



# **Lighting Facts<sup>®</sup>**

## **Partner Participation Manual**

**Version 1.0**  
**May 10, 2010**

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## **I. Purpose**

The Lighting Facts Partner Participation Manual is designed to answer partner questions regarding participation in the program. The manual addresses the process for becoming a partner, appropriate use of the various Lighting Facts labels, and policies unique to each of the three partner types (manufacturers, retailers and distributors, and lighting pros). The content in the manual is subject to change at any time, should the program need to adjust policies and procedures. Partners will be notified of any such changes when they occur. Any such changes will supersede the content in this manual until an updated version is released.

## **II. General Program Policies**

### **A. Mission**

The U.S. Department of Energy (DOE) created the Lighting Facts program to assure decision makers that the performance of LED-based lighting products is represented accurately as products reach the market. Sensitive to the setbacks that plagued consumer adoption of other new technologies, DOE developed the Lighting Facts program to manage user expectations and prevent the exaggerated performance claims that are often prevalent with new technologies.

Central to the program is the Lighting Facts label, which signifies that a product has been tested according to industry specifications and that those results are accurately presented. With the label on product literature and a list of verified products on the program web site ([www.lightingfacts.com](http://www.lightingfacts.com)), decision makers no longer need to examine test reports for a given product's performance in five key areas: lumen output, wattage, efficiency, correlated color temperature (CCT), and color rendering index (CRI).

### **B. Partnering with Lighting Facts**

Becoming a Lighting Facts partner requires a commitment to supporting quality improvement of LED-based lighting products, as well as using the Lighting Facts labels and logos according to the program guidelines. Each partner must pledge to honor this commitment and uphold program goals specific to each partner type.

#### **1. Using the Label**

The Lighting Facts label is a registered trademark developed by DOE. Only Lighting Facts labels that are provided by and in accordance with the Lighting Facts program and Lighting Facts product registration process are allowed. Any manufacturer or agent who reproduces, alters, or recreates the Lighting Facts label outside of the program requirements will be subject to penalties of trademark infringement and may be denied the right to participate in the Lighting Facts program.

A Lighting Facts label, unique for each product registered through the Lighting Facts product registration process, will be available for download. This is the **ONLY** version of the Lighting

Facts label that can be used with a product. The label must be shown exactly as it appears with the product listing, and must not be re-created. No alterations of the design or content of the label are permitted after it has been downloaded, with the exception of label updates issued by the program (e.g., security and formatting updates). Using a label in association with any product other than the product for which that label is registered is strictly prohibited.

## **2. Using the Lighting Facts Partner Mark**

The Lighting Facts partner mark is available for retailer, distributor, and lighting pro partners to communicate their commitment to the program. The partner mark is also available to manufacturer partners who have registered at least one product with the Lighting Facts program.

The partner mark may be used by all partner types in marketing materials. Manufacturer partners may use it in place of the Lighting Facts label (see section III.G.1. for details) where space restrictions prevent the use of the label.

The use of the partner mark by manufacturers who have not had any products approved, or in a way that implies that an unapproved product is approved, is strictly prohibited. Failure to comply with these guidelines could subject a company to penalties of trademark infringement and the company may be denied the right to participate in the Lighting Facts program.

## **3. Manufacturers**

In addition to the partner mark and label use requirements mentioned above, manufacturers who wish to participate in the Lighting Facts program pledge to do the following:

- Commission testing of their products at an approved lab (see Section III.D.2. for details) according to *IESNA LM-79, Approved Method for the Electrical and Photometric Testing of Solid-State Lighting Devices* and *ANSI C78-377-2008, Specification for the Chromaticity of Solid-State Lighting Products* in the following categories:
  - Light output
  - Luminaire efficacy
  - Input power
  - Correlated color temperature
  - Color rendering index
- Use the Lighting Facts label on product specification sheets, literature and/or packaging to provide clear and consistent labeling of five key areas of performance.

## **4. Retailers and Distributors**

In addition to the logo and label use requirements mentioned above, retailers and distributors who wish to participate in the Lighting Facts program pledge to do the following:

- Use the Lighting Facts label to assist in evaluating LED product quality.
- Use and promote products listed with the Lighting Facts program.

