

# INTRO

VONN is a manufacturer and distributor of unique, technologically sophisticated LED light fixtures, distinguishing us from our competitors by turning conventional light fixtures into extraordinary showpieces.

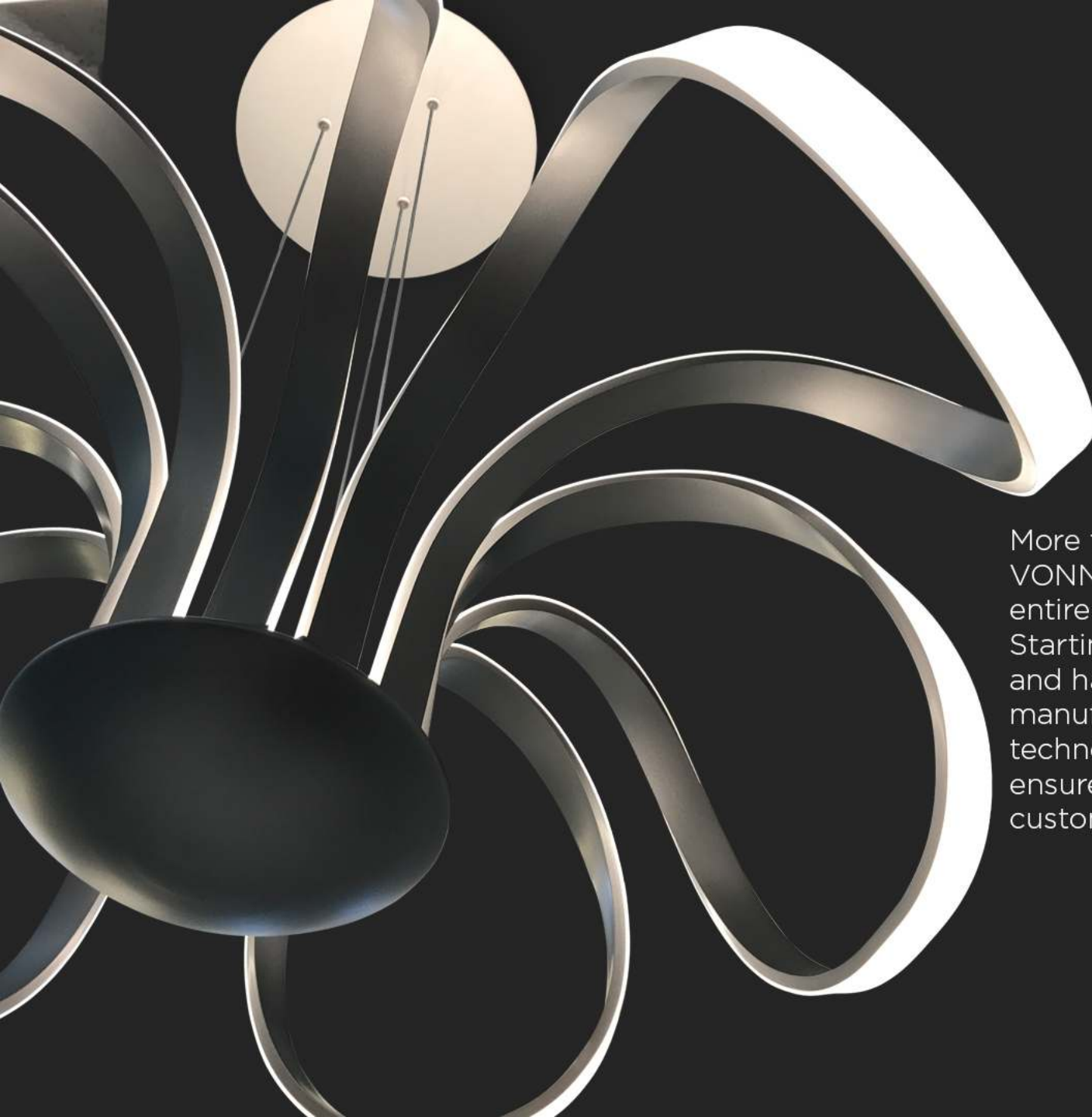
VONN Lighting Headquarters is now located in a brand new, state-of-the-art One Canal Park <http://www.canalparkoffice.com/location.php>, in sunny North Miami Beach, Florida. Bringing Sales, Design, Creative as well as Product Development Teams in house, allows us to present you with a wide range of residential and commercial LED lighting products. Our commitment to form, technology, and precision defines our brand; we love what we do and we deeply value our leadership position within lighting industry.

