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www.aglights.com

December 2015 Poultry NEWSLETTER

As 2015 comes to the close....everyone at Tabor Group Inc. and our associates at Overdrive Lighting and EPCO want to most sincerely 'Thank You' for your business. Business is so much more than just selling and marketing products. The friendships and relationships made are lasting and we again say many thanks! Merry Christmas, Happy Holidays and Best of the Seasons to you, your families and organization. We look forward to continue to build in 2016.

We would like to summarize what has happened in 2015 and give you a brief snapshot of what we feel 2016 will bring.

2015 was truly the year for the LED products to begin their dominance! Overdrive's 6 and 10 watt dim and non-dim, A19, 2700/3000K and 5000K LED models have yielded floor light levels virtually accepted by all integrators. The 6 and 10 watt dim models are both being used for poultry grow out applications and the 10 watt non-dim used for brooding applications. The 10 watt non-dim, 5000K A19 LED, has proven to be a reliable and solid light replacement for the 23 watt medium base CFL's used for brooding. This 10 watt non-dim actually produces more light than does the 23 watt CFL, uses far less electricity yielding an excellent 'ROI'.

We're beginning to see most swine companies switch from the 1 year warranty 23 watt CFL to the 3 year warranty 10 watt LED. The 10 watt A19 – 5000K non-dim LED is gaining sales and many companies using the glass or plastic diffusers on their utility fixtures are retrofitting from 23 CFL to 10 watt LED's.

Overdrive will be introducing their new EH80 LED fixture series early 2016. These 10 and 14 watt LED enclosures are wet location certified. They offer 100 + lumens per watt and have retrofit hardware which allows the user to retrofit existing utility fixtures. These fixtures will offer the same competitive price levels where Overdrive is known to excel. This EH80 product will soon be listed with pictures on our website (www.aglights.com). Although this LED retrofit was designed for swine lighting (fixture can withstand heavier wash downs) the poultry industry has asked for a wet location fixture. This fixture may have roles in both industries. Other LED fixtures that are being introduced are far more expensive and have less lumens with more watts.

We have invested in new lighting calculation software that enables us to accurately display 3 dimensional layouts and point per point area lighting. Our older software was not capable of these above improvements.

Overdrive's full LED product line will be displayed at the International Poultry Expo – Atlanta, Georgia, Jan. 26 – 28, 2016. Overdrive Lighting will display in Hall A–booth 2148.

Thanks for being good partners.....if you or your associates have ideas how we can improve products, increase sales or make our clients happier...please let us know,

All the Best,
Overdrive Lighting