



General Illumination

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To OSRAM SYLVANIA Customers:

As previously communicated, I am committed to keeping you informed of changes in the rare earth element crisis.

I am pleased to report that since our last update we have only seen a slight increase in rare earth phosphor costs and have decided not to pass them on to the market. We will hold prices through the month of October and make a determination on a potential November increase in a few weeks.

As a leader in the lighting market, OSRAM SYLVANIA has also been working diligently to develop new products that will mitigate this rare earth impact. These products will be unique to the market and give you, our customers, the opportunity to have an advantage with your end users. To this end, we are pleased to announce our new OCTRON 800 XV™ (Extended Value) lamps.

These lamps feature an optimized phosphor formulation. They meet today's lighting needs of high efficiency, long life and superior color rendition while responding to marketplace needs for responsible fluorescent alternatives during the industry's rare earth phosphor crisis.

The OCTRON 800 XV offering will include 4-foot lengths in full wattage (32 watt) and reduced wattage, SUPERSAVER® (30W, 28W and 25W) types that deliver energy savings potential of up to 40 percent when compared with T12 magnetically ballasted fluorescent systems.

Also included in the family are 50 and 54 watt, 8-foot SUPERSAVER lamps that provide energy savings of over 35 percent when compared with 8-foot T12 systems. With high lumen output, average rated life of up to 42,000 hours and CRI of 83, these lamps ensure light levels and color quality will be maintained for a very long time.

OCTRON 800 XV lamps are made in the USA, TCLP and RoHS compliant and feature lead-free glass.

The addition of these new lamps provide cost saving options for all T8 luminaires. When paired with QUICKTRONIC® high efficiency T8 ballasts, the systems achieve increased energy savings and are covered by the QUICK 60+® System Warranty.

For more information about these lamps and other sustainable lighting solutions from OSRAM SYLVANIA, please contact your local sales professional.

Regards,

A handwritten signature in black ink, appearing to read "Timothy J. Lesch".

Timothy J. Lesch

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