Designing and Engineering in US while manufacturing in the Asia provides us with a unique competitive advantage with regards to quality as well as pricing.

As a distinguished watchmaker will say, "Behind accuracy, lies precision". We very much follow the same principle. Emphasis on design and function absolutely cannot stand short of quality. At VONN, we see the prestige beholden to precision and we've aligned our Brand to it.

The lighting industry is nested in long-standing traditions and demands strict adherence to technical practices. Many modern lighting innovations were birthed from the creativity and ingenuity of our predecessors and we owe a great deal of our success to their pioneering spirit.

Our key objective is to continue to successfully bridging the gap from industrial -age production onto global, digital - age manufacturing. This enables us to offer upper-echelon LED products, but in a more economically agreeable price level than was previously possible. Spanning Three Continents, we coordinate calculated resource procedures to obtain the finest materials, manufacturing processes and technical support. Perpetuating perfection mandates constant reinvestment in trend research, product development, finer components and cutting edge manufacturing facilities.



# ARTISTRY

More than striking appearance of our products, VONN applies a rigorous creative approach to our entire business process.

Starting with our elite group of Euro-centric designer and hand-picked components, to our state-of-the-art manufacturing facilities and order management technologies, we operate a highly efficient system to ensure maximum value and satisfaction for our customers.



## VONN'S RAPID BRAND RECOGNITION IS A RESULT OF:

- Tasteful designs upon extensive market research and analytics
- Quality of the components and value engineering
- Utilizing proprietary business intelligence software tools to guide product placement and inventory Build-up
- State -of-the-art ERP / CRM Operated systems, powered by SAP
- 3PL order fulfillment centers leveraged by Premiere eCommerce & retail "brick-and -mortar" distribution partners
- High quality content and website
- Strong and disciplined management team

# VALUE ENGINEERING PRICING AFFECT

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## **LIGHTING INDUSTRY LED INNOVATIONS**

Few will argue with benefits of LED, but few also recognize just how widely LED is being accepted and adopted. Global new construction has nearly completed the transition with the trickle down into retrofit well on its way. By year 2020, the global adoption rate is expected to reach or exceed 60% a tipping point which effectively eliminates the relevance of other lighting sources. However, the US rules and regulations already taking effect in 2017, will further stricken in 2018, enforcing the integration of LED in all residential and commercial construction forward.

Lighting Brands have certainly taken notice and many are scrambling to produce whatever LED they can. However, while they attempt to replicate what VONN has already done, we will remain out in front, continuing to lead the industry with product and technology introductions, far beyond competitors' reach.

# COUNTERTHINK

INTRODUCING THE AMAZING LIGHT BULB!  
INVENTED IN THE 19<sup>TH</sup> CENTURY! AND STILL THE SAME TODAY!

GENERATES EXTREME HEAT  
THAT MUST BE COMPENSATED  
AT GREAT EXPENSE.

GLASS GLOBE BREAKS  
INTO TINY, RAZOR-SHARP  
SLIVERS.

CREATES MILLIONS OF  
TONS OF LANDFILL  
EACH YEAR.

POSES AN ELECTRICAL  
FIRE HAZARD IN  
HOME WIRING.

PRODUCES ENORMOUS  
CO<sub>2</sub> EMISSIONS FROM  
COAL-FIRED POWER PLANTS.

BURNS OUT EVERY  
1,000 HOURS.

WASTES 95% OF THE  
ELECTRICITY IT CONSUMES.



CONCEPT- MIKE ADAMS

ART- DAN BERGER

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[WWW.NATURALNEWS.COM](http://WWW.NATURALNEWS.COM)

THERE IS A BETTER TECHNOLOGY: [WWW.ECOLEDS.COM](http://WWW.ECOLEDS.COM)

# The Evolution of Light



## WHY CHANGE

	Incandescent Bulb	Compact Fluorescent Light bulbs (CFLs)	LED
How it works	The bulb glows and produces heat when electricity passes through the tungsten filament present inside the bulb.	running electricity through gas inside the coils, exciting that gas, and producing light. There is a coating on the spirals, which makes this light white	produce light when voltage is applied to negatively charged semiconductors, causing electrons to combine and create a unit of light (photon)
Life Span (Hrs)	1000	6000	50000
CRI	100	50-80	80-98
Watt	40	9	6
Lumens	400	320	350
Kilowatts of Electricity Used*	2190 KWh per year	531 KWh per year	<b>228 KWh per year</b>
Heat Emitted	56.6 BTUs per hour	20.3 BTUs per hour	<b>2.3 BTUs per hour</b>

It is also a common misconception that the brightness of a light bulb is measured in Watts. Watts actually measure energy usage, while **Lumens measure brightness**.



