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LIGHTPOINT®

LIGHTPOINT
C A N A D A

LIGHTPOINT® Course Guide 2009

SEE THE WORLD IN A NEW LIGHT

SYLVANIA



Our Courses

Lighting Essentials

Level: Fundamental

What you will learn:

- Fundamentals of light, vision and color
- Lamp and ballast technologies
- System operating characteristics
- Basic lighting applications
- Tour of OSRAM SYLVANIA HID lamp manufacturing facility in Manchester, NH (Danvers session only)
- Reference tools

Who should attend:

Electrical distributor and wholesaler personnel, electrical contractors, utility account executives and anyone who is relatively new to the business of lighting. A minimum working knowledge of lamps and lighting is preferred.

Course Fee:

\$350* (Danvers/Toronto/Westfield/Davis – 3 days) covers course materials, continental breakfasts, lunches and a group dinner.

Lighting Design and Application

Level: Intermediate

What you will learn:

- Visibility and color
- Lamp technology and applications
- Human factors in lighting design
- Luminaires and optics
- Two common lighting calculation methods with software demonstration
- Lighting controls/regulatory issues
- Developing lighting specifications

Who should attend:

Experienced distributor sales personnel involved in specifying lighting systems, design-and-build contractors, electrical designers or architects who develop lighting layouts, or sales representatives who interact with lighting designers and consultants on a regular basis. Attendees should have a minimum of three years in lighting and have completed a lighting fundamentals course. Some familiarity with reading blueprints and photometric reports is helpful, as the session includes group project work.

Course Fee:

\$350* (Danvers/Toronto – 3 days) covers course materials, continental breakfasts, lunches and a group dinner.

Lighting Certified – L.C. Examination Study Workshop – Live Online Course!

Level: Advanced

This live online course will assist participants in focusing their study efforts as they prepare to write the L.C. Examination in November 2009. Lighting Certified (LC) identifies people who have successfully demonstrated their basic knowledge of the techniques and technologies required for efficient and effective lighting practices and their commitment to continued learning. The Examination is administered by the NCQLP – National Council on the Qualifications for the Lighting Professions – www.NCQLP.org. Classes will be held online Thursday evenings from September through November 2009. Course participation involves online knowledge quizzes, interactive group discussion and out of session reading and homework assignments. Register early as class size is limited and open to those registered to write the Examination only. L.C. Examination Fee, registration and recommended reading materials are separate and are the responsibility of the participant. This course is not associated in any way with NCQLP, nor does participation in class guarantee Examination success.

Course Fee:

\$300* – Web Workshop – 7 Sessions – Thursday Evenings – September – November – 7-10 p.m. ET

LED Lighting Application Workshop

Level: Fundamental

What you will learn:

- LED Technology fundamentals
- LED light and color metrics
- The application of LED Technology in commercial and residential applications
- Application Workshops – Lighting design with LEDs

Who should attend:

Those wishing to learn how to apply solid state lighting technology in a variety of applications, LED application for practical lighting design, as well as specialized applications such as signage and outdoor lighting, will be considered. A working knowledge of lamps and lighting is preferred.

Course Fee:

\$300* (Danvers/Toronto – 2 days) covers course materials, continental breakfasts, lunches and a group dinner.

Lighting for Tomorrow – Going Green Workshop

Level: Intermediate

What you will learn:

- Review of lighting technology basics
- Latest green lamp and ballast system technology
- Control and luminaire solutions
- Lighting design considerations
- Review of pertinent legislation, incentives and software tools (EPAAct, LEED, utility rebates, etc.)
- Energy Auditing techniques and software
- Group project work

Who should attend:

Experienced distributor sales personnel involved in specifying lighting systems, design-and-build contractors, electrical designers or architects who develop lighting layouts, or sales representatives who interact with lighting

designers and consultants on a regular basis. Attendees should have a minimum of three years in lighting and have completed a lighting fundamentals course and preferably a Lighting Design & Applications Course. Some familiarity with reading blueprints and photometric reports is helpful, as the session includes group project work.

