



EMERGENCY LIGHTING

You never know when you will need back up. That's why Brownlee is proud to offer decorative and utilitarian Emergency Lighting fixtures for wall and ceiling applications. Models include: 2035, 2045, 2047, 2050, 2090, 5020, 2130, 2140, 1390, 1405, 1410, 1412, 1414, & 1416.

Emergency lighting is commonly referred to as fluorescent battery packs. When normal power fails emergency ballasts provide instant backup lighting. If AC power fails, the emergency ballast automatically switches to the emergency mode, illuminating one lamp for a minimum of 90 minutes. When AC power is restored, the emergency ballast automatically returns to the charging mode.

Blackouts may not be preventable, but you can protect yourself by investing in Emergency Lighting by Brownlee.

Win a \$50 gift card

You have a chance to win a \$50 gift card to one of four great restaurants if you answer the following question correct.

In what year was Brownlee Lighting founded?

Rules: One winner will be selected at random from those who e-mail or mail the correct response to enewsletter@brownlee.com or 4600 Dardanelle Drive - Orlando, FL 32808-3832. Please include the word "contest" in your subject line. All entries must arrive by June 16th, 2006. And the winner will be announced in the following newsletter. Good Luck!



FEATURED PRODUCT

The 1390 is a rectangular half-cylinder wall sconce, ideal for commercial, hospitality and healthcare applications. This steel fixture has a white acrylic diffuser and is available in 14 designer finishes. It is also part of our Emergency lighting and Energy star product line.

"If a man is called to be a street sweeper, he should sweep streets even as Michelangelo painted, or Beethoven played music, or Shakespeare wrote poetry. He should sweep streets so well that all the hosts of heaven and earth will pause to say, here lived a great street sweeper who did his job well."

--Martin Luther King Jr.



FEATURED EMPLOYEE

This month we are recognizing Jim Shaffer, as he steps back into the role as Brownlee's new Sales Manager. Shaffer originally, started his career with Brownlee in 1991. Prior he worked with two other manufacturers in similar capacity and in distributor sales for CES and General Electric. A graduate of the University of Maryland, he has served as a vocational teacher and a member of the United States National Reserves.



Viva Las Vegas

Brownlee just returned home from a successful show at the Hospitality Design Expo in Las Vegas. Vegas was a blast and we had a great turn out. The only problem was we didn't see all of you. On May 30th - June 1st we are going back to exhibit at the Las Vegas Convention Center for Lightfair International. We look forward to seeing you there to show you what's new at Brownlee.

If you plan on attend Lightfair and would like to obtain FREE VIP passes contact Kristen in Marketing at kbuscaglio@brownlee.com.

For more information on Lightfair go to www.brownlee.com and click on the Lightfair logo.

DID YOU KNOW

Electric Light has people sleeping 1.5 hours less per night than they did in the last century!





If you would like to receive this Newsletter via e-mail, please send an request to enewsletter@brownlee.com

Energy on the Rise.

Energy related problems are as critical in 2006 as they have ever been. Gas prices are up over 53% since 2002 and the demand for power continues to strain electric systems in some parts of the country. For these reasons policy makers are turning to efforts to use energy resources more efficiently.

Efficiency standards stand out as one of the most effective and flourishing policies used by both state and federal government to conserve energy. These standards help reduce excessive waste by requiring that certain energy-consuming products meet minimum energy saving performance levels. By conserving energy, these standards save consumers and businesses significant amounts of money over the life of the affected equipment, reduce pollution, and improve electric system dependability.

In August, the Energy Policy Act of 2005, that set 16 new efficiency standards, was signed and put into place by President George W. Bush. Since then opportunities have been sought out to examine new equipment and appliance standards above those enacted by congress in 2005. Among the list are metal halide lamp fixtures and states-regulated incandescent reflector lamps. If these new standards become adopted it is predicted that by the year 2020 Americans would save 52-terawatt hours of electricity (nearly 2% of the U.S. energy use in that year); and that the nations electricity demand levels would be cut by approximately 12 gigawatts (equal to the generating capacity of 40 power plants).

For information on energy efficient products please visit:
www.brownlee.com/energystar.htm

Karsner Named New Secretary for Energy Efficiency

source: ASE.org

Alexander Karsner has been sworn in as the new Assistant Secretary for Energy Efficiency and Renewable Energy (EERE). Mr. Karsner's technology background will help him oversee the deployment of President Bush's recently announced Advanced Energy Initiative as well as the \$1.17 billion EERE office.

"We are pleased to have someone with Mr. Karsner's background and experience heading up the EERE," said Alliance President Kateri Callahan. "We look forward to working with him to increase awareness about the benefits of energy efficiency and to promote clean, energy secure options for our nation's consumers and businesses."

The Energy Star Challenge A Year of Progress

source: energystar.gov

With energy demand forecasted to grow 40 percent by 2025 and U.S. businesses spending more than \$80 billion on energy annually, it is more important than ever for businesses to improve their energy efficiency.

In March 2005, EPA joined with more than 20 associations, states and businesses to issue a national challenge to improve energy efficiency by 10 percent or more by 2015. One year later, more than half of the states and the District of Columbia, along with more than 20 major associations representing our nation's office buildings, schools, hospitals, and other commercial buildings have committed to improving energy efficiency. More businesses and organizations continue to join the Challenge each month.



(From Left to Right) Rita, Cynthia, Michelle, Shelly

Top Rate Service

We have been told by our reps that our customer service team is one of the "Best in the Industry". This is because Brownlee holds strong to the belief that, "the customer is king."

Our customer service manager, Shelly Coutts, started working in the plant in 1989. She says, "Our customer service team of Cynthia Bennett, Michelle Kuntzman, and myself, with the help of Rita Hawkins, strive to handle every call, order and situation quickly and efficiently; and to make every customer and rep feel as if they are number one."

Brownlee's customer service team is trained to handle all types of request from order service, technical, product knowledge and trouble shooting.

Visitors Welcomed

It is always a pleasure when visitors take time from their Orlando vacation to stop by to see our plant and meet our staff.

Let us know where you are staying and we will be glad to create directions for you. Brownlee is very easy to find and approximately within 30 minutes of most major attractions! We look forward to meeting you.