# BENEFITS OF LED

## **Benefit #1: Long Lifetime**

- LED bulbs have an operational lifetime expectation of up to 50,000 hrs

## **Benefit #2: Efficiency**

- LEDs use less power, with an estimated energy efficiency of 80%-90% when compared to traditional lighting and conventional light bulbs..

## **Benefit #3: Eco-Friendly**

- LED lights contain no toxic materials and are 100% recyclable; LED light bulb can save material and production of 25 incandescent light bulbs.

## **Benefit #4: Durability**

- Because LEDs are not made of glass and are hollow inside, they are much more durable and able to withstand harsh conditions.

## **Benefit #5: No Heat**

- Unlike incandescent and fluorescent bulbs, LEDs are easy to the touch

## **Benefit #6: No Emissions**

- LED illumination produces little infrared light and close to no UV emissions.

## BENEFITS OF LED - CONTINUED

### **Benefit #7: “Dimmability”**

- LEDs can be dimmed, resulting in a dynamic control of light, color, flexibility, and distribution.

### **Benefit #8: Instant Lighting**

- LEDs provide instant light and illumination; they brighten up when powered on,

### **Benefit #9: Low-Voltage**

- A low-voltage power supply is sufficient for LED illumination, making it easy to use LED lighting in outdoor settings by connecting an external solar-energy source. This is a major advantage to using LED technology in remote or rural areas.

### **Benefit #10: Long-Term Cost**

- LEDs can last up to a whopping 50,000 hours. Fewer replacements mean substantial savings.

### **Benefit #11: Noise**

- LEDs do not have this problem and operate silently with no annoying flickering noises.

### **Benefit #12: Color**

- LEDs instead provide a range of different colors for different purposes and needs, adaptable for almost any environment or lighting situation.

### **Benefit #12: Health**

- LEDs don't flicker. Migraine sufferers and epileptics may find that the use of LED tubes leads to a more comfortable experience.

# COMPATIBILITY

## Compatibility: Hums, flickering and other dimming problems

With incandescent bulbs, dimming is simple, since the brightness of a the bulb is directly related to the voltage applied. Adjust the voltage applied by raising or lowering the dimmer and the brightness of the bulb will change accordingly.

The same isn't always true with LEDs, however. If you use an LED bulb with an incandescent dimmer switch, you may find that the bulb:

- Doesn't turn on at all.
- Only works at 100 percent brightness.
- Turns on but hums or buzzes loudly.
- Flickers at specific or all dimmer levels.

There is also a chance the LED works fine but shuts off or "drops out" below a certain brightness level. This happens when the applied voltage (or the average of the applied voltage) drops below the minimum voltage required to power the LED.

The sheer number of scenarios is due to LED bulbs having much more complex circuitry inside, referred to as the driver. This driver determines how the LED will react to different types of dimmers: incandescent phase control, leading-edge, trailing-edge, three-wire Lutron, or 0 to 10V dimmers. And just because one LED dims just fine with one type of dimmer, that doesn't ensure it will work with others.

### VONN LIGHTING WORKS THE FOLLOWING

ELV DIMMERS FROM ALL MANUFACTURERS:

WIRELESS / BT

- LUTRON
- CASETA ELV DIMMERS
- VIVE SYSTEM: MAESTRO WIRELESS DIMMERS
- LEVITON DDE06-BLZ

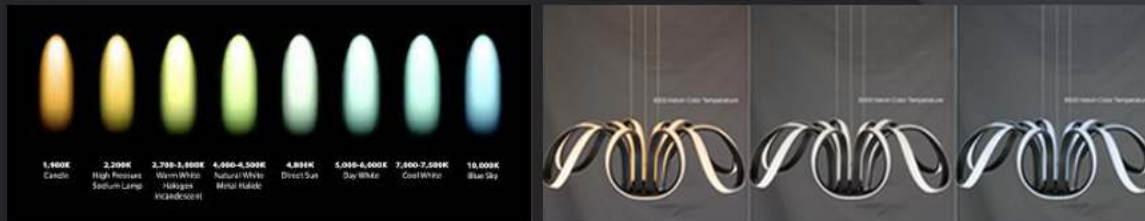


## TUNABLE WHITE LED

Tunable-White lighting is the newest and most exciting trends in residential as well as commercial lighting. While LEDs are now widely recognized as emerging light sources for general illumination, it appears that LED can also enable a broad range of life-science-centric applications. Recent studies have shown that LED lighting technology can enhance our health, serve in rehabilitative therapy, and enable diagnosis of critical life-threatening conditions.

