

COMPARE IN THE AIR

Step into the light! Hubbell Lighting offers you a trial installation program to help bring exciting and beneficial lighting solutions to your customers.

Hubbell Lighting is proud to lead the industry in sustainable lighting solutions. We offer a wide selection of energy-efficient products to serve a wide array of applications. Sometimes, however, we need to see fixtures in action to convince us that they are the best choice for our application. No problem! Hubbell NutriLED wants to make that easy. That's why we are offering this no-risk program.

HERE'S HOW IT WORKS:

1. The customer may order up to four NutriLED single fixtures or one NutriLED multi-bar assembly

Qualifying products are any standard NutriLED fixture. The opportunity must be real and should be a true mockup, not just someone who wants four fixtures.

2. The order should be entered at book price and marked clearly with "Compare in the Air"

This will generate 90-day invoice dating. Hubbell Lighting will pay the outbound freight. Standard lead times apply. Installation is at the customer's expense.

3. The customer may decide to keep the fixtures

The customer must pay the invoice when it is due. The Hubbell Lighting representative assumes responsibility to follow up with the customer within the 90-day period.

4. The customer can elect to return the fixtures

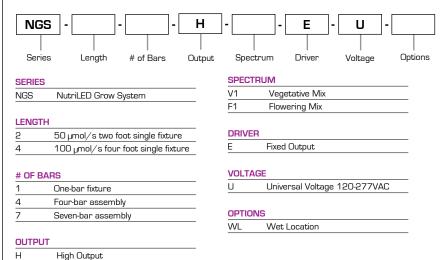
The customer must request a RGA within the original 90-day period at no restocking. Fixtures should be returned in **original cartons** within 30 days at the customer's expense. A credit memo will be issued immediately to offset the original invoice, provided the fixtures are undamaged. The customer may elect to pay for damaged fixtures or have them returned.

All "Compare in the Air" orders will be priced at the highest commission column. If distributor fails to pay the bill-only invoice, the Hubbell Lighting representative will inherit the responsibility for reimbursing Hubbell Lighting. Your commission statement will be adjusted to reflect the deduction of the "sales price" totals for that invoice.



ORDERING INFORMATION

ORDERING EXAMPLE: NGS-4-4-H-V1



| ONE-BAR FIXTURE ACCESSORIES (order as separate part #) | |
|--|-----------------------------|
| CIC3 | Interconnect Cord 3' |
| CIC12 | Interconnect Cord 12' |
| NLAC1 | Aircraft cable Mounting Kit |
| | |

POWER CORDS (required for all fixtures; order as separate part #)
CP12-120 Cord and Plug 12 ft (120v Straight Blade Plug)
CP12-277 Cord and Plug 12 ft (277v Twist-Lock® Plug)
CHW12 12' Hardwire Cord Set

Due to our continued efforts to improve our products, specifications are subject to change without notice. © 2016 Hubbell Lighting All Rights Reserved.