

Long Life, Environmentally-Responsible Lamps



Ideal for applications where long life is important

The Newest Addition to the ALTO T8
Family of Lamps



Long Life

- -Up to 30,000 hours rated average life
 -60% more life than competitor's 8-foot
 T8 lamps means reduced maintenance
 and disposal costs
- **▶** Environmentally Responsible
 - -Low mercury: TCLP* and California TTLC* compliant
 - -Energy efficient
 - -Long life

Sustainable Lighting Solution

Less mercury and fewer lamps in landfills, combined with energy efficiency reduces the impact on the environment

▶ Look for the Green End-Caps®

Our Green End-Caps mean you are using environmentally-responsible lamps

Outstanding Lumen Maintenance

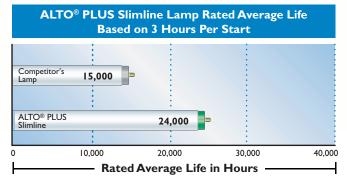
HI-VISION® Phosphor combined with Philips exclusive cathode guard delivers:

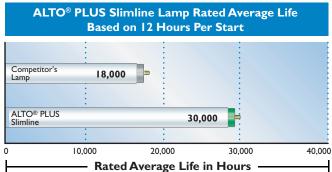
- -90% lumen maintenance
- -Reduced lamp-end blackening

Enhanced CRI

85 CRI for TL80 lamps; 78 CRI for TL70 lamps

* The TCLP is the US EPA's Toxicity Characteristic Leaching Procedure, and the TTLC is California's Total Threshold Limit Concentration test.







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ALTO® PLUS Slimline 8-Foot T8 Fluorescent Lamps

Electrical, Technical and Ordering Data (Subject to change without notice)

| | · | , , | | , | | | | | | |
|------------------------------|-----------------------|---------------------|----------------------------|----------------------------|-------------------------------|---|------------------------------|---------------------------------|-----|----------------------|
| Product Number 046677- | Ordering Code | Package Quantity | Color Temp. (Kelvin) | Nominal Length (In.) | Rated Aver: 3-Hr. Start | age Life (Hrs.) ⁽¹⁾ 12-Hr. Start | Approx. Initial Lumens | Design Lumens ⁽²⁾ | CRI | Lumen Maintenance |
| <a> 38800-9 | F96T8/TL830/PLUS ALTO | 24 | 3000K | 96 | 24,000 | 30,000 | 5900 | 5490 | 85 | 95% |
| © 38801-7 | F96T8/TL835/PLUS ALTO | 24 | 3500K | 96 | 24,000 | 30,000 | 5900 | 5490 | 85 | 95% |
| © 38802-5 | F96T8/TL841/PLUS ALTO | 24 | 4100K | 96 | 24,000 | 30,000 | 5900 | 5490 | 85 | 95% |
| (E) 38803-3 | F96T8/TL850/PLUS ALTO | 24 | 5000K | 96 | 24,000 | 30,000 | 5780 | 5375 | 85 | 95% |
| (E) 38805-8 | F96T8/TL735/PLUS ALTO | 24 | 3500K | 96 | 24,000 | 30,000 | 5700 | 5190 | 78 | 95% |
| (E) 38806-6 | F96T8/TL741/PLUS ALTO | 24 | 4100K | 96 | 24,000 | 30,000 | 5700 | 5190 | 78 | 95% |

¹⁾ Rated average life based on Instant Start systems at 3 hours and 12 hours per start respectively. Rated average life under specified test conditions with lamps turned off and restarted no more frequently than once every 3 operating hours. Lamp life is appreciably longer if lamps are started less frequently. 2) Approximate lumens at 40% of rated average life (6000 hours).

Cost of Ownership Savings

ALTO PLUS Slimline 8-foot T8 Fluorescent Lamps vs. Standard 8-foot T8 Lamps

General Overview

ALTO PLUS Slimline 8-foot T8 fluorescent lamps provide up to 60% longer life than standard 8-foot T8 products. With an incremental cost as little as \$1.00 per lamp, benefits and financial impact can be significant.

By using ALTO PLUS Slimline 8-foot T8 lamps the lamp replacement and labor costs are extended by an extra 2 years on a facility that operates an average of 4,000 hours per year. For example, a standard 8-foot T8 product, with a rated average life expectancy of 15,000 hours, will last nearly 4 years (15,000 hours rated average life/4,000 hours per year = 3 3/4 years). Conversely, ALTO PLUS Slimline 8-foot T8 lamps will operate for 6 years due to their rated average life expectancy of 24,000 hours (24,000 hours rated average life/4,000 hours per year = 6 years).

Financial Impact

With the extended life expectancy of 2 years and the benefits of Philips' exclusive ALTO TCLP-compliant low mercury technology, the positive financial impact of installing ALTO PLUS Slimline 8-foot T8 lamps will provide cost of ownership savings per lamp as follows:

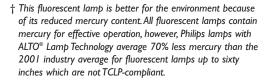
Incremental Cost \$ (1.00) Material Cost Avoidance^A \$ 4.00 Labor Cost Avoidance^B \$ 3.72 Disposal Cost Avoidance^c \$ 0.72 \$ 7.44 **Cost of Ownership Savings**

- A Material Cost Avoidance is the annualized acquisition cost per lamp (average cost per lamp of \$7.50 for standard 8-Foot T8 product / 3 3/4 years = \$2.00 per year). By installing ALTO PLUS Slimline 8-Foot T8 lamps, a material cost per lamp of \$4.00 is avoided due to the extra 2 years of life expectancy. Note that the average cost per lamp may vary.
- **B** Labor Cost Avoidance is the annualized labor replacement cost per lamp (labor replacement cost per lamp of \$7.00 / 3 years = \$1.86 per year). By installing ALTO PLUS Slimline 8-Foot T8 lamps, a labor replacement cost per lamp of \$3.72 is avoided due to the extra 2 years life expectancy. Note that the labor replacement cost per lamp may vary.
- C Disposal Cost Avoidance is based on an average of \$.09 per foot for lamp recycling or \$.72 per 8-foot lamp. Philips Lighting Company encourages the recycling of all fluorescent lamps.

ALTO PLUS Slimline 8-Foot T8 System—Lamp Specification Lamps shall be Philips ALTO PLUS Slimline 8-Foot T8 Lamps having:

- ▶ Color rendering index of ___ (78 or 85)
- ▶ T8 diameter bulb
- ▶ Single pin bases
- K (3000, 3500, 4100, 5000) Color temperature of
- Nominal wattage of 59
- ▶ Powered by electronic ballasts designed for F96T8 lamps











⁽E) Lamp meets US Federal Minimum Efficiency Standards.

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