



Extra Long Life is Here!

Philips Lighting now has the longest life T8 lamp portfolio in the industry

The **key cost saving benefits** of our new **Extra Long Life** T8 lamps featuring ALTO® Lamp Technology that specifically address end-users' needs:

1. Lower maintenance costs by extending the re-lamping cycle
2. Extended lamp re-order time due to long life
3. Reduced inventory due to improved life span

We have introduced two new **Extra Long Life** lamps to our existing T8 portfolio: the T8 32W Extra Long Life and the Energy Advantage T8 25W Extra Long Life. Both will have a rated average life of 40,000 hours¹ (tested at 12 hours per start); the Energy Advantage T8 25W Extra Long Life lamp will have the added benefit of energy savings. Both lamps will fit into existing T8 ballasts and are suitable for both new construction and retrofit applications.

These longer life T8 lamps reinforce Philips' reputation as the industry leader that provides advanced, quality products that offer sustainable, long life lighting solutions.

Philips 4' T8 Fluorescent Lamp Family

	ALTO® Lamp Technology	Energy Saver	Lumen Performance
Philips T8 32W Lamps (formerly Universal)	✓		
Philips PLUS T8 32W Lamps	✓		
Philips Advantage T8 32W Lamps	✓		✓
Philips Energy Advantage T8 25, 28, & 30W Lamps	✓	✓	
Philips T8 32W Extra Long Life Lamps	✓		
Philips Energy Advantage T8 25W Extra Long Life Lamps	✓	✓	

Philips ALTO® Lamp Technology

Philips ALTO® Lamp Technology is widely recognized as a leading low-mercury TCLP²-compliant solution for fluorescent lighting.

Low mercury content combined with energy-efficiency make the Philips T8 lamp line the ideal choice for organizations seeking sustainable designs in the workplace.

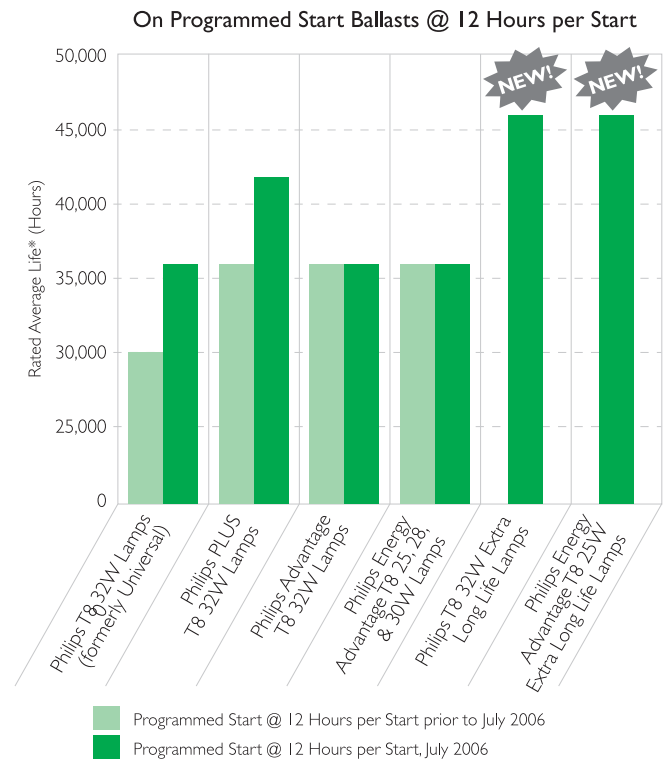
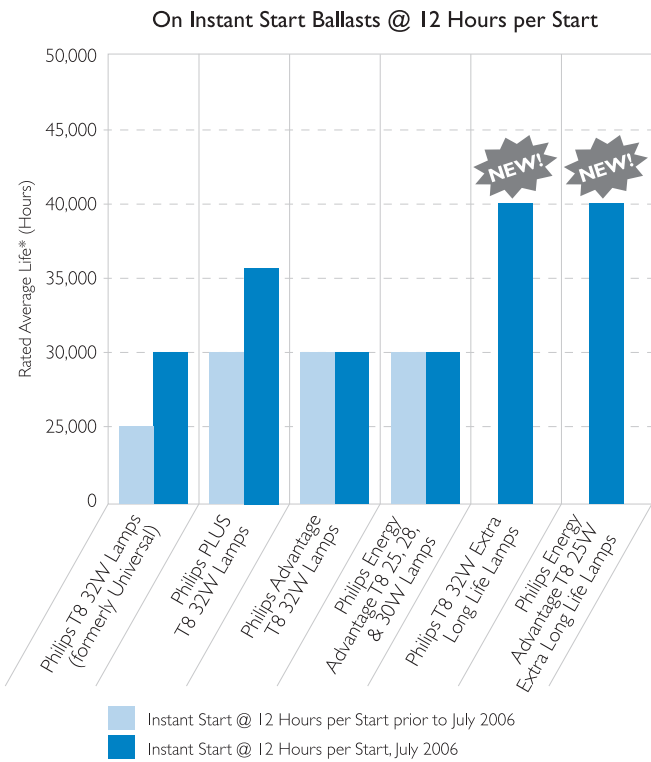
Sustainable Lighting Solution

