demonstrate  
Brownlee Lighting's versatility*



Courtesy of  
Jeff Vinachi  
GCA Tampa, FL

## SPECIAL FEATURES

### *Have it your way*

We pride ourselves in providing our customers with customized options that many of our competitors do not. Painting is one such option. We will paint any color and will attempt to duplicate any finish that the customer desires. For a totally different look, have you ever considered a custom painted acrylic diffuser? We have been successful in creating some amazing diffuser finishes, much to the delight of our customers. If you are looking for something different, give us a call.

***"A perfectionist is one who  
takes infinite pains - and often  
gives them to other people."***

### *Giftcard Monthly Drawings*

We're looking for photographs and will pay nicely to get. Just submit either an installed project photo of our product or group photo of your office personnel and we'll automatically enter you for "EACH" picture received. Drawings for \$100 gift cards to a restaurant in your city will be held the last day of each month during 1st Quarter.

## AROUND BROWNLEE

### *Featured Employee*

Cynthia started with Brownlee Lighting in 1995, working in the plant as an assembler. She quickly moved up to the assistant line leader position, and then became a line leader. Six years ago, she moved into the office to become a valued Customer Service Rep.



***Cynthia Bennett***  
*Customer Service Rep*

Cynthia is a proud mother of three, grandmother of five and has been married for thirty-three years.

***"Don't be afraid to take a big  
step - you can't cross a chasm in  
two small jumps."***

## TECHNOLOGY CORNER

### *Weathermate Series*

WEATHERMATE Series™ decorative wet location sconces are suitable for most any hospitality, retail, health care, commercial or residential outdoor application. These CFL models are economical and easy to customize because of laser-cutting technology that allows for endless designs and logos... swimming dolphins and snowboarder to name a few.

Standard models include a two-piece unit that utilizes a sealed and gasketed, UL Wet location fixture and an aluminum sconce shroud. The decorative shroud is open at top and bottom providing airflow around the fixture, is easily removable without tools for servicing and is available in 13 standard finishes. Custom colors, larger sizes and even material, such as stainless steel or brass, are available as option.



***“None of the rules for success will work if you don’t”***

## KNOWLEDGE BASE

### *Energy Star & Title 24 Reminder*

The US Dept. of Energy’s Energy Star Residential Light Fixture Program continues to transform the way that we light interior and exterior spaces with the program slogan “Change a light change the World”. . . in other words, help reduce greenhouse gas emissions by converting from antiquated lighting sources to recognized Energy Efficient sources.

Brownlee Lighting, with 477 fixtures qualified to display the Energy Star label, is evaluating other technologies for inclusion in our list of qualified products.

Title 24 compliance is also assured when you provide Brownlee Lighting Energy Star qualified products since the Title 24 requirements are less stringent than those for Energy Star.

### *Uncommon Knowledge*

It is common knowledge in the industry that lamps have an “average rated lamp life” and it is expected that all lamps will last to or beyond the published lamp life hours.

What is not commonly known is that the lamp manufacturer’s definition of “average rated lamp life” actually means the number of hours when 50% of a large group of lamps have failed.

Factors that effect lamp life include variations in operating voltages or temperatures and motion sensor and switching applications. Lamps will fail quicker when they are constantly turned on and off versus a 24 hour burn application because of the amount of initial current needed to start the lamps compared to the steady power draw while lamps are burning.

## FEATURED PRODUCTS

### *1362 & 2062*

Sleek lines, brushed nickel concentric rings and Art Deco design make this set of luminaires perfect for any contemporary interior. Three pendant models also available.



### *1362*

This fixture is a UL listed for dry conditions, Energy Star® qualified and ADA Compliant. This sconce is available in six different wattages and several painted finishes.



### *2062*

This unique fixture is UL listed for dry and damp conditions and is Energy Star® qualified. The 2062 is available in two sizes, several paint finishes and 11 different wattages.

***Brownlee Lighting would like to extend our thanks to the many that have expressed congratulations on celebrating our 30th Anniversary. We are truly blessed and thankful to YOU who have contributed to making this possible.***