

ALTO® Fluorescent Lamps and Julius Koch

A • C A S E • S T U D Y

Julius Koch, USA serves as the leading supplier of custom-dyed ladder tapes and cord products to every major U.S. manufacturer of window blinds and pleated shades. It is Julius Koch's business philosophy, which is responsible for this leadership position in the window covering industry. This philosophy combines a heavy commitment to R&D, high level of service and a commitment to quality and the environment. Environmental responsibility is apparent in all they do, from their choice

of raw materials and manufacturing techniques to the installation of Philips ALTO lamps.

In July 1997, over 2500 Philips F32T8/TL841/ALTO lamps were installed in the Julius Koch New Bedford, Massachusetts plant. As of April, 2000—

99% of those lamps are still in operation. With a burning cycle of 24 hours per day, 7 days a week—

these lamps have over 22,848 hours of life to date.

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Performance Data

- Burning Cycle—24 hours per day, 7 days a week, which converts to over 22,848 hours.
- 99% of lamps still operating
- Approximately 2,000 F32T8TL841/ALTO lamps installed July 1997.
- Fixtures contain Magnatek instant start ballasts (B4321120RH).



“Relamping with Philips ALTO fluorescents now makes our lighting maintenance much simpler,” stated George Garcia, Maintenance Manager. “Not only are we certain we comply with the stringent environmental regulations, but we are also enjoying the benefit of superior lamp performance. This includes the critical color rendition needed to produce quality products, as well as long lamp life.”

George Garcia, Maintenance Manager

OVER
275 MILLION
ALTO® LAMPS SOLD

Let's make things better.



PHILIPS

Julius Koch cares for the environment, both in its choice of raw materials, in its manufacturing techniques and its working environment. The organization strives to use the most environmentally-friendly processes and promotes this as part of its product quality. This certainly applies to its choice of Philips ALTO lamps for its lighting systems.

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In addition, Julius Koch will be eliminating a significant amount of mercury from the waste stream, as well as saving considerable costs in hazardous waste transportation, disposal and tracking.



Superior Performance—Guaranteed!

THE ALTO® LAMP TECHNOLOGY WARRANTY

ALTO® fluorescent lamps—the first TCLP-compliant sources—were introduced in 1995. Since that time, over 275 million ALTO lamps have been installed and proven nationwide. Today, ALTO linear fluorescent lamps remain the lowest in mercury content and the only lamps that meet California's more stringent TTLC test.

The international leader in lighting technology, Philips operates the largest fluorescent facility in the world in Salina, Kansas. This facility was the first fluorescent manufacturing operation to achieve ISO 9000 certification.

ALTO has won numerous awards, including the EPA Green Lights Program, the National Association of Independent Lighting Distributors, the National Retail Hardware Association/Home Center Institute, the North American Hazardous Materials Management Association, TED: The Electrical Distributor Magazine, Popular Science Magazine and Plant Services MRO MarketPlace.

- Philips offers a 2 year warranty on all ALTO F32T8 lamps when operated on an approved ballast.
- Longer, competitive warranties can be obtained for specific projects.
- Philips further warrants that ALTO lamps will pass the TCLP test (40 CFR 261.App II).



For More Information and Additional Case Studies Featuring ALTO® Fluorescent Lamps' Superior Performance, Call 1-800-945-9071.

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A Division of Philips Electronics North America Corporation
Printed in USA 4/00 P-5485

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