



ELITE LIGHTING | NATIONAL ACCOUNTS PROGRAM

**One partner for every
fixture, control, and
accessory in your rollout.**



WHAT THIS PROGRAM IS

Light that holds, at every location.

Multi-site brands consolidate their lighting purchases through National Accounts programs at our largest competitors. Elite is the rare manufacturer plus program: we make the eight flagship fixtures ourselves, and we run the program around everything around them. That changes how the relationship works for your team. One spec, one PO, one point of contact across every property in your portfolio.

THE PROGRAM IN NUMBERS

15

Categories covered

90+

CRI standard

5 yr

Limited warranty

50

States, one team



WHERE ELITE WINS

Three reasons procurement standardizes on Elite.

The microsite is built around the questions a procurement buyer asks. The three below are the answers that land first, and the ones that account for most of our wins versus the brokers and the big distributors.

The quality wedge

Elite is 90+ CRI as standard, 98+ optional, with high R9 on every fixture. Most competitors stop at CRI 80. R9, the deep-red value, decides whether skin, food, and merchandise look right.

The whole package

Beyond the eight fixtures we manufacture, the program covers 14 additional categories: emergency, drivers, controls, housings, optics, retrofit, wiring, panels, fans, exterior, specialty, code, parts, support. One PO instead of fourteen.

Manufacturer, not broker

We engineer and assemble the fixtures ourselves. Lead times are set by our factory, not someone else's. Warranty handled directly. You get a say in the roadmap of the products on your spec.

FACTORY OR ARCHITECTURAL DETAIL

A photograph that anchors the manufacturer story (housing detail, optics close-up, factory floor)



WHAT WE COVER

Fifteen categories. One quote.

Most lighting suppliers stop at the fixture. We carry the whole package, from the housing in the ceiling to the driver in the closet to the exit sign over the door.

Fixtures (8 flagship)

LED Track, FC Combo, FCM Mini, FPR Pendant, HH Modular Downlight, A1 micro-downlight, A2 adjustable, ER3 precision recessed.

Emergency & exit

LED exit signs, 90-minute emergency drivers, central inverters, self-test units, wet-location options.

LED drivers

Constant-current, constant-voltage, 0-10V, DALI, dim-to-warm, programmable, Chicago Plenum.

Lighting controls

Occupancy and daylight sensors, dimmers, room controllers, 0-10V, DALI, wireless, Title 24 packages.

Housings & mounting

New construction, remodel cans, plaster frames, mud rings, bar hangers, T-bar clips, junction boxes.

Optics, trims & lenses

Spot to wide beam, wall-wash, linear, snoot, honeycomb, color filters, field-changeable on most platforms.

Lamps & retrofit kits

A19, BR, PAR, MR16, T8 retrofit, downlight retrofit modules, high-bay retrofit, decorative filament.

Wiring accessories

Fixture whips, wire nuts, junction boxes, low-voltage cable, surge protection, cable management.

Panels & breakers

Lighting panelboards, mechanically-held contactors, relay panels, branch breakers, time

clocks, enclosures.

Ceiling fans

Hospitality and commercial fans with integrated light kits, HVLS for large spaces, exterior-rated.

Exterior & site

Wall packs, parking lot poles, canopy, bollards, floods, security, dark-sky-friendly options.

Specialty systems

UV-C disinfection, horticulture, RGBW tunable white, cove and architectural linear, channel-letter power.

Code & compliance

Energy Star, DLC, JA8 Title 24, BABAA, IECC, ASHRAE, Chicago Plenum, NYC Lumen packages.

Maintenance & parts

Replacement modules and drivers, trims, lenses, gaskets, hardware, lamps for legacy, field-service kits.

Program support items

Master fixture schedule, APL, national price list, DLC docs, rebate filings, cross-reference, returns process, store-by-store tracking.



HOW A PROGRAM RUNS

From first survey to five-year warranty.

Six stages, one team. The same people from quote to install to warranty.

01	02	03	04	05	06
Survey	Specify	Quote & lock	Order & ship	Install	Warranty
Walk a prototype, document ceilings, controls, rollout calendar.	Master schedule with part numbers, finishes, CCT, drivers, controls.	National price list, volume tiers, freight rules locked in.	POs, stocking, drop-ship, store-by-store tracking.	Install guides, submittals, DLC docs, rebate filings to the trade.	Five-year coverage, returns process, replacement parts on shelf.

PROGRAM SUPPORT

The back-office work, done.

The documents, filings, and tracking that hold a multi-site program together. We carry it so your team does not have to.

Spec sheets & submittals. Pre-built packages keyed to your master fixture schedule.

Approved product list. A locked APL with substitutions vetted by the same team that wrote the spec.

National price list. One price list, locked across the rollout, with volume tiers and freight rules baked in.

