KLOPFENSTEIN'S LIGHTING INC.

April 2006

BRIGHT IDEAS

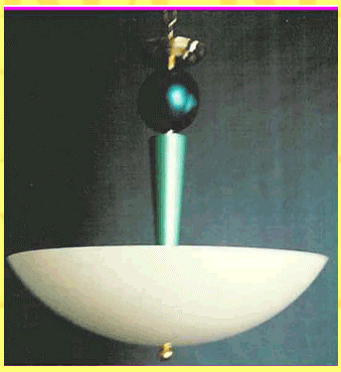
Spotlight: D'Lights

D'Lights is a full service manufacturer, based in Glendale, California, with over thirty years experience supplying the restaurants and contract lighting industry. As such, D'Lights has the capability to produce custom fixtures and designs that satisfy your individual needs. Let their experience work for you. Allow D'Lights to work with you, to add that unique design touch that is so important to the overall look and ambiance of your project.

D'Lights—more accurately describes the wide range of lighting styles we now manufacture. To ensure absolute control of quality, all D'Lights products are produces and assembled in their Glendale, California facility. In addition to meeting the rugged construction standards of the contract trade, all fixtures are U.L. Approved and carefully packaged for damage-free delivery.

The staff of D'Lights will work with you, your designer, or architect to determine the best way to satisfy the unique needs of any given job. D'Lights will produce drawings based on your ideas and budgets for your review. If needed: D'Lights can suggest alternate designs or design elements that may be more appropriate for your particular needs. D'Lights can tailor stocking and delivery programs that insure timely shipments directly to your job site. Let their extensive experience with both national accounts and individual stores work for you, to solve unique lighting needs. From the initial concept to plan take-offs. D'Lights produces, in their factory, lighting that satisfies your needs ranging from Traditional to Contemporary.

Custom design and fabrication is the basis of D'Lights success and constitutes a large segment of their business. D'Lights can be seen in prestigious hotels, restaurants, offices, casinos, and residences throughout the world. D'Lights fixtures have been installed in establishments such as the Hard Rock Hotel & Casino, Tony Roma's, Marie Callendar's, Circus Circus, Euro-Disney, Pizza Hut, and Safeway Stores to name but a few. As a result of their extensive background in solving unique lighting problems, D'Lights has probably encountered situations similar to yours. They can take your design idea from a concept and turn it into a finished product. You need only to submit specifications for a quotation.



Introducing the Euclid Series From LSI-Industries

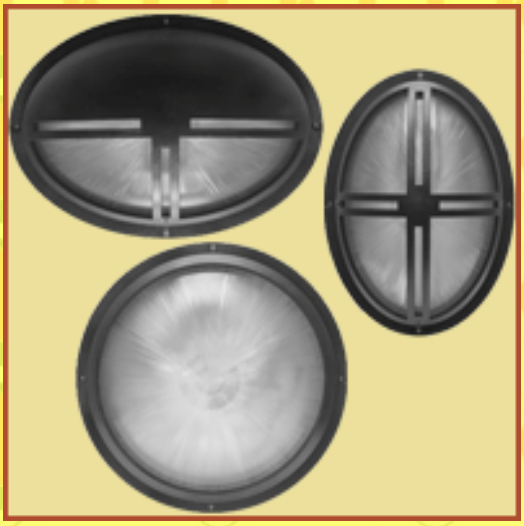
LSI was started as an outdoor lighting company, so outdoor products are an important part of our heritage, and a key ingredient in our future. Introducing new outdoor luminaires, like the Euclid Series, strengthens our roots. This solid family of vandal resistant products, in geometric shapes, will take you into new markets and provide many opportunities for growth. The Euclid Series will help bring home a larger piece of outdoor packages on projects in your territory.

The Euclid Series is simple and sweet. It offers the following features:

Two shapes – Round and Oval

- Two lenses – Frosted or White Polycarbonate
- Three bezels – Open, Cross, and Eyelid
- Three profiles – Shallow (ADA Compliant), Medium, and Deep
- Three colors – Black, Bronze, and White
- Four lamp possibilities – HID & Single, Double, or Triple CFL

Lifetime Warranty (when properly installed) on Lens, Bezel, and Housing Availability: The Euclid Series is in production. Don't delay, send orders today! Black finish has a 5-day lead time/Bronze and White are 15 days



Hydrel Introduces the 4750 Series T5 Linear Fluorescent

Hydrel is pleased to announce the introduction of the 4750 Linear Fluorescent Floodlight Series. This collection of precision linear floodlights combines visual appeal with superior performance and unequalled quality. The fixture's low profile rounded shape will blend well with both landscape and hardscape architecture. With its five unique optical distributions and PolarPack™ technology, it is the first true all weather linear fluorescent floodlight.