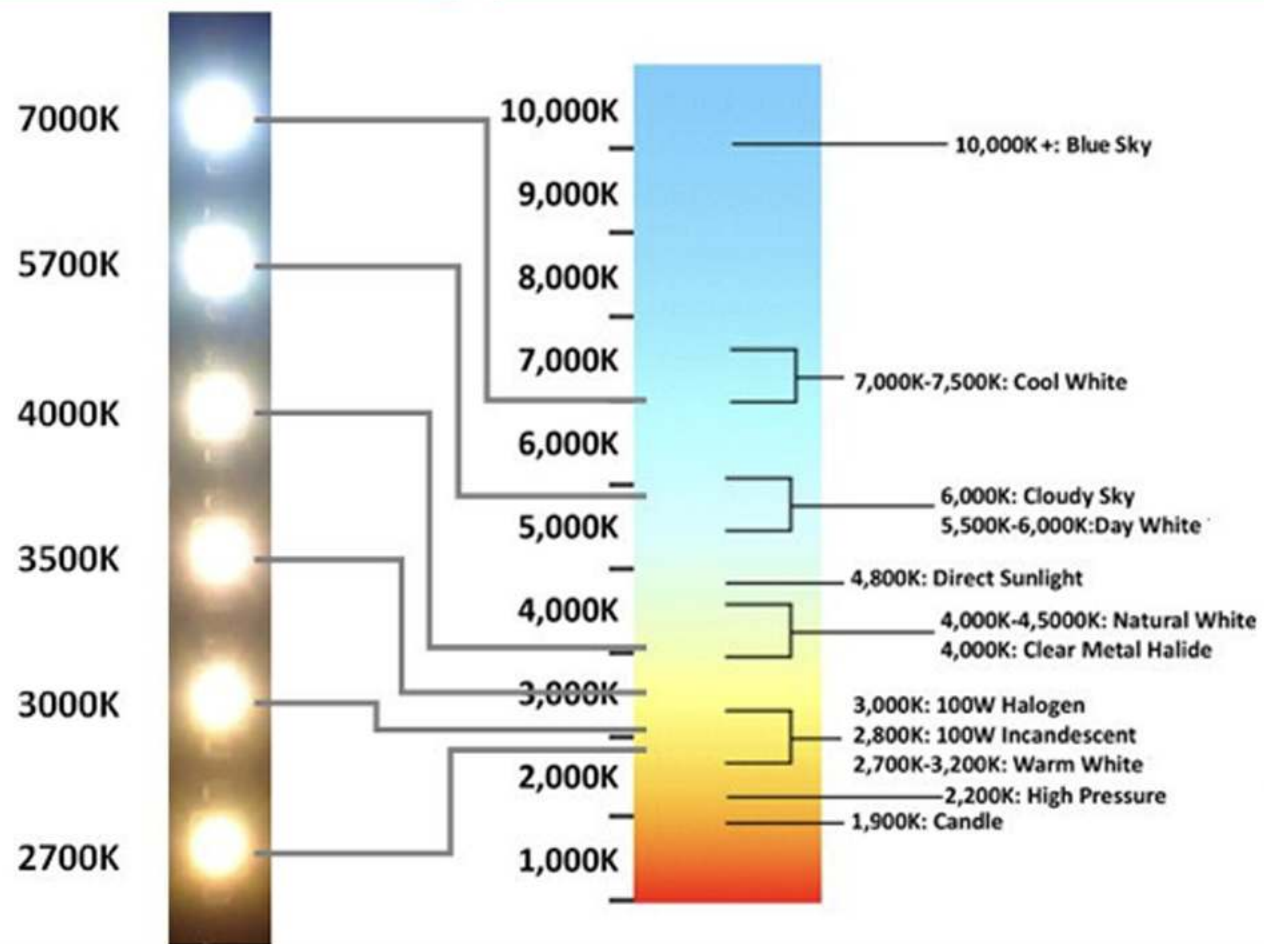
### Tunable White

Standard LED color-mixing uses red, green and blue channels that are adjusted to deliver the entire range of the color spectrum. Tunable-White works in the similar way, using of a number of controllable channels to adjust the color temperature, known as Kelvin Temperature of the luminaire's white light output. The channels in a Tunable-White system all produce white light, but with varying color temperatures, from a warm tone to a cool tone (Warm 1000K - Cold 10,000K)



