



The power of sustainable lighting

Smart Solutions™ for your business and the environment



A common goal, a shared responsibility



As the #1 ballast manufacturer in North America, we are uniquely positioned to provide you with the power to make a difference through sustainable lighting options. When you see the Philips Advance brand name, you can count on 60+ years of experience making the most preferred energy-efficient ballasts in the business.



Open any newspaper, turn on any news program, or read any business journal today and you'll find green initiatives and discussions on sustainability are topping agendas across the country. From individual citizens to corporations to state and federal governments, there is a tremendous effort underway to reshape the way we conduct ourselves and our businesses with regard to the environment.

The potential impact of global climate change presents us with a clear mandate to reduce our CO₂ emissions for the sake of those who will follow in our footprints. Increasingly scarce resources and the ever-rising cost of producing and distributing energy make sustainability an issue that affects us all, right here and now.

There is no question that environmental responsibility and sustainable business practices are much more than just passing trends. As public awareness continues to rise, companies will be increasingly judged on the environmental choices they make. Sustainability will become an increasingly important decision-making factor for businesses and consumers alike, as they make their choices in the marketplace.

An industry leader in sustainable lighting solutions, Philips Lighting Electronics is ready to partner with you. As part of our effort to support environmental responsibility, we're proud to offer Smart Solutions — products, services, and expertise based on Philips Advance branded ballast technology to help you achieve your sustainability goals at every level. Together, we can create a brighter future for generations to come.

Sustainable lighting defined:

meeting the lighting needs of the present generation without compromising the ability of future generations to meet their own needs.

The key role of lighting in sustainability

When you consider that lighting consumes almost 20% of the electricity generated throughout the world¹, it's easy to see how applying energy-efficient lighting technology can make a difference. Energy-efficient lighting consumes less electricity, which reduces the demand on fossil fuel-burning power plants. This, in turn, reduces the output of greenhouse gasses that contribute to climate change.

In addition, advances in lamp and ballast technology have led to lighting systems that last considerably longer than previously possible. Longer system life means fewer replacements, less raw materials consumed, reduced transportation requirements, and less landfill waste.



Every watt counts

For every kilowatt hour of energy we save, up to 1.4 pounds of CO₂ may be prevented from entering the atmosphere². A single fixture upgrade that saves 315 kWh per year³ could reduce CO₂ emissions by 441 pounds, which is equivalent to the CO₂ absorbed by nearly 50 trees⁴.

Illuminating opportunities

The Department of Energy estimates that 58% of all non-residential buildings in this country were built before 1980, long before today's energy-efficient products were available. Of these buildings, approximately 84% still have pre-1980 lighting systems⁵.

With lighting accounting for up to 40% of a typical business facility's electricity bill⁶, it is unfortunate that so many outdated lighting systems are still in use today. Lighting technology has improved dramatically in the last decade, so it is possible that end users are unaware of the latest innovations available and the benefits that they offer. Also, they might not know just how easy it is to implement these energy-efficient improvements.

When we speak of sustainability, there are three aspects to consider:

- Economic prosperity — sustainable solutions must be financially feasible and beneficial
- Social equity — future generations deserve the same opportunities to achieve success
- Environmental quality — as global citizens, it's our responsibility to respect and maintain our environment

You can think of these three aspects as “the three Ps” — Profit, People, and Planet. Combined, these three facets of sustainability present us with three compelling reasons to take action.

It's the right thing to do.

Our future depends on making the most of our limited resources and preserving the environment for generations to come. With greater energy efficiency, less waste, and more environmentally friendly materials, Philips Advance's Smart Solutions play an important role in reaching that goal. From upgrading your systems with the latest electronic ballasts (fluorescent and HID) and energy-saving lamps to incorporating daylight harvesting, occupancy sensors, and dimming capabilities with building control systems, there are numerous ways to improve the overall lighting efficiency of your facility.

It's good for business.

According to the Energy Cost Savings Council, energy-efficient lighting upgrades provide the highest return on investment of any single-technology project, with an average ROI of 45%. These upgrades typically pay for themselves in as little as 2.2 years⁷ and the payback continues over the lifetime of the system through reduced energy and maintenance costs.

There are also economic benefits for choosing sustainable lighting in the form of tax incentives and utility rebates that are available for non-residential buildings. Federal, state, and local programs provide incentives for the certified use of qualifying energy-efficient lighting technologies in both new construction and renovation applications.

