

To: _____

From: _____

Date: _____

Lighting and Energy Management

Mini Trade Shows

FAX

Thursdays 2004

September 16
2:00 to 4:00 p.m.

Laurel, MD, 8610 Cherry Lane, 301-470-2121

September 23
7:00 to 9:00 a.m.

Linthicum, MD, 717 Hammonds Ferry Rd, 410-636-6366

September 30
7:00 to 9:00 a.m.

Gaithersburg, MD, 16608 Oakmont Ave, 301-948-7924

October 7
7:00 to 9:00 a.m.

Washington, DC., 22 K Street, NE, 202-789-0500

October 14
11:00 a.m to 1:00 p.m.

Leesburg, VA, 33 Fairfax Street, SE, 703-777-1555

October 21
7:00 to 9:00 a.m.

Chantilly, VA, 4080 Westfax Drive, 703-631-8300

October 28
7:00 to 9:00 a.m.

Arlington, VA, 5053 Lee Highway, 703-536-4400

Specials! Door Prizes! Refreshments!

(omelettes at the morning shows!)

See the solutions for your energy saving questions and the issues facing the industry today from Advance Ballast, Ambiance Lighting, GE, Leviton, Lightolier, Lithonia, Lutron, Onyx Recycling, Osram Sylvania, Philips, RAB, Stonco, Venture, Wattstopper, Universal Ballast*

DOMINION
ELECTRIC SUPPLY COMPANY INC.

*Not all vendors will be at every show. Call your sales representative for more information on these events or directions to our locations!

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Lighting and Energy Management

Please check all classes you'd like to attend!

Training FAX

Sept. 21, 2:30 p.m., Dominion Laurel

Lamp & Ballast Training. Hosted by Sylvania. Learn about the different types of lamps and how to use lighting systems for cost and energy savings.

Sept. 22, 3 p.m. Chantilly Service Center

Sept. 23, 3 p.m. Dominion Laurel

Dark/Friendly Skies. Hosted by RAB. Learn how to solve glare and light trespass problems as well as, how to be compliant with upcoming dark sky ordinances. Further learn how to use energy efficient lighting for cost savings.

Sept. 22, 4 p.m. Chantilly Service Center

Sept. 23, 4 p.m. Dominion Laurel

Ballast Technology. Hosted by Advance. Learn about changes in lighting efficiencies for electronic ballasts, migration to electronic HID ballasts, and solutions to compact fluorescent lighting opportunities.

Sept. 28, 3 p.m. Chantilly Service Center

Sept. 29, 3 p.m. Dominion Laurel

Occupancy Sensors. Hosted by Leviton. Occupancy sensors have four great benefits; Energy Savings, Safety, Security, Convenience. Learn why and how to sell them.

Oct. 6, 3 p.m. Chantilly Service Center

Oct. 8, 3 p.m. Dominion Laurel

Energy Saving Techniques. Hosted by Philips. Learn what's new in the industry and how applications are expanding options for end users. Includes T5 HO vs HID, US Green Building Council, UWR regulations and the "one watt" story.

Oct. 12, 2 p.m. Dominion Laurel

Oct. 19, 2 p.m. Chantilly Service Center

Pulse Start Technology. Hosted by Venture. Why is Pulse Start Metal Halide better than Standard Metal Halide? Learn about the product and its applications.

Oct. 13, 3 p.m. Chantilly Service Center

Oct. 20, 3 p.m. Laurel

Lamps & Electronics Recycling. Hosted by Onyx Environmental. Learn what electrical products should be recycled and why. Also about the federal government and state enacted rules and regulations to manage the recycling and disposal of these materials.

Oct. 7, 3:30 p.m. Dominion Laurel

Oct. 14, 3:30 p.m. Chantilly Service Center

QL Technology & Energy Saving Techniques. Hosted by Stonco/ Genlyte. 80,000+ hour white lamp life and what it can mean to your project. Fluorescent vs. incandescent downlights. Fluorescent vs. Metal Halide in Industrial applications.

Oct. 26, 3 p.m. Dominion Laurel

Oct. 28, 3 p.m. Chantilly Service Center

Technologies 2004. Hosted by Lutron. Interactive presentation that covers the latest in technological innovations which covers lighting controls, and controllable ballasts.

PHONE: _____

NAME: _____

FAX: _____

COMPANY: _____

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Fax your class preferences back to Virginia Chen, 703-536-4069. Please respond by September 14, 2004. Directions will be sent with confirmations.