Course Fee:

\$300* (Danvers/Toronto – 2 days) covers course materials, continental breakfasts, lunches and a group dinner.

* *Canadian courses include GST in fee.*

Our Locations



Danvers, MA (Boston)

LIGHTPOINT, 100 Endicott Street, 01923



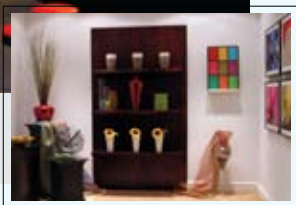
Westfield, IN (Indianapolis)

LIGHTPOINT, 18725 N. Union Street, 46074



Mississauga, ON (Toronto)

LIGHTPOINT, 2001 Drew Road, L5S 1S4



Davis, CA (Sacramento)

California Lighting Technology Center, 1554 Drew Avenue, 95616

REGISTRATION FORM

Please register online at www.sylvania.com/Lighting101/LearnLighting/LIGHTPOINT/CourseCatalog/
or fax completed form below to 978-750-2778.

YES! PLEASE ENROLL ME IN THE FOLLOWING 2009 COURSE(S):

Course	Danvers, MA	Toronto, ON	Westfield, IN	Davis, CA	
Lighting Essentials	<input type="radio"/> Jan. 7-9 <input type="radio"/> April 27-29 <input type="radio"/> Aug. 17-19 <input type="radio"/> Dec. 7-9	<input type="radio"/> Feb. 23-25 <input type="radio"/> June 15-17 <input type="radio"/> Oct. 5-7	<input type="radio"/> May 25-27 <input type="radio"/> Sept. 28-30	<input type="radio"/> June 22-24 <input type="radio"/> Sept. 21-23	<input type="radio"/> Sept. 14-16
Lighting Design and Application	<input type="radio"/> Oct. 14-16				
Lighting for Tomorrow Going Green Workshop	<input type="radio"/> June 1-2 <input type="radio"/> Aug. 31-Sept. 1	<input type="radio"/> Oct. 19-20			
LED Lighting Application Workshop	<input type="radio"/> July 20-21 <input type="radio"/> Oct. 22-23	<input type="radio"/> June 8-9 <input type="radio"/> Nov. 2-3			
LC Study Course <i>(Online Course)</i>	<input type="radio"/> Thursday evenings – September 24-November 5 – 7:00-10:00 PM ET				

Registrant Information:

Name: _____ Company: _____
 Address _____ City: _____
 State/Province: _____ Zip/Postal Code: _____
 Telephone: _____ Fax: _____
 Email Address: _____

Type of Business:

Distributor Contractor Specifier OEM End User Other _____
 Years in Lighting: _____ Engineering/Technology Degree: Yes No
 How do you rate your lighting knowledge?: Beginner Average Advanced Expert
 SYLVANIA lighting courses previously attended: Lighting Essentials Lighting Design & Application
 Energy Focus Lighting Efficiency Other courses _____

Accommodation Requirements:

Single Room Double Room, sharing with _____
 Non-Smoking Smoking Arrival Date: _____ Check-out Date: _____
 Accessibility Requirements: _____
 Special Dietary Requirements: _____

Course Payment:

No. of Courses: _____ Tuition Total: \$ _____
 Payment Method: Visa MasterCard AMEX Check to follow
 Credit Card Number: _____ Cardholder Name: _____
 Expiry Date: _____ Cardholder Signature: _____

I hereby authorize the above charges to my credit card

Your OSRAM SYLVANIA Contact Information:

Sales Rep/Commercial Engineer: _____ Ref#: _____

Calendar for 2009

January						
S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

Jan 7-9 Lighting Essentials (MA)

February						
S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28

Feb 23-25 Lighting Essentials (MA)

March						
S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

April						
S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		

Apr 27-29 Lighting Essentials (MA)

May						
S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

May 25-27 Lighting Essentials (ON)

June						
S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

Jun 1-2 Lighting for Tomorrow (MA)
 Jun 8-9 LED App. Workshop (ON)
 Jun 15-17 Lighting Essentials (MA)
 Jun 22-24 Lighting Essentials (IN)