## **5. Lighting Pros**

In addition to the logo and label use requirements mentioned above, lighting pros who wish to participate in the Lighting Facts program pledge to do the following:

- Use the Lighting Facts label to assist in evaluating LED product quality.
- Use and promote products approved by the Lighting Facts program.

## C. Protecting the Label

The Lighting Facts label only adds value to the market if product specifiers can trust the label. To build and maintain this trust, restricting the label's use to products that have been independently verified is essential. The Lighting Facts program has the following mechanisms in place to ensure that the label is being used responsibly.

### 1. Quality Assurance Testing

Ensuring that products with the Lighting Facts label perform as stated is crucial to building confidence in the program. To protect against wide variations in performance, the program will regularly test products with the Lighting Facts label and compare the results against the claims that the label displays. Details regarding this quality assurance effort are being finalized and will be released soon.

## III. Manufacturers

### A. Definition of "Manufacturer"

The Lighting Facts program distinguishes two categories of "manufacturer" as follows:

1. Original Equipment Manufacturers (OEMs)  
Each OEM wishing to obtain Lighting Facts labels must sign up as a Lighting Facts partner and complete the product submittal process.
2. Private labelers of products who wish to obtain Lighting Facts labels with their own model number and branding designations (distinct from the OEM information)  
Any such private labeler must sign up as a Lighting Facts Partner and complete the product submittal process, as an OEM would, even if the products in question are already listed under the OEM information. Private labelers may use the test reports from the OEM product, as long as they are accompanied by a certification statement explaining that the product is being private labeled and clarifying any mismatching model numbers. Private labelers may also create additional user accounts under their web profiles, if they wish, for representatives of the OEM to enter information and submit products.

*Private labelers (e.g., retailers) who are selling products with the OEM information unchanged do not need to go through the product submittal process and should sign up as retail partners, not manufacturer partners. The product information submitted from the OEM will match the information on the products carrying the private label.*

### B. Conditions of Participation

Manufacturers who partner with the program must abide by the following conditions of participation:

- To be listed as a Lighting Facts manufacturer partner (at [www.lightingfacts.com/partners](http://www.lightingfacts.com/partners)), to claim partnership with the program, and/or to use the

Lighting Facts partner mark, a manufacturer must first have at least one product approved by the Lighting Facts verification team.

- To use the Lighting Facts label on products and product literature, a luminaire manufacturer must first submit its products for LM-79 testing at an approved lab. The test results must be accurately reported and must be verified by the Lighting Facts verification team.
- A luminaire manufacturer may submit all LM-79 tested products to Lighting Facts.
- DOE will administer a third-party testing program to monitor products listed on the products page.
- As products are tested under the third-party testing program, DOE will notify the manufacturer and the other Lighting Facts partners of any results that indicate overstatement of product performance attributes on the Lighting Facts label.
- The manufacturer of a product that does not perform as claimed will lose the privilege of labeling the product, and the manufacturer's pledge and partner status may be revoked.

## C. Allowable Product Types

The Lighting Facts program covers general illumination, white-light, solid-state (LED) lighting products that are intended to be connected to the electrical grid. Test reports submitted to Lighting Facts must include the drivers/power supplies that are required to operate the products.

### 1. Product Types Allowed

- **Complete luminaires and replacement lamps** with integral light source(s), driver(s) and other electronics, optics, thermal management, housing, and electrical connections to interface directly with mains (120V AC) power.
- **Low-voltage (e.g. 12V AC or 12V DC) replacement lamps.**
- **Products with separate (corded) power supplies.** Lighting Facts will accept performance information for these products only for their *exact tested configuration*. If the power supply is to be purchased separately, the model number of the tested power supply must be included in the model number field of the submission form.
- **Linear/modular products.** Analogous to products with separate power supplies, Lighting Facts will accept performance information for these products only for their *exact tested configuration*. For example, if such a product is tested in a one-module configuration, only the performance values for that configuration may be reported.

Lighting Facts does not allow prorated power, light output, or efficacy values that take into account the effects of multiple modules on a system. If a manufacturer partner wishes to display performance information for a given configuration, the partner must test that exact configuration and submit the data to Lighting Facts. Configuration information such as product length, number of modules, and tested power supply should be included in the submission.