Reduces the impact on the Environment:
Low Mercury, Energy Efficient, Long Life.

PHILIPS

1) Average life under engineering data with lamps turned off and restarted once every 12 operating hours.
2) The TCLP is the US EPA's Toxicity Characteristic Leaching Procedure.

Rated Average Life* Comparison for Philips T8 Fluorescent Lamps



* Average life under engineering data with lamps turned off and restarted once every 12 operating hours.

Energy Savings

- Maximum energy savings—A 25W T8 compared to a standard 32W T8 can provide up to 25% in energy savings.
- Energy Advantage T8 lamps provide outstanding illumination quality—Hi-Vision® phosphor delivers 97% lumen maintenance and 85 CRI.
- Philips Energy Advantage lamps operate on existing T8 ballasts so you save energy by just replacing existing 32W T8 lamps.



Dollars Saved Over the Life of Energy Advantage Lamps vs. Standard F32T8 Lamps

kWh Rate	Energy Advantage T8 30W Saves 2 watts vs. 32W T8	Energy Advantage T8 28W Saves 4 watts vs. 32W T8	Energy Advantage T8 25W Saves 7 watts vs. 32W T8	Energy Advantage T8 25W Extra Long Life Saves 7 watts vs. 32W T8
	Savings Over 30,000 Operating Hours†			Savings Over 40,000 Operating Hours†
\$0.06	\$3.60	\$7.20	\$12.60	\$16.80
\$0.08	\$4.80	\$9.60	\$16.80	\$22.40
\$0.10	\$6.00	\$12.00	\$21.00	\$28.00
\$0.12	\$7.20	\$14.40	\$25.20	\$33.60
\$0.20	\$12.00	\$24.00	\$42.00	\$56.00

† Based on operating the lamps 24 hours per day/7 days per week.

Improve your bottom line

Philips T8 fluorescent lamps versus Standard T8 32W lamps

General Overview

Philips T8 32W Lamps (formerly Universal) provide up to 20% longer life than standard T8 products on Instant Start ballasts. With no incremental cost, the benefits and financial impact can be significant.

Philips PLUS T8 32W Lamps provide up to 50% longer life than standard T8 products in the industry. With an incremental cost as little as \$.75 per lamp, the benefits and financial impact can be significant.

Philips T8 32W Extra Long Life Lamps provide up to 80% longer life than standard T8 products in the industry. With an incremental cost as little as \$1.50 per lamp, the benefits and financial impact can be significant.

Philips Energy Advantage T8 25W Extra Long Life Lamps provide up to 80% longer life than standard T8 products in the industry. With an incremental cost as little as \$3.00 per lamp plus the added energy savings over life (approximately \$28.00 at \$.10 kWh*), the benefits and financial impact can be significant.