July						
S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

July 20-21 LED App. Workshop (MA)

August						
S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

Aug 17-19 Lighting Essentials (MA)
 Aug 31-Sep 1 Lighting for Tomorrow (MA)

September						
S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

Sep 14-16 Lighting Essentials (CA)
 Sep 21-23 Lighting Essentials (IN)
 Sep 28-30 Lighting Essentials (ON)

October						
S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

Oct 5-7 Lighting Essentials (MA)
 Oct 14-16 LED Design & App. (MA)
 Oct 19-20 Lighting for Tomorrow (ON)
 Oct 22-23 LED App. Workshop (MA)

November						
S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

Nov 2-3 LED App. Workshop (ON)

December						
S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

Dec 7-9 Lighting Essentials (MA)



- (MA) – Danvers, MA
- (ON) – Toronto, ON
- (IN) – Westfield, IN
- (CA) – Davis, CA



General Program Information

Registration:

Please register online at www.sylvania.com/LearnLighting/LIGHTPOINT, or complete the registration form in this course guide and return via fax, mail or email to myLIGHTPOINT@sylvania.com. Your enrollment will be acknowledged promptly. In all cases space is limited, so please register as soon as possible. A detailed confirmation package will be mailed to you prior to the start of the course. Confirmed enrollments are transferable. OSRAM SYLVANIA reserves the right to determine enrollment eligibility and limit attendance.

The tuition fee is due on receipt of the confirmation letter and is required in advance of the course start date. Tuition is fully refundable if cancellation is received at least five business days prior to course start date. Late cancellations or no-shows will be charged 50% of applicable course registration fee. Canadian courses include GST in fee. (GST#135235786)

Location:

Our Programs are offered at our three premiere LIGHTPOINT training facilities throughout North America as well as the California Lighting Technology Center.

Danvers, MA (Boston) – LIGHTPOINT
OSRAM SYLVANIA Corporate Headquarters
100 Endicott Street, Danvers, MA 01923

Westfield, IN (Indianapolis) – LIGHTPOINT
OSRAM SYLVANIA National Customer Service and Sales Center
18725 N. Union Street, Westfield, IN 46074

Mississauga, ON (Toronto) – LIGHTPOINT
OSRAM SYLVANIA Canadian Headquarters
2001 Drew Road, Mississauga, ON L5S 1S4

Davis, CA (Sacramento) – CLTC
California Lighting Technology Center
1554 Drew Avenue, Davis, CA 95616

Accommodations:

Attendees are responsible for their own accommodation expenses. We have negotiated special rates with hotels close to the program locations. A hotel reservation will be made in your name and indicated in your confirmation letter. Attendees are responsible for contacting the hotel and to guarantee the registration. Remember to contact the hotel to guarantee late arrivals on a credit card or, if it becomes necessary, to cancel the booking. This will avoid “no show” charges.

Transportation:

Attendees are responsible for travel costs to and from Boston, Toronto, Indianapolis or Sacramento and transfer to the hotel. In Boston and Indianapolis, OSRAM SYLVANIA will provide transportation to and from the designated hotel each day of the program and provide a single return shuttle to the airport at the conclusion of each course. Attendees in Toronto and Sacramento are responsible for their own transportation to and from the LIGHTPOINT facility and to the airport.

Meals:

OSRAM SYLVANIA provides a continental breakfast, lunch and refreshment breaks each day of the program and one group dinner on the first night of the course. All other meals are the responsibility of the attendee. Please advise of any special dietary requirements.

Course Timing:

Times may vary, but typically our daily programs start at 8:00 am and conclude between 4:30 and 5:00 pm, possibly earlier on the final day. Your confirmation letter will detail exact course times.

USA

OSRAM SYLVANIA
100 Endicott Street
Danvers, MA 01923 USA
978-750-2464
Fax 978-750-2778

Canada

OSRAM SYLVANIA
2001 Drew Road
Mississauga, ON L5S 1S4
905-673-6171 X2206
Fax 905-671-5584

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