### 2. Product Types Not Allowed

- **Solar-powered and/or battery-powered LED lighting products.**
- **“Light strips” or “light rolls,”** unless a specific length and configuration is tested with the power supply and any other necessary components clearly indicated on the LM-79 report.

## D. Testing

### 1. Overview

Products submitted to Lighting Facts must be tested to IES-LM-79-2008, the industry standard procedure for photometric and electrical measurements of solid-state lighting products. Each unique product submission to Lighting Facts must include its own LM-79 test report.

#### a. Number of samples

To decrease costs and increase program accessibility to as many market segments as possible, only one product sample is required to be tested. However, manufacturer partners are encouraged to test as many samples as possible to increase confidence in the results. Manufacturers who submit multiple product samples for testing have their choice of which test results to use, but Lighting Facts encourages manufacturers to use the average of multiple results as an indicator of expected performance.

#### b. Specific required tests

While there are many individual tests covered under the scope of LM-79, Lighting Facts requires testing and submission of only the five metrics on the Lighting Facts label (lumens, watts, lumens per watt, CRI, and (CCT)). Additionally, for products claiming one of the nominal ANSI CCTs (2700K, 3000K, 3500K, 4000K, 4500K, 5000K, 5700K, or 6500K), Lighting Facts requires that (x,y) chromaticity coordinates be reported (please see the section on performance tolerances).

The required results described above are typically produced by an integrating sphere test; Lighting Facts does not require goniophotometric testing. However, partners who have additional LM-79 data, such as goniophotometric results, are encouraged to submit these data as part of their commitment to accurate information.

### 2. Approved Labs

Lighting Facts submissions must include an LM-79 report from a laboratory with accreditation for LM-79 testing through the National Voluntary Laboratory Accreditation Program (NVLAP) (see the NVLAP home page here: <http://ts.nist.gov/Standards/Accreditation/index.cfm>) or from an independent testing lab recognized by the DOE CALiPER program. DOE established the CALiPER program to provide accurate and comparable data on LED products by arranging for reliable independent testing and data reporting of commercially available products. The list of approved CALiPER recognized labs can be found at [www1.eere.energy.gov/buildings/ssl/test\\_labs.html](http://www1.eere.energy.gov/buildings/ssl/test_labs.html).

DOE understands that the cost of product testing can be significant. Furthermore, there are currently no labs that have been fully accredited by NVLAP for LM-79 testing, which means that the number of approved labs for Lighting Facts testing is relatively small. The resulting bottleneck at test labs can significantly affect manufacturers' product release timelines. Given

these cost and time issues, Lighting Facts may accept test reports from manufacturer-based or independent labs that have initiated the NVLAP accreditation procedure for solid-state lighting. If a manufacturer-based or independent laboratory submits to Lighting Facts sufficient documentation (including application materials, the submittal date, and appropriate manufacturer and NIST contacts) that proves that the lab is in the process of becoming NVLAP accredited for solid-state lighting, Lighting Facts may conditionally accept its LM-79 test reports. This allowance is intended to give manufacturers some flexibility during the testing process while still maintaining the quality that comes from an approved laboratory. Any submitted product, regardless of the lab it was tested at, will still be a candidate for third-party testing and verification.

If a test report is accepted from such a laboratory, the Lighting Facts team will follow up when the accreditation process is complete to ensure that the lab has passed. If the lab has not passed, or if accreditation is not completed for some other reason, the corresponding products will be immediately removed from the approved products list and the partner will be asked to remove or cover any labels in the market.

## E. Submission Process

### 1. Overview

Before a product can be listed on the Lighting Facts web site and approved to use the label, the manufacturer partner must submit product information, performance claims, and LM-79 test results (via the partner's Lighting Facts web account) for verification. To begin the product submission process, the manufacturer partner must first log on to its Lighting Facts web site account, go to the "Manage Your Products" section, and enter product identification information.