Benefits

By using Philips T8 fluorescent lamps, the lamp replacement and labor costs may be extended by an extra year on a facility that operates an average of 4,000 hours per year. For example, a standard T8 product, with a rated average life of 20,000 hours should last five years (20,000 hours rated life / 4,000 hours per year = 5 years). Conversely, Philips Extended Life T8 fluorescent lamps should operate for six years due to their rated average life expectancy of 24,000 hours (24,000 hours rated average life / 4,000 hours per year = 6 years). 6 years – 5 years = 1 year.

By using Philips PLUS T8 fluorescent lamps, the lamp replacement and labor costs may be extended by an extra 2½ years on a facility that operates an average of 4,000 hours per year. For example, a standard T8 product, with a rated average life expectancy of 20,000 hours should last five years (20,000 hours rated life / 4,000 hours per year = 5 years). Conversely, Philips Long Life Plus T8 fluorescent lamps should operate for seven and a half years due to their rated average life expectancy of 30,000 hours (30,000 hours rated average life / 4,000 hours per year = 7.5 years). 7.5 years – 5 years = 2.5 years.

By using Philips T8 Extra Long Life fluorescent lamps, the lamp replacement and labor costs may be extended by an extra 4 years on a facility that operates an average of 4,000 hours per year. For example, a standard T8 product, with a rated average life expectancy of 20,000 hours should last five years (20,000 hours rated life / 4,000 hours per year = 5 years). Conversely, Philips T8 Extra Long Life fluorescent lamps should operate for nine years due to their rated average life expectancy of 36,000 hours (36,000 hours rated average life / 4,000 hours per year = 9 years). 9 years – 5 years = 4 years.

Financial Impact Using a Philips T8 lamp with Extended Life, Long Life or Extra Long Life will provide cost of ownership savings per lamp as follows:

Cost of Ownership Savings

	Philips T8 32W (Extended Life)	Philips PLUS T8 32W (Long Life)	Philips T8 32W Extra Long Life	Philips Energy Advantage T8 25W Extra Long Life
Extended Life Expectancy	1 Year	2.5 Years	4 Years	4 Years
Incremental Cost	\$0.00	-\$0.75	-\$1.50	-\$3.00
Material Cost Avoidance ^A	\$0.50	\$1.25	\$2.00	\$2.00
Labor Cost Avoidance ^B	\$0.89	\$2.23	\$3.56	\$3.56
Disposal Cost Avoidance ^C	\$0.36	\$0.36	\$0.36	\$0.36
Cost of Ownership Savings	\$1.75	\$3.09	\$4.42	\$2.92*

A. Material Cost Avoidance is the annualized acquisition cost per lamp (average cost per lamp of \$2.50 for standard T8 product / 5 years = \$.50 per year). For example, by installing a Philips T8 lamp, a material cost per lamp of \$.50 is avoided in the sixth year due to the extra year of life expectancy. Note that the average cost per lamp may vary.

B. Labor Cost Avoidance is the annualized labor replacement cost per lamp (labor replacement cost per lamp of \$4.45 / 5 years = .89 per year). For example, installing a Philips T8 lamp, a labor replacement cost per lamp of \$.89 is avoided in the sixth year due to the extra year of life expectancy. Note that the labor replacement lamp may vary. Source: National Lighting Bureau Guide to Office Lighting and Productivity.

C. Disposal Cost Avoidance is based on an average of \$.09 per ft. for lamp recycling or \$.36 per 4-ft. lamp. Philips Lighting Company encourages the recycling of all fluorescent lamps.

* Save an additional \$28.00 in energy costs over the rated average life of the Philips Energy Advantage T8 25W Extra Long Life lamp when compared to a Standard T8 32W lamp. Based on 40,000 hour rated average life @ .10¢ per kWh @ 12 hours per start on instant start ballast.