In addition to the financial rewards, and helping to save the planet, being environmentally responsible is good for your business. With environmental stories being so prominent in the media today, taking a proactive position and implementing sustainable practices can put your company in a very positive light. It can also be a significant competitive advantage because environmentally conscious customers look to suppliers who share their commitment to sustainability.

For many property owners and builders, certification through programs such as the Leadership in Energy and Environmental Design (LEED) Green Building Rating System™ offers the opportunity to publicly demonstrate their commitment to sustainable practices.

Regulations require it.

Increasing energy efficiency regulations at the federal and state level are driving organizations to identify and implement sustainable lighting solutions as a means of compliance. Some examples of recent legislation and regulations that impact lighting systems include the Energy Policy Act of 2005 (EPAAct), the Energy Independence and Security Act of 2007, California's Title 20 and Title 24.

You'll find our Smart Solutions will help your efforts in meeting these requirements. And we offer industry-specific expertise and resources to help you choose and implement the right ballast solution for your unique needs. New construction, renovations, retrofitting, or upgrading — there's no easier way to meet legislative requirements, save on energy costs, and help create a greener future.

A legacy of sustainability

Sustainability is an integral part of the way we do business, and it has been for many years. As a recognized leader in lighting, Philips Lighting Electronics has been heavily involved in promoting sustainable practices through the development of award-winning energy-efficient lighting ballast technology. We've also worked closely with industry and government organizations, such as the US Green Building Council (USGBC), the National Electrical Manufacturers Association (NEMA), and the US Environmental Protection Agency/ Department of Energy through the ENERGY STAR program. And we partner with key influencers such as Energy Service Companies (ESCOs).

Our "EcoVision" program sets ambitious four-year targets for environmental product advances. We use the EcoDesign process to improve product weight, energy use, hazardous material profile, packaging, and recycling/disposal. All of our manufacturing sites have earned ISO 14001 certification for environmental management.

Smart Solutions from Philips Lighting Electronics represents our commitment to building a brighter future with our customers. With industry-leading ballasts and lighting systems, deep industry knowledge, and a wealth of resources available, we provide a wide variety of ways to help you cost-effectively meet the latest efficiency regulations and achieve your own sustainability initiatives with proven Philips Advance branded technology.

When you see the Smart Solutions logo, you can have confidence the lighting solutions you choose are backed by years of industry experience and a shared commitment to improving our planet. For more information on how you can go green, visit:

www.philips.com/advance.

Global recognition for global change

As part of the Philips family, we're an integral part of a global sustainability effort. Since 1999, the Dow Jones Sustainability Indexes have tracked the sustainability performance for the top 10% of the 2,500 companies in the Dow Jones World Index. For the third consecutive year, Philips has been selected as the top company in the Dow Jones Sustainability Index in the Cyclical Goods and Services market sector. www.sustainability-indexes.com



¹Source: www.enn.com, Environmental News Network, "Let there be light — for the next 35 years: The green gift that keeps on giving" December 4, 2007

²Source: Environmental Protection Agency eGRID2006, www.epa.gov/cleanenergy/energy-resources/egrid/index.html

³Based on input watts of a 4-lamp troffer with 2 standard magnetic T12 ballasts using 40 watt lamps (172 watts) vs. Philips Advance's IOP-4P32-LW (94 watts) using 32W T8 lamps operating for 4,000 hours per year

⁴Source: *Forests and Global Change*, Vol. 2, "Forest Management Opportunities for Mitigation of Carbon Emissions." Neil Sampson and Dwight Hair, Washington, 1996

⁵Source: Department of Energy/Energy Information Administration, http://www.eia.doe.gov/emeu/cbecs/cbecs2003/detailed_tables_2003/detailed_tables_2003.html

⁶Source: Department of Energy/Energy Information Administration

⁷Source: Energy Cost Savings Council, <http://www.csemag.com/article/CA6533627.html>

Take the next step

Sustainability is all about the future, and the future depends on the decisions we make today. We all have a part to play in reducing energy consumption and protecting the world we share, and our greatest opportunity for progress comes when we work together.

Sustainability is more than just being energy-efficient; it is also a way to support profits, people, and the planet. Choosing Philips Advance ballast solutions that reflect these values will deliver reduced energy costs, provide regulatory compliance, and help reduce our impact on the environment.

You have the power to make a very real difference with the lighting decisions you make. Make the right choice and implement Smart Solutions in your lighting systems. Contact your representative today or visit www.philips.com/advance to find out how we can help you reach your sustainable lighting goals.



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