*Test reports and supporting documentation are considered confidential and will only be viewed by the Lighting Facts Verification Team and DOE.*

### 2. Product Identification Information

- **Brand** – The brand is the highest-level product indicator displayed on the Lighting Facts label; the company name is not shown on the label, so manufacturers without a brand name *per se* should enter the company name to maintain proper identification.
- **Type** – Several common LED product types are listed in a drop-down menu. The menu includes an "Other" category, should the available types not describe a product.
- **Description** – This field is voluntary and is intended to serve two purposes:
  - To serve as a supplement to the "Type" field. Product categories not covered by the above list can be entered here.
  - To enter critical technical information about a product, such as the model number of a separate power supply, as tested; the length and number of modules of a tested

configuration of a linear or modular product; or light output, color, or distribution information not covered by the model number, *e.g.*, beam spread.

- **Model Number** – Manufacturers must enter the model number that will represent the tested product in the market. If there is a mismatch between the model numbers on the submission form and the test report, the manufacturer must submit a separate certification statement on company letterhead, specifying that the different model numbers represent the same product.
- **SKU** (if applicable; does not appear on the label) – Manufacturers must enter SKU(s), if applicable, for the submitted product, to track product availability in the market.

**\* *Important note on product variations:***

Many manufacturers design products with numerous (possibly hundreds or even thousands) variations (color, trim, base type, etc.), many of which may not significantly affect the product's performance. To accommodate these variations while maintaining the commitment to accuracy, Lighting Facts allows manufacturers to designate multiple model numbers or a range of model numbers that correspond to one submission and one LM-79 test report. Manufacturers doing this must certify that all listed variations fall within the allowable performance tolerances (described below) of the tested product.

This provision extends to multiple packaging configurations, which a manufacturer may indicate as multiple SKUs for one submission, if applicable.

**\*\* *Important note on product upgrades:***

SSL product performance is improving rapidly rate, with significant product overhauls sometimes happening multiple times a year. Lighting Facts manufacturer partners who upgrade or update an approved product must ensure that the information on the approved products list is consistent with what's in the market.

Upgraded products with a new model number are unlikely to encounter problems. However, a product that maintains the same model number through an upgrade runs the risk of displaying inconsistent information, for example if the new product's performance is outside the tolerance range of the old approved product's information. Lighting Facts manufacturer partners must either designate different versions with different model numbers or provide updated LM-79 testing for new product versions and ensure that old versions are not available in the market.

- **Additional Product Data URL (optional)** – As part of a manufacturer's commitment to providing consistent, accurate product information, Lighting Facts encourages partners to enter a web link, if it exists, to a web page with the submitted product's information. This may include an online specification sheet, cut sheet, or general information page. Lighting Facts will monitor these web links to ensure that the information is consistent with the performance and product data on Lighting Facts.
- **Product Availability** – Before a product can be submitted, the manufacturer partner must indicate that it is currently available in the market. Manufacturers may wish to

attain Lighting Facts approval, and the associated Lighting Facts Label, before the official release of the product, for packaging design planning purposes. This is allowable, granted that the amount of time between Lighting Facts approval and market launch is reasonably short.

Lighting Facts will monitor the availability of approved products in the market and will contact partners whose products are not available. If, after contacting the partner in question, Lighting Facts is unable to identify a market channel for a given product, the product will be removed from the approved products list and the partner will be asked to remove or cover any labels circulating in the market.

- **Product Recognitions** – Partners may indicate the following product recognitions if the submitted product has attained them:
  - Used in the GATEWAY demonstration program
  - A winner of the Next Generation Luminaires competition
  - A winner of the Lighting For Tomorrow competition
  - ENERGY STAR<sup>®</sup> qualified

The partner must provide links to the manufacturer and competition web pages where the product is listed. If the model number of the submitted product is not listed on the corresponding competition or program web site, the partner must submit a statement that certifies that the submitted product is the product tested and listed by the competition.

### 3. Product Performance Metrics

- **The Five Key Metrics**

The Lighting Facts program requires five common performance metrics to be submitted and verified: light output (in lumens), power consumption (in watts), luminaire efficacy (in lumens per watt), color accuracy/CRI, and light color/CCT (in kelvin). These are the five metrics that appear on the Lighting Facts label.

