

## Factors to Consider when Evaluating Fluorescent High Bay Lighting

Nearly ten years ago when fluorescent high bay lighting came on the market, the challenge was to prove that they were a viable alternative to HID light sources such as metal halide and high pressure sodium.

Since then fluorescent high bays have proven themselves as alternatives and replacements for HID...at half the operating cost. Riding the wave of this new technology, lighting manufacturers have flooded the market, but some fixtures are better than others...and some organizations are more technologically experienced than others. We suggest that you look for the following when evaluating fluorescent high bay lighting:

### Fixtures

1. Are they UL rated?
2. Has photometric performance been certified by an unbiased and accredited independent testing authority?
3. Was the testing done at real-world operating temperatures under real world conditions?
4. Is total luminaire efficiency greater than 90%?
5. Are these fixtures patented? If not, do they violate any patents?
6. Are the fixtures designed from the ground up, specifically as free-hanging fluorescent high bays, or are they based on modifications of existing fixtures, such as a 2x4 troffer, office-style surface mount, or other light-duty fixtures? How to tell: measure the width and see how it compares to off-the-shelf fixtures on the market.
7. What reflector material is used?
8. Does the design incorporate flow-through heat venting to maximize lumen output and avoid premature ballast failure?
9. Are the end caps and lampholder brackets riveted to the housing for strength and rigidity?
10. Are lens and wire-guard options available?
11. Is a dust-proof option available?
12. Is up lighting available? Slotted? Separate lamp/ballast in a reflective cavity?
13. What is the product warranty and how substantial is the company standing behind it?

### Organization

1. How long has the organization been designing and manufacturing fluorescent high bay fixtures?
2. How many fluorescent high bay fixtures have they sold?
3. How many high bay fixture models do they offer?
4. What is their production capacity and delivery time?
5. Has the organization always specialized in energy-efficient fixtures using specular reflectors, or is reflective lighting technology new to them?
6. How many years have they been in business?
7. Does this organization design its own fixtures or does it copy the fixture designs of others?

### Field Representation

1. Is the manufacturer represented by a lighting designer or a sales agent?
2. How many energy-efficient fluorescent lighting layouts have been designed by the representative and/or company?
3. How much experience does the organization have in terms of direct lighting installation and supervision?
4. Has the organization obtained any patents for energy-efficient lighting design?
5. Is the organization an active member of respected, professional lighting organizations or societies?

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