

**Attention: Lighting Industry C&I and NEMRA Agents**

Valued Friends and Industry Professionals,

In today's day and rapidly changing lighting market, it's being flooded with unknown manufactures and management. Selecting the right companies to partner with has become a strenuous exercise. We've all heard the promises of their products undergoing rigorous testing (U.L., ETL, DLC, IP Testing, photometrics, etc..) only to learn that these claims are **FALSE!** These false claims also extend into components (chips, Drivers, lensing.)

After your evaluation process, you commit to taking on the line, sign the contract and then the real work begins. Pioneering a line without ANY brand name recognition and looks, performs exactly like hundreds of products imported and sometimes stocked in the USA. Marketing Materials including catalogs, website and specification sheets are all copies of what those other exports have done (if they exist at all)

Then the pressure calls start mostly from people that barely speak English. They expect large volume orders, are willing to sell on price (even though the product you need, they don't have because it doesn't perform as well as the base spec'd item. Oh, and by the way they want to cut your commission (unwilling to share the burden to secure the order.)

You need 75 UFO high bays, 200 troffers, 16 shoe boxes and 10 wall packs. But they only have in stock the 75 high bays. Then they don't understand why you didn't get the order!!! Your Competitor did because they had everything in stock at a lower price with all the documentation needed.

All these issues only become even more of an issue when there is a warranty issue. During this time is truly when you find out the evaluation process you went through before taking on the line was NOT through enough.

There are many of these import companies out there but specifically I'd like to warn you about the following companies. **Bravo LED, Eveready LED Lighting and WAY to Go Lighting all in Delaware.**

These companies consistently operate under deceptive practices. Including but not limited to; Falsified UL and ETL, Photometric files, catalogs and Spec sheets.

Three well known Industry Professionals have had their contracts breached and have gone unpaid for over 5 months. Any and all attempts to enforce these employment contracts are just ignored. We are also now hearing that many Independent Agents commission are going unpaid.

Friends and Industry Professionals including Agents, Distributors, ESCO's and Recruiters **BEWARE!!! We don't want to see anyone else get burned by these companies!!!**