- **Optional Performance Metrics**

In addition to the five key performance metrics that appear on the Lighting Facts label, the program may provide additional data entry fields for other LM-79-tested metrics, which may include, but not be limited to power factor, x/y chromaticity coordinates, R9 value, beam angle, center beam candlepower, and zonal lumen summaries. Entering these additional data is optional, but encouraged, as it provides important performance information to those who use Lighting Facts as a resource for selecting appropriate products. The additional data fields will be verified using the manufacturer's uploaded LM-79 test report, but will not be displayed on the Lighting Facts label. They will, however, be included in the downloadable version of the approved product list.

- **Approved Performance Tolerances**

LED product performance can vary greatly from sample to sample, even when the products use the same technical design. These variances can range in severity and can

occur throughout the manufacturing supply chain, making performance variation a concern for the entire SSL industry.

With that in mind, the Lighting Facts program has developed tolerances to help manufacturer partners approve their products and to instill greater confidence in the Lighting Facts label among product specifiers. Any product submission with stated performance values outside these tolerances, compared to the tested values, will not be approved for a Lighting Facts label.

<b>Lighting Facts Approved Tolerances</b>	
<b>Performance Characteristic</b>	<b>Allowable Tolerance</b>
Light output (lumens)	±10% of tested lumen output
Watts	Within the UL-approved range using the following formula: $\{(measured\ wattage)*0.9 - 0.5\} < (stated\ wattage) < \{(measured\ wattage)*1.1 + 0.5\}$
Lumens per watt (efficacy)	Two options for reporting: 1. Exact lumens/watt as measured; can round to nearest whole number 2. As calculated by dividing stated lumens by stated watts; can round to nearest whole number
Color accuracy (CRI)	±2 points
Light color (CCT)	Three options for reporting: 1. Exact CCT as measured 2. Flexible CCT, in 100K increments, as defined by ANSI C78.377-2008 3. Nominal CCT, as defined by ANSI C78.377-2008  For quality assurance purposes, all test results must fall inside the quadrangle associated with the reported CCT. See the CIE 1931 chromaticity diagram for details.

#### 4. Supporting Information and Submission

- **Overview**

In addition to entering product identification and performance information, the LM-79 test report and model number certification statement (if applicable) must be uploaded in PDF form. ***If the submitted model number does not match the model number in the LM-79 test report and a model number certification statement has not been uploaded, the submission will be considered incomplete and will be rejected.***

- **Saving**  
Partners may save their product submissions at any point during the process. Any entered information, as well as uploaded documents, will be saved and may be retrieved from the partner's Lighting Facts account at any time.
- **Submitting for review**  
Partners must submit the product information before the review process can begin. Products with complete information and test report(s) must be submitted for the Lighting Facts team to review them.

## F. Review Process

### 1. Overview

Once a product's information has been submitted, the Lighting Facts product verification team will be notified of the submission. A team member will review all product identification and performance information, as well as the uploaded LM-79 report and additional information.

### 2. Timeline

Due to the volume of submissions typically received by the program, the review process may take up to 2 weeks to complete. Though the turnaround time is usually shorter, partners should plan ahead to avoid the possibility of last-minute requests not being completed.

### 3. Approval/Rejection

When a product review is complete, a Lighting Facts team member will send either an approval or rejection notice to the partner. Rejection notices will contain information and instructions for resolving any issues.

### 4. Submission Status

At every point in the submission process, partners can view the status of the submission, on both the product information form and the "Manage Your Products" page. Following is a list of product status designations and an explanation of what they mean:

- ***Incomplete***: the product is missing identification information, performance information, and/or uploaded supporting information; or the product has not been marked as being currently available.
- ***Complete***: the submission appears to contain all of the necessary information and documentation (pending review), but has not been submitted for review.
- ***Submitted***: the necessary information and documentation has been uploaded (pending review) and the partner has submitted the product for review.
- ***Approved***: the submission has been reviewed by the Lighting Facts team and all product identification and performance information has been verified. The product will appear on the Lighting Facts approved product list, and the Lighting Facts Label will become available for download.

- **Rejected:** the product information was submitted and reviewed, but found to contain inaccurate or incomplete information. Further action is needed by the partner before the product can be approved.

