

# STERLING INNOVATIONS LLC

Based on over 40 years of experience in the lighting and manufacturing industries, we offer a wide range of periodic, temporary, and long-term services for lighting related companies, including the following:



**"Point X Point" Photometry/Site Lighting Design** – Taking site lighting designs to the next level- **helping you to get the order** (for individual projects, scheduled times/days per week, or as **your ongoing remote Applications Department**). Our designs will comply with all project goals and requirements, including: minimum footcandle level, uniformity ratio, average footcandles, and more. We can simply show you the illumination results, based on predefined factors or we can determine the very best attributes to solve all of the variables, including configurations, placement, fixture tilt, wattage, distribution patterns, mounting heights, and more. Our designs will achieve all project objectives with optimum results. Our site lighting designs/photometric reports will not only conform to requirements, they will also help your products to outshine your competition.



**Isocurves** – One of the most effective ways to depict a light fixture's illumination distribution and intensity, isocurves are great for a quick "footprint" summation for a light fixture's output as well as "apples to apples" light fixture performance comparisons, with each of the included fixtures to be compared based on the same parameters. We can depict comparative illumination results between differing light fixture: brands, optics, fixture wattages, configurations, mounting heights, fixture tilts, and more. Isocurves are also an important element to include on all lighting fixture catalog sheets!



**3D Virtual Illumination Site Renderings** – Rendered photos to show your clients what their site interior or exterior areas will look like when illuminated by your lighting products, before they are ever installed.



**3D Models & CAD Drawings** – A virtual 3D model can be used for purposes such as a: catalog, website, or submittal ("cuts") all before a real prototype is ever built. A virtual 3D model can also be used as the basis for manufacturing a real part/product. Feel free to request a sample of our past 3D modeling and drawing work.



**Which light fixture model is the optimum choice for each specific project?** – Every individual light fixture produces its own unique light distribution pattern and intensity. When multiple light fixtures are illuminating a single area, their illumination patterns are analogous to individual puzzle pieces that should all be precisely fit together so as to uniformly illuminate the entire area. For that reason, we determine all of the optimum variables: light fixture models, optics, wattages, mounting heights, and more, which best complement the shape, use and illumination goals for each area. All illumination goals are carefully factored into the equation. Our highly efficient designs directly impact and reduce the initial and ongoing costs of: lighting equipment, installation, underground wiring, electricity usage and light fixture maintenance; typically reducing project costs far beyond the cost of our services, translating to easier-closed, higher profit sales, due to more competitive bottom-lines!



**IES File Rebranding & Repairing** – IES files that were created using a virtual 3D modeling application (as opposed to being created by a certified lighting test lab) often do not quite conform to IES file format standards, resulting in an incompatibility with some photometric application software. Also, many lighting manufacturers that are located outside of the U.S., provide incompatible IES files. Quite often, those same incompatible IES files also internally contain the original manufacturer's name, catalog number and other potentially confidential information- which can become visible to users of the IES file. We repair those IES files, making them conform to IES standards for full compatibility and additionally, we "rebrand" them internally, replacing your vendor's name and product details with your company information, your catalog numbers, your product specifications, and your branding information.



**Product Analysis for Improvement** – We carefully evaluate your product's: construction, design, features and performance, documenting all of the attributes which can benefit from improvement and refinement, accompanied with specific written recommendations.



**Product Design & Performance Comparisons** – An evaluation of your competitor's product along with your product, to compare the strengths and weaknesses of each, which can be a great advantage for both your Sales and Product Design teams. Imagine your Sales people having a list of all the specific aspects that make your product superior to your competitor's product- to aid them in their sales efforts.



**Lighting Fixture Design & Refinement** – Utilizing 2D & 3D design software tools, designing new or refining your existing parts and products, via "virtual" 3-D part models that can be fitted into "virtual" assemblies, designing & verifying fit, function & aesthetics, before any real parts are ever actually built or upgraded.



**Sheet Metal Flat Patterns & Templates** – Creating virtual 3D models of sheet metal parts/products, factoring in the material stretch that is caused by forming ("bend deductions") creating highly accurate flat-patterns that can be used as templates in order to cut your parts/products out from sheets of metal, resulting in very precisely formed completed parts.



**Fabrication Shop** – Let us connect you with the perfect USA metal shop to build parts or finished assemblies for you. Ranging from CNC punching or laser-cutting your parts, all the way to final assembly and packaging of your ready-to-ship products; all or any desired portion.



**Helping You Upgrade To Efficient CNC Turret Press & CNC Laser Manufacturing Methods** – If you're manufacturing sheet-metal based products without the use of at least one of these machines, we can facilitate their acquisition, helping you to obtain and implement them, so that you can enjoy the resulting great improvement to your: per unit cost, product quality, consistency, and production speed.



**CNC Programming For Turret Presses & Laser Based Manufacturing** – Already have a CNC Turret Press or CNC Laser? Let us program it to produce ready-to-fold-up parts and full fixture assemblies for you, anticipating the effects of material stretch (bend deduction), bend radius selection and sheet layout (nesting) for greatest material efficiency; based on our virtual 3D part designs or by our reverse-engineering from existing sample parts.




**Rep, Distributor & Client Support** – We can act as your satellite Customer Support Department, providing technical support for your reps and/or clients. We are able to assist in several ways, such as: recommending your most suitable product for each specific project application, providing "point X point" photometric layout designs, technical assistance, troubleshooting and more.




**Custom Metal: Accessories, Parts, Brackets, Slipfitters, Base Covers, Housings and Enclosures** – Built to your specifications or based on our designs. Ranging from simple slipfitters to CNC laser cut, precision sheet metal parts, we can provide them all! For mounting custom lighting fixtures or most any other mounting need. Just tell us about the fixture attachment configuration and we will design and/or provide the best slipfitters to do the job.



**Product "Cuts", Drawings & Documents** – We are well experienced at creating all sorts of technical documents such as: "spec sheets", catalog pages, installation sheets, assembly instructions, photometric analysis based product performance comparisons, and more.

 **Technical & Marketing Videos** – We now offer custom made videos, which can quickly visually convey your physical items, concepts and procedures, including topics such as: your product assembly instructions, installation procedures/techniques, sales promotions (for conveying the features & unique qualities of your product or service) and most anything else imaginable! We can base videos on sample parts, products, photographs, your raw recordings, our virtual 3D models and more!

 **Step-By-Step, Instructional Training & Informational Presentations** – We now offer step-by-step customized training and informational presentations, designed to simplify teaching and/or imparting information of almost any of your concepts, techniques or procedures, incrementally, at a user-controlled speed, one step at a time. Making them as easy as possible to follow and assimilate! Our step-by-step training presentations can incorporate: videos, photos, virtual 3D models, drawings & more!

 **Flexibility** – Try our services for a single project (with no further commitment) or for reserved hours per week, month, or year. The hourly cost diminishes as the reserved hour quantity increases.

The synergy created by over 40 years of experience in most every facet of the Lighting Industry (plus sheet metal part/assembly design & manufacturing for aerospace), makes our services unsurpassed!

**Sterling Innovations LLC** invites you to view our website at [www.SterlingInnovations.Net](http://www.SterlingInnovations.Net) for examples and additional details.

Feel free to pass this message on to the right person to and print-out and keep this document handy for your future needs.

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