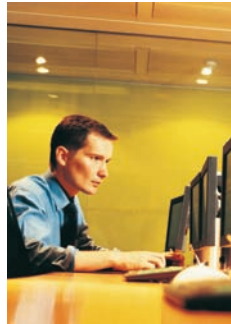


Benefits

- Greater energy savings
- Lower operating costs
- Improved productivity
- One-year fixed pricing
- One-stop shopping
- Safer work environment
- Environmental compliance



The Best Solution for Your Lighting Needs

Horizon Solutions' Intelligent Lighting solution brings you the most efficient management of your lighting assets. We partner with the best companies in the industry to provide a comprehensive, easy-to-apply package offering quality products, value-added services, and cost savings.

Fixed Market Basket Pricing

Customers that commit to the Horizon Intelligent Lighting solution benefit from its value immediately. First, we present you with a market basket of the top SKUs used in your industry. Then we add any lamp, fixture, or ballast that you use on a regular basis. Your Horizon Account Manager will compare our Intelligent Lighting market basket pricing to your previous costs to quantify your savings. The prices for items included in your program are locked in for one year. We also collaborate with you to identify the purchase of redundant part numbers or excess spare inventories.

Once an agreement is in place, you can immediately begin to purchase product. If during the year, you wish to purchase items not included in the market basket, you still receive our most competitive pricing. The Intelligent Lighting solution consolidates all of your lighting purchases and eliminates the need to get a quote for every order.

Sylvania: The Product Advantage



Horizon Intelligent Lighting solutions feature Sylvania products. With a heritage of serving business and institutional customers since 1901, Sylvania has lighting packages for your facility that will deliver superior performance and savings.

Top Energy Service Partners

Horizon Solutions has hand selected the top Energy Service Companies (ESCO) in the Northeast to deliver additional savings to our customers. These services include:

- Installation of high-efficiency lighting and controls plus retrofitting existing fixtures
- Identification of maximum incentive rebates from utility companies
- Project financing
- Project management and installation oversight to ensure successful project completion

Albany

4 Access Road
Albany, NY 12205-4744
(518) 452-6904
(800) 345-4621
(518) 452-6911 Fax

Bangor

293 Target Industrial Circle
Bangor, ME 04401-5720
(207) 942-7357
(800) 432-1692
(207) 941-2334 Fax

Buffalo

178 Wales Avenue
Tonawanda, NY 14150-2508
(716) 693-1860
(800) 724-1132
(716) 693-4599 Fax

Elmira

1300 College Avenue
Elmira, NY 14901-1156
(607) 733-6591
(800) 724-4752
(607) 733-2273 Fax

Holyoke

80 Commercial Street
Holyoke, MA 01040-4704
(413) 533-3933
(800) 628-1068
(413) 533-5618 Fax

Manchester

105 Faltin Drive
Manchester, NH 03103-5755
(603) 669-5060
(800) 334-7557
(603) 669-1430 Fax

Portland

216 Riverside Industrial Parkway
P.O. Box 759
Portland, ME 04104-0759
(207) 797-9466
(800) 486-0726
(207) 797-8850 Fax

Rochester

2005 Brighton Henrietta TLR
P.O. Box 92203
Rochester, NY 14692-0203
(585) 424-7376
(800) 724-4750
(585) 272-0087 Fax

Syracuse

6059 Corporate Drive
East Syracuse, NY 13057-1040
(315) 437-8181
(800) 724-4753
(315) 463-9014 Fax

www.hs-e.com



Environmentally Responsible Solutions

Horizon's Intelligent Lighting solutions support our customers' need for regulatory compliance and environmentally friendly operations. We offer Sylvania's line of ECOLOGIC® products. All lamps feature standard or higher performance and reduction or elimination of heavy metals. They pass the current Federal TCLP test for hazardous waste determination and represent the most comprehensive energy saving offering in the industry.

Recycling Services

As part of the Intelligent Lighting solution, Horizon helps you set up a convenient, cost-effective system to recycle used lamps. We have partnered with Veolia Environmental Services to provide a wide range of recycling options.

Fluorescent Lamps: Whether you need recycling for 4-foot, 8-foot or miscellaneous lamps, our RECYCLEPAK™ postage-paid mailing boxes come in a range of sizes that fit your needs. As the largest lamp recycler in the country, Veolia gives you the expertise to comply with today's changing regulations.

Lamp Ballasts: Veolia also offers RECYCLEPAK containers for smaller quantities of lamp ballasts. Their postage-paid 5-gallon pails can fit up to 66 pounds of TSCA-exempt, PCB and non-PCB ballasts. They're ideal for small quantity retrofits. For larger or bulk quantities of lamps and ballasts, Horizon offers competitive pricing, containers, and documentation for sorting, storing, and shipping your lighting and electronic wastes.

Training & Education

As a member of the Intelligent Lighting solution program, you are eligible for one complimentary on-site training class per year and can send as many employees as you like. The 2- to 4-hour class can be tailored to meet your specific needs. Our experts will be on hand to solve your most complex lighting issues. In addition, Horizon Solutions and Sylvania have teamed up to provide a host of in-depth training options on topics ranging from color rendering to energy savings. This training is held at Lightpoint®, Osram Sylvania's Institute for Lighting Technology located in Danvers, Mass. A world-class educational facility, it embodies the company's commitment to lighting innovation and technical leadership.

Energy Audits

Horizon and its ESCO partners offer an extensive lighting energy audit to uncover areas for potential energy savings. We provide a detailed proposal showing cost savings opportunities, available rebates and tax incentives, and estimated investment payback time.

The Lighting Challenge

Your facility's lighting represents up to 30% of your total electrical product purchases. But lamps, fixtures, and ballasts are only a fraction of the total operating costs for your lighting system — 86% is energy and 11% is maintenance. Selecting and installing the most energy-efficient lighting system is critical to achieving the highest ROI.

About Horizon Solutions

Horizon is the applications expert in electrical and industrial distribution. Our exceptional technical, supply chain, and business knowledge enables us to provide solutions that reduce costs, increase throughput, accelerate time to market, and improve asset utilization. Our problem solving capabilities, when combined with extensive professional and training services, mean Horizon solutions can deliver measurable supply chain performance improvement, reduced risk, and the lowest cost of ownership.