## **G. Approved Products**

### **1. Obtaining and Using the Lighting Facts Label**

Partners who have approved Lighting Facts products may log in to their user account and download the Lighting Facts labels for the approved products. The label is populated for each individual product; **there is no available template, and partners are not permitted to create their own templates or labels.** The label is provided in PDF and/or TIF format, at 300 DPI and/or 600 DPI, and is 3” wide by 4.25” tall when printed. The formatting, color, and content of the label may not be altered in any way from its downloaded format. The size of the label may be adjusted if and only if the original aspect ratio and formatting are preserved, all original text is legible, and all original graphics are clear. Partners who have problems printing the label should contact the Lighting Facts team ([info@lightingfacts.com](mailto:info@lightingfacts.com)) for assistance.

Partners may use the approved label on product packaging, promotional materials, cut sheets, and product-related web pages. While partners are required to use the approved Lighting Facts label to communicate accurate performance information, the label is not required to be used on product packaging and may instead be used on other promotional materials, if that is favorable to the partner.

### **2. Obtaining and Using the Lighting Facts Partner Mark**

The dimensions of the label may make its placement on certain smaller packaging configurations and/or web materials difficult, so the program provides an alternate, smaller graphic that demonstrates a partner’s commitment to the program. This graphic is called the Lighting Facts partner mark, and it is available only to those manufacturer partners who have at least one approved product in the program. The Lighting Facts partner mark may be downloaded from the “Manage Your Products” web page within the partner’s account.

### **3. Online Approved Products List**

In addition to having a Lighting Facts label generated for each approved product, those products will also be on the online approved products list at [www.lightingfacts.com/products](http://www.lightingfacts.com/products), along with their verified performance information. The LM-79 report(s) associated with an approved product are not available on the approved products list. However, the Lighting Facts program may publish the additional performance metrics included on the product submission form, including but not limited to power factor, x/y chromaticity coordinates, R<sub>9</sub> value, beam angle, center beam candlepower, and zonal lumen summaries. Partners are reminded that the purpose of the Lighting Facts program is to promote accurate, verified performance information, and publishing additional information is meant to assist purchasers in making informed choices in solid-state lighting.

## H. Quality Assurance Testing Policies – COMING SOON

The policies and procedures for the Lighting Facts Quality Assurance Testing program are in the process of being finalized and will be released once the program is active.

## IV. Retailers & Distributors

### A. Using the Lighting Facts Label

#### 1. Program Requirements

In addition to the logo and label use requirements listed in Section II, retailers and distributors who become Lighting Facts partners pledge to do the following:

- *Ask manufacturers for the Lighting Facts label*  
Manufacturers of LED products should test their products in accordance with the industry standard test, IES LM-79-2008, to ensure that they understand how the product performs. Joining Lighting Facts is a very simple step for them to take to provide assurance that their product performance claims have been verified.
- *Verify that the Lighting Facts label presented by the manufacturer is a legitimate label*  
Buyers beware – not all labels are legitimate Lighting Facts labels! Never assume that a label presented to you is accurate. Always use the product list on the program web site, [www.lightingfacts.com/products](http://www.lightingfacts.com/products), to verify whether:
  - Items are registered with the program
  - Performance values provided match values listed with the program
- *Evaluate LED product quality by using the label*  
The Lighting Facts label allows retailers to identify 5 key characteristics of an LED product, and compare those characteristics to other SSL products using the label.
- *Use and promote products listed with the Lighting Facts program*  
By committing to select products using the Lighting Facts label, you encourage manufacturers to list all of their LED products with the program. This practice will create greater disclosure of product performance results with claims, ultimately increasing the quality of SSL products in the market.

#### 2. Product Quality and Selecting the Right Product

**The Lighting Facts label does not guarantee product *quality*.** A product is not required to meet any performance thresholds to obtain the Lighting Facts label—it is simply a resource to validate that certain product performance information being provided to you is accurate.

You must evaluate the characteristics on the label to determine if the product will meet your performance expectations. The Residential Product Performance Scale ([www.lightingfacts.com/Downloads/Performance\\_Scale.pdf](http://www.lightingfacts.com/Downloads/Performance_Scale.pdf)) can help you compare the performance of products with the Lighting Facts label to the performance of other technologies (such as incandescent bulbs and CFLs) to determine the values needed for the product being considered.

