

The Philips logo is displayed in a white rounded rectangle with a blue gradient at the bottom. The background of the entire page is a photograph of a modern bedroom with a bed, a chair, and a lamp.

Next Level

2015 U.S. Philips Lighting Application Center Course Description

Top Gun Outdoor Luminaires at San Marcos, TX

This two-day Top Gun Outdoor Luminaires workshop takes an up-close and hands-on approach to Philips outdoor luminaires with the focus on key LED products for typical applications in new or existing facilities. The workshop is held at the Philips outdoor facility in San Marcos, TX, with design, laboratory, manufacturing and demonstration facilities.

Participants take a more in-depth look at product technologies, manufacturing processes, and competitive differentiation.

Workshop Content

- Understanding the night environment: providing the light and embracing the dark
- Optics, system performance and energy effectiveness
- Advanced site and area luminaires
- Integrating controls into outdoor lighting and addressing ASHRAE 90.1-2010
- Key specification and selling points

Learning Objectives

At the completion of this Top Gun workshop, participants should be able to:

- Select appropriate luminaires and controls for basic applications
- Differentiate Philips luminaires from “run of the mill” types
- Describe how LED luminaires are designed and tested for thermal and photometric performance
- Explain the key manufacturing steps that assure product quality

Logistics

The workshop begins at 8:15 AM on Day 1, participants should arrive the night before (San Antonio and Austin are equal distance). The workshop ends at 12:30 PM on Day 2; participants who are flying home should arrange flights that depart appropriately. Lunch and refreshments are provided. There is dinner the evening of Day 1. Other logistical details are available upon invitation.

12
Contact
Hours

Who Should Attend

The Top Gun Outdoor Luminaires workshop is intended for lighting sales professionals and key customers with at least three years of experience who want to increase their technical understanding. The workshop assumes intermediate lighting background, and participation is by invitation from the local Philips sales team.

US Workshop Fee: \$525 USD — [Register Now](#)

Location: San Marcos, TX

Scheduled dates

(please refer to www.philips.com/lightingapplicationcenter for final confirmed course dates):

October 15-16

Please email Yolanda Adornato at yolanda.adornato@philips.com with any questions.