Logistics & freight. Drop-ship, palletize, store-by-store, or warehouse. Terms agreed up front.

Cross-reference list. Crosswalk from your incumbent SKUs to Elite equivalents.

DLC & rebate filings. Documentation by SKU, plus filing support for utility rebates.

Warranty & returns. Five-year coverage with a documented returns and replacement path.

Store-by-store tracking. Live shipment, install, and punch-list status by location.



IN THE FIELD

Three programs, in numbers.

Snapshots from rollouts that are live or recently closed. Brand names withheld where confidentiality applies; metrics are real. The three on the following pages are representative of how an Elite National Accounts program runs at scale.

HERO PROJECT PHOTOGRAPHY

A flagship rollout image, full-width. Hospitality lobby, retail flagship, or supermarket interior



PROJECT PHOTOGRAPHY

Hospitality flagship lobby or corridor

HOSPITALITY | NATIONAL ROLLOUT

Boutique hotel group, 240 properties.

Guest rooms, corridors, and back-of-house standardized on a single spec.

240

Locations

18 mo

Rollout

28%

Energy cut

\$1.4M

Rebates

A national boutique group standardized on FCM Mini for corridors and FPR Pendant for lobbies. Locked national pricing, drop-ship to property managers, DLC documentation filed per state. The same fixtures and CCT in property number one and property number 240.



PROJECT PHOTOGRAPHY

Grocery produce or fresh-department lighting

SUPERMARKETS | FRESH DEPARTMENTS

Regional grocery chain, 86 stores.

Produce, meat, and bakery zones re-lit on the high-R9 program.

86

Stores

6 mo

Spec to last store

98

CRI achieved

12%

Shrink reduction

An East Coast grocery chain had a CRI problem in the fresh departments. ER3 and HH downlights with 98 CRI and a high-R9 spec replaced their incumbent low-CRI fixtures. Produce visibly improved. Department managers reported a meaningful drop in shrink within the first quarter.



PROJECT PHOTOGRAPHY

Commercial office lobby or corridor

COMMERCIAL | MULTI-TENANT PORTFOLIO

Office portfolio, 38 buildings, 12M sq ft.

Corridors, common areas, and parking integrated with existing BMS controls.

38

Buildings

3 yr

Locked price

35%

Wattage saved

100%

Title 24

A commercial real estate operator unified their corridor and common-area lighting across a 12M sq ft portfolio. HH downlights and A2 adjustables integrated with each property's existing building management system. National price locked for three years; tenant fit-outs draw from the same approved product list.



MADE IN THE USA

Engineered, assembled, and shipped from American factories.

Every Elite fixture starts here. From the aluminum housing to the LED optics to the driver tuning, we design and assemble the eight flagship fixtures domestically. BABAA-compliant options across the line, ready for federally-funded projects with domestic-content rules.



Engineered in USA • Assembled in USA • BABAA compliant • Buy America ready • Federal-project eligible



SUSTAINABILITY

Built to last. Light that uses less.

The most sustainable fixture is the one you do not have to replace. Elite engineers fixtures for long service life, low embodied energy, and a recovery path at end of life. Sustainability shows up in our SKUs as standard, not as a checkbox.

ENVIRONMENTAL OR MATERIALS PHOTOGRAPHY

Recyclable aluminum housing, daylight in a finished space, or factory sustainability detail

50,000-hour lifespans

LED modules engineered for L70 at 50,000 hours. Three replacement cycles avoided versus legacy lamps.

Recyclable aluminum

Housings and trims cast from recyclable aluminum, with end-of-life take-back where local rules require it.

30 to 60% energy reduction

Typical rollouts cut connected load by a third to a half versus fluorescent or halogen systems.

ESG documentation

Spec sheets carry the data corporate sustainability teams need for reporting.



THE TEAM BEHIND YOUR PROGRAM

People you can call, not portals you log into.

One point of contact does not mean one person. It means a small, named team that owns your spec, your shipments, and your warranty from the first quote forward.

HEADSHOT	HEADSHOT	HEADSHOT
Nicole Smith DIRECTOR OF NATIONAL ACCOUNTS Sets the program direction and the master spec. Escalation contact when something needs to move. www.iuseelite.com	Hamid Rashidi NATIONAL SALES MANAGER Daily contact for your program, master spec, order book, and rollout calendar. h@iuseelite.com	Blanca Oseguera DIRECTOR OF NATIONAL DISTRIBUTION Owns freight, drop-ship, store-by-store delivery, and stocking across the rollout. blanca@iuseelite.com



START YOUR PROGRAM

Let us standardize your lighting across every location.

Email nationalaccounts@iuseelite.com

Web iuseelite.com/national-accounts

Phone **Direct line on request**

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