### **3. Partner Benefits**

Retailers and distributors can find the highest quality LED products on the market using the Lighting Facts label to compare products and manufacturer claims. As a retailer or distributor Lighting Facts partner, what benefits are available to you?

#### Third-Party Verification

The Lighting Facts program focuses on truth in advertising by providing assurance that performance attributes listed on the label are accurate. All products listed with Lighting Facts have been tested at an approved, third-party laboratory, and those test results have been provided to the program. Ongoing performance testing is conducted through the Lighting Facts quality assurance program and DOE's CALiPER program to ensure that products continue to perform at the levels stated on the label.

#### Retailer Update E-Newsletter

Retailer and distributor partners can sign up to receive important program updates. The Retailer Update E-Newsletter is designed to keep you informed of developments in DOE SSL programs related to retailer or distributor interests, notify you of technology or program issues, and keep you updated on recent happenings, such as announcements with CALiPER (SSL product testing) and the L Prize.

#### Retailer Resource Web Site

This web site is available to all registered Lighting Facts retailer and manufacturer partners as a go-to location for LED and Lighting Facts information. The site features partner logos, tips to identify a counterfeit Lighting Facts label, and more.

#### Communicate with Experts in the Lighting Facts Program

Anyone can review a Lighting Facts label, but what if you have a question that's not addressed by the product's label? Lighting Facts partners have direct access to Lighting Facts program experts who can answer your questions or link you with the appropriate SSL expert. DOE has many programs and partners working to accelerate advances in SSL.

### **4. Manufacturer Partners – What Retailers Need to Know**

Becoming a Lighting Facts manufacturer partner is a two-step process. First, the manufacturer must take the pledge to test their LED products to LM-79. Second, the manufacturer must register products with the program. Once a manufacturer takes the pledge and registers products, it becomes a partner.

Manufacturer partners have the responsibility to:

- Measure LED product performance by LM-79 standards through an approved, independent third-party laboratory.
- Use the Lighting Facts label on product specification sheets, literature and/or packaging to provide clear and consistent labeling of five key areas of performance.
- Ensure that products continue to perform as claimed; random off-the-shelf product testing is conducted to ensure that product performance remains consistent with Lighting Facts performance values.

### Manufacturer Reference Sheet

Because the Lighting Facts program is relatively new and manufacturers may not have a complete understanding of the program and how they can earn a Lighting Facts label, DOE developed a Manufacturer Reference Sheet

([www.lightingfacts.com/content/manufacturer/referencesheet](http://www.lightingfacts.com/content/manufacturer/referencesheet)). This sheet can be provided to manufacturers presenting SSL products that are not listed with Lighting Facts. The Manufacturer Reference Sheet provides an overview of the program, the manufacturer's role in the program, how to become a partner, and how to obtain the Lighting Facts label on a product.

## **B. Enforcement Responsibilities**

The Lighting Facts label is registered to the U.S. Department of Energy and cannot be reproduced or recreated without its express permission. There is only one version of the label that can be used with any specific product and it cannot be altered in any way.

**Manufacturers are not allowed to create their own label or alter the label they receive from the Lighting Facts program.**

Knowing that the label is authentic is important, because only an authentic label proves that the product has been appropriately tested and DOE has verified the performance claims.

### **1. Reporting Concerns**

To maintain the program's integrity, Lighting Facts partners must help guard against misuse of the label. As a retailer or distributor partner, there are two things you need to do:

- *Don't take the Lighting Facts label at face value.* When you see the label on product literature or packaging, you need to check the web site to make sure the product is on the Lighting Facts product list ([www.lightingfacts.com/products](http://www.lightingfacts.com/products)), and that the values are consistent. Only products on the list have been verified by the LM-79 test reports and may display the label.
- *Report questionable products to [retailpartner@lightingfacts.com](mailto:retailpartner@lightingfacts.com).* DOE takes each case of misuse very seriously. It will promptly investigate any violation and insist on conformity with program requirements. Questionable actions that should be reported include:
  - Product packaging or literature contains the label, but the model is not on the Lighting Facts product list



- Performance values provided match values listed and verified by the program
- *Evaluate LED product quality by using the label*  
The Lighting Facts label allows lighting pros to identify five key characteristics of an LED lighting product, enabling comparison of that product to other LED products.
- *Select products to promote and specify from the Lighting Facts Products List ([www.lightingfacts.com/products](http://www.lightingfacts.com/products))*  
By committing to select products using the Lighting Facts label, you encourage manufacturers to list all of their LED products with the program. This practice will encourage greater disclosure of product performance results with claims, ultimately increasing the quality of LED products in the market.

