



Cooper Lighting Solutions Launches Air Disinfection GUV

Cooper Lighting Solutions is pleased to announce the launch of Air Disinfection GUV with our Fail-Safe GUV Disinfecting Solutions portfolio. Cooper Lighting Solutions was the first major lighting manufacturer in North America to commercialize a GUV disinfecting solution and the addition of Air GUV products will only strengthen our position in the market.



Air Disinfection - Value Proposition

- Germicidal UV (GUV) is an excellent air disinfectant due to its quick germicidal efficacy confirmed by decades of peer-reviewed scientific evidence.
- Fail-Safe's GUV Air Disinfection products ensure continuous disinfection with the power of Germicidal UV providing disinfection in minutes.
- Quietly increase equivalent air changes per hour up to recommended levels while eliminating pathogens in the air with no additional demand on the HVAC system.
- The result is air that's constantly disinfected while people are present in the space.
- No control systems are required to operate Fail-Safe's GUV Air Disinfection products saving total costs required to keep spaces disinfected.

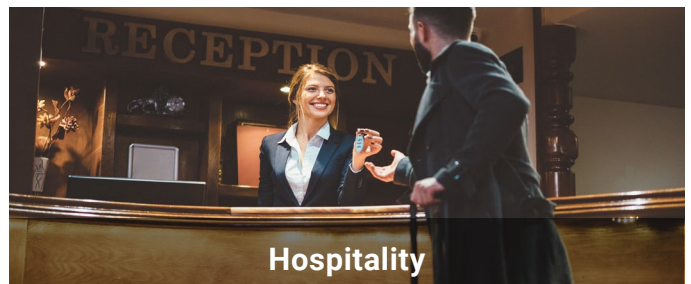
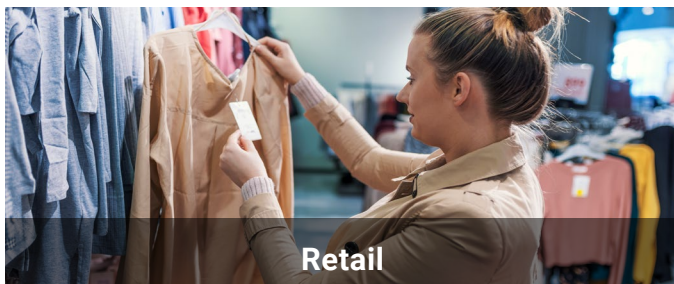
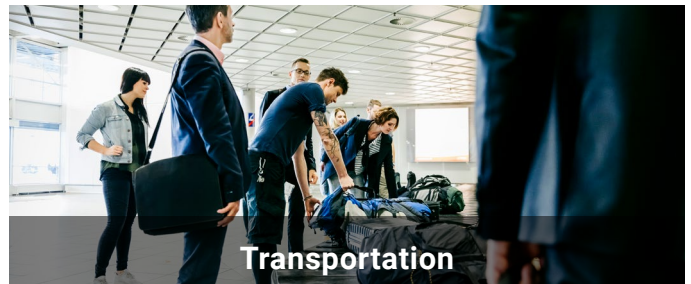
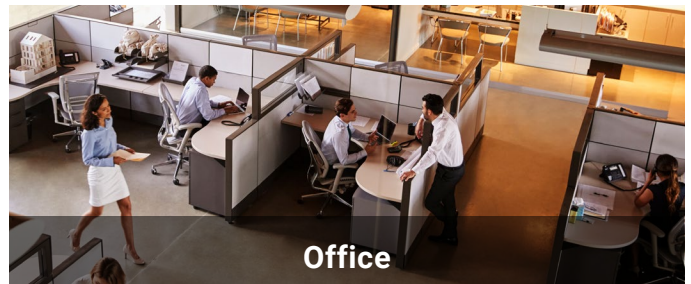
Air Disinfection - Education

- Fluence is the germicidal dose in upper air. It is the cumulative dose associated with both direct and reflected irradiance.
- Fluence rate is the total radiant power (Wm^{-2}) from all directions incident on an infinitesimal sphere.
- Germicidal UV irradiance is directed horizontally from a fixture.
- Optical control eliminates direct downward irradiance.
- This horizontal distribution covers a large volume of air in the upper portion of a space.
- Because pathogens are floating in air, inactivation or killing is faster than surface disinfection.

Air Disinfection vs. Surface Disinfection

Air Disinfection	Surface Disinfection
<ul style="list-style-type: none"> • Kills bacteria and mold and fungi • Does inactivate viruses • Can be for occupied spaces • Continuous disinfection (24/7) • No disruption to the space (i.e. noise) • No additional controls needed; can be controlled with typical wired method if desired 	<ul style="list-style-type: none"> • Kills bacteria and mold and fungi • Does inactivate viruses • Can be used for unoccupied spaces • Requires controls safeguards to safely operate the system

Air Disinfection in Real-World Applications (Where should I sell?)



Air GUV Disinfecting Solutions

GAW - Germicidal UV Air Wall Mount

The GAW Germicidal UV Air Wall Mount is ideal for larger spaces with walls that are greater than 20' apart and with ceilings greater than 9'.

- Available in 2' length
- Provides air disinfection for large areas of coverage and its horizontal distribution keeps GUV in the upper air
- UL 1598 listed
- Able to be used in occupied spaces





GAC - Germicidal UV Air Ceiling Mount

The GAC Germicidal UV Air Ceiling Mount is ideal for smaller spaces with walls greater than 6' apart and on ceilings above 9'.

- Fits in a 2' x 2' grid opening
- Provides air disinfection in a symmetrical coverage area and its horizontal distribution keeps GUV in the upper air
- UL 1598 listed
- Able to be used in occupied spaces

Pricing and Availability

Wall	2x2, 2 Lamp: GAW-2-1GUV20W-UNV-R1-W	Mounting: Wall Accessories Accessories: Drywall Framing Kit	
Ceiling	2x2, 4 Lamp: 22GAC-4GUV9W-UNV-R1-W	Mounting: Ceiling Accessories Accessories: Drywall Framing Kit	

- Please submit quotes requests to the Pricing Team via FLASH. Quotes and orders will be reviewed for approval. Market-competitive price levels are available in FLASH – 10% commission at minimum.
- MTO lead times of 6 weeks

Sales Collateral

- GUV Disinfection Solutions website: www.cooperlighting.com/guv
 - [About Us | Cooper + Signify Greater Together](#)
 - [GUV Technology | What is GUV Simplified](#)
 - [