

# PEOPLE PRODUCTIVITY

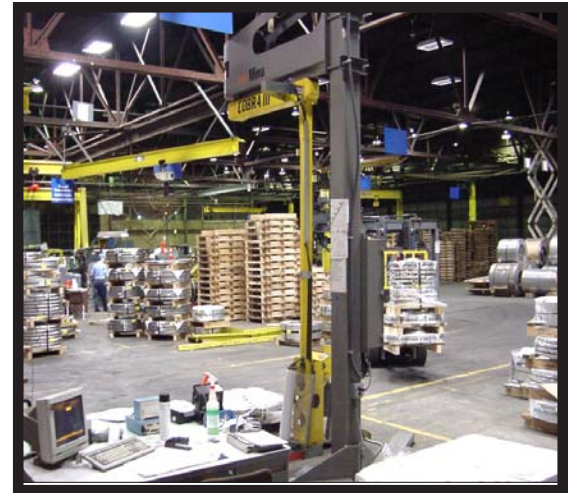
Lighting improvements provide a quick Return on Investment for your customer.

**OPPORTUNITY:**  
*Look for Dark Ceilings, "Cave" Appearance*

**ASK:**  
Do you receive complaints from your employees on the quality or quantity of light in their workspace?



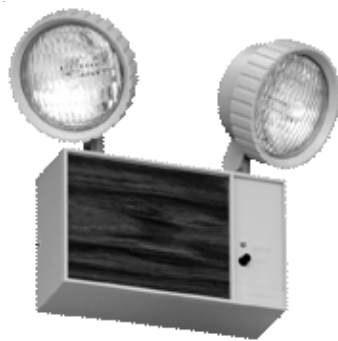
HID High bay and Low Bay fixtures that allow shadows and low light levels in a manufacturing work area.



Fluorescent High Bay and Low Bay Fixtures that offer spatial, shadow free lighting.

**OPPORTUNITY:**  
*Look for Old Style Emergency Units*

**ASK:**  
Are there areas where shadows or insufficient light present a safety hazard?



Insufficient emergency lighting due to the lack of emergency fixtures or poor maintenance.





Emergency units that offer self-testing capability that continually monitor the unit for battery, lamp and diagnostic performance.

*"Reducing Time & Effort to Get the Job Done"*

**GRAINGER**

# Look Up....Look Around

For these *lighting fixture* opportunities.

	GAP	FEATURE
<b>OPPORTUNITY:</b> <i>Look for Parabolic fixtures used in areas with computers</i>	<p><i>90% of office spaces today have light fixtures that are at least 10 years old</i></p> 	
<b>ASK:</b> Do your employees complain about glare on their computer screens?	<p>Parabolic fixtures in office spaces create glare.</p>	<p>Indirect/Direct Lighting allows people to see what they are doing without physical eye strain.</p>

## *Lithonia Lighting Solutions...it's as easy as 1...2...3!*

1. 13 Dedicated MRO Sales Managers for
  - ✓ Lighting Surveys
  - ✓ Visual Layouts
  - ✓ Presentations
2. Dedicated quotes and service personnel
3. [Acuitybrandslighting.com](http://Acuitybrandslighting.com)