## 2. Product Quality and Selecting the Right Product

**The Lighting Facts label does not guarantee product quality.** A product is not required to meet any performance thresholds to obtain the Lighting Facts label—it is simply a resource to ensure that critical product performance information being provided to you is accurate.

You must evaluate the characteristics on the label to determine if the product will meet your performance expectations. The Residential Product Performance Scale ([www.lightingfacts.com/Downloads/Performance\\_Scale.pdf](http://www.lightingfacts.com/Downloads/Performance_Scale.pdf)) can help you compare characteristics of items with the Lighting Facts label to other technologies (such as incandescent bulbs and CFLs) to determine the values needed for the product being considered.

## 3. Partner Benefits

Lighting professionals and utility program sponsors can locate and compare a large number of LED lighting products using the Lighting Facts label. As a Lighting Facts partner, what benefits are available to you?

### Third-Party Verification

The Lighting Facts program focuses on truth in advertising by providing assurance that performance attributes listed on the label are accurate. All products listed with Lighting Facts have been tested at an approved testing laboratory, and those test results have been provided to the program. Ongoing performance testing is conducted through the Lighting Facts quality assurance program and DOE's CALiPER program to ensure that products continue to perform at the levels stated on the label.

### Lighting Pro Update E-Newsletter

All Lighting Pro partners will soon receive regular e-newsletter updates designed to keep you informed of developments in DOE SSL programs of interest to lighting professionals, notify you of technology or program issues, and keep you updated on recent happenings, such as announcements about CALiPER (SSL product testing) and the L Prize.

### Communicate with Experts in the Lighting Facts Program

Anyone can review a Lighting Facts label, but what if you have a question about a product that goes beyond the label? Lighting Facts partners have direct access to Lighting Facts program experts who can answer your questions or link you with the appropriate SSL expert. DOE has many programs and partners working to accelerate advances in SSL.

#### **4. Manufacturer Partners – What Lighting Professionals Need to Know**

Becoming a Lighting Facts manufacturer partner is a two-step process. First, the manufacturer must take the pledge to test their LED products to LM-79. Second, the manufacturer must register products with the program. Once a manufacturer takes the pledge and registers products, it becomes a partner.

Manufacturer partners have the responsibility to:

- Measure SSL product performance by LM-79 standards through an approved testing laboratory.
- Use the Lighting Facts label on product specification sheets, literature and/or packaging to provide clear and consistent labeling of five key areas of performance.
- Ensure that products continue to perform as claimed; random off-the-shelf product testing is conducted to ensure that product performance remains consistent with Lighting Facts performance values.

#### Manufacturer Reference Sheet

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- *Report questionable products to [retailpartner@lightingfacts.com](mailto:retailpartner@lightingfacts.com).* DOE takes each case of misuse very seriously. It will promptly investigate any violation and insist on conformity with program requirements. Questionable actions that should be reported include:
  - Product packaging or literature contains the label, but the model is not on the Lighting Facts product list
  - Values on label do not match values listed on the Lighting Facts product list

## **2. Removal of Delisted Products**

In the event of misuse of the label, manufacturers are required to take immediate action to remove the unauthorized label from the marketplace. Some instances may require that Lighting Facts delist the products. Those instances include, but are not limited to:

- Trademark violation with label or logo with slow or no response from manufacturer
- Performance of products in off-the-shelf testing do not match values on the label
- Multiple offenses from any manufacturer

If a product is delisted from Lighting Facts, the item will be removed from the product list immediately. Necessary action will be taken to have the label on delisted products removed from the marketplace.

The Lighting Facts label is registered to DOE. Only products that are registered and listed on the Lighting Facts product list may use the Lighting Facts label provided to manufacturers in accordance with the program requirements. Any unauthorized use, reproduction, or recreation of this label will be subject to penalties for trademark infringement.