### Basic LED Reference Example

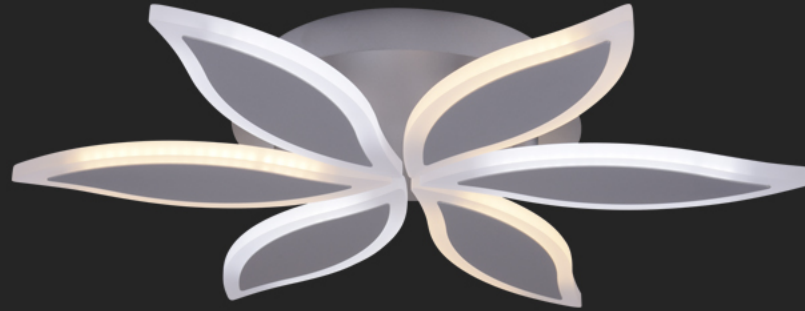
### Kelvin Color Temperature Scale Chart



## TUNABLE WHITE LED - CONTINUED

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Inevitably, there are levels of sophistication involved in tunable-white systems and it's vital that the specifier as well as the end consumer understand the technology so that delivered products will meet their expectations.



### **Multi-chip versions do the mixing at chip level**

More products are using multi-chips LED engines, where tiny LED chips are combined into the same module. This means that the color mixing occurs as the light leaves the module. Their very small size means that Tunable-White products can be made much smaller, so we're starting to see downlights using the technology as well as linear systems. Chip on Board, referred to as COBs, are also used widely, as technology continues to advance. While COBs are yet to produce significant lumens output, they are now commonly used for smaller fixtures, as the absence of the driver helps to preserve the aesthetic look.

# RESIDENTIAL / COMMERCIAL / HOSPITALITY

VONN offers exceptional LED lighting creations, representing a fusion between innovative solutions and aesthetic vision. We are proud to present you with a wide range of Residential, Commercial and Hospitality LED lighting products. Such diversification is a major contributor to VONN's exponential growth, with Technological advancements playing the lead role.

Our commitment to form, technology, and precision defines our brand; we love what we do and we deeply value our leadership position within lighting industry.



**WiFi & RF Connected**  
The future of lighting is upon us with the Vision series by VONN Lighting.

With the included remote, or optional iPhone / Android app, you can now manipulate all aspects of your interior lighting:

- ✓ White Tuning (Kelvin Temp)
- ✓ Dimming and Night Light
- ✓ Independent Zone Control
- ✓ Easy All On, All Off

**Remote Control**  
(Included with fixture purchase)

**iOS or Android App**  
(Requires VWRP1000 Wifi H.Led)

**TUNABLE WHITE LED FIXTURE**

3000K      6500K

**SOFT WHITE**      **DAYLIGHT**

- VONN System Integration / Technology:
- Tunable White - range 2800 - 6000 Kelvin Temperature Control
  - Custom 120v - 277v, 0-10 dimming
  - Crescent, Legrand, Control4, Amazon Alexa Control System Integrations
  - Wi-Fi, Smart / Remote Control Operations / Dimming

VONN's projects include but not limited to major Hotel chains, Hospitals, Universities, City Public and Private Schools, Law Firms, Banks, Airport Lounges, Restaurants and Bars, Night Clubs, Casinos, Residential and Commercial Developments and more.....

## PACKAGING



### **Vonn uses a 7 layer cardboard box vs a 5 layer cardboard box**

- Which makes the boxes more rigid making the package less susceptible to damage.
- We use white packaging for visibility and effect distinguishing Vonn from other brands.
- Each box is uniquely designed for each fixture, we use PE polyethylene foam vs polystyrene offering better protection for the fixture.

## CONCLUSION

LED lights are being used in an increasing range of situations. It's clear that they offer some advantages when compared to the more traditional alternatives that are available. Overall, LED lighting is more efficient than other lighting varieties and should lead to reduced costs. LED lights have a longer life expectancy than alternatives, with more of the energy being used to provide light, rather than heat. There are also advantages in terms of lower maintenance costs, increased durability, the compact sizes that are available and health benefits that stem from the lack of flickering.