Performance—The versatile 4750 Series delivers light where it's wanted. With five precision optical distributions and a selection of glare control accessories, T5 fluorescent output can now be used for performance floodlighting applications.

Quality Construction—Outdoor luminaries face demanding environmental challenges with extreme temperature ranges, moisture, dust, dirt, and physical contact. The Hydrel Engineering Test Laboratory provides rigorous testing methods far exceeding industry standards to ensure product performance for many years.

Innovation—Now outdoor fluorescent lighting is not just for warm weather environments. With the patent pending PolarPack™ technology option, the 4750 Series can provide 90% plus lumen output in cold weather applications down to 0° Fahrenheit.

Hydrel invites you to join them in making this exciting and innovative new product the new standard in fluorescent floodlighting.

HYDREL

Illuminations for Research

Excerpts from LITECONTROL's study on illumination for the research environment. Part one of a five part study.

Laboratory designs range from the high-tech look to those in which technology is de-emphasized. The objective is to create a safe, comfortable environment, recognizing that scientists and researchers are not solitary workers, but people who need interaction to test their theories and ideas. Researchers need space in their labs not only for research tasks, but also for conversation, paper work, and computer work.

An owner makes a heavy capital expenditure for a laboratory, at an average cost of $200 per square foot. The quality of the lighting can have a significant impact on how productively millions of dollars of equipment will be used. To be most effective, lighting design considerations for a lab must include: high illuminance levels for the workbench and desk areas; uniform lighting of vertical surfaces and shelving; and the elimination of shadowing. A comparison of various luminaire systems, including the differences between traditional recessed parabolics and indirect or indirect/direct pendant-mounted systems will help determine the most effective luminaire design for a lab's intended layout and use.

What's wrong with parabolics?

Photos (1) and (2) compare the differences between recessed parabolics and indirect/ direct, pendant-mounted luminaires. First, the directional characteristic of a parabolic- see Photo (1) - projects all of its light downward from a relatively narrow, one-foot opening. As a result, not much light gets into the shelf space. Second, even though it is very effective at illuminating the work surface, it also creates pronounced body shadow and hand shadow, as well as dark areas between the shelves. Third, the fixture's non-standard one-foot width requires extra tile cutting, which adds to installation time and expense.

How can indirect/direct pendant-mounted luminaires help?

In the same space, an indirect/direct, pendant-mounted luminaire - see Photo (2) - shows that light spreads uniformly across the ceiling and penetrates the shelves, thereby reducing hand and body shadows while brightening the shelving areas. Simple installation and maintenance result in a total installed cost approximately the same as, and in some cases less than, parabolics. Simple long-term operation and maintenance procedures, such as relamping from above, can result in significant savings over time.

Several specific characteristics of indirect/ direct fixtures can also be considered in certain situations. White baffles may be desired as a surface against which to examine materials. They also become conceptually relevant in the high luminance/illuminance environment. In many labs, color judgment is important so T8 and T5 lamps with color rendering indexes (CRI) of 80 or more may be necessary.

Photo 1

Shadows, dark vertical surfaces & ceilings, non-uniform ceiling tile system

Photo 2

No shadows, bright vertical surfaces & ceilings, uniform ceiling tile system

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KLI is known as the premiere lighting manufacturer's representative in Hawaii since 1976. In general, we promote our lighting manufacturers through Architects, Engineers and Designers and distribute through wholesale electrical houses.

KLI was originally incorporated in 1976 under the name KLOPFENSTEIN'S and operated out of a house in Hawaii Kai. In December of 1987 we moved our operations into our present location on Nuuanu Ave in Downtown Honolulu. In 1997 we reincorporated as KLOPFENSTEIN'S LIGHTING INC (KLI).

Our primary purpose is to provide the best product for your application with efficient service for all your needs.

F.Y.I.

- Upcoming Rep Visits:
  - April 11-13 PROGRESS LIGHTING—Chris Hyatt.
  - May 1-2 Speclight—Johnny Summers.
- New Lithonia Price Guide Edition 9 (PSG9) is on its way to us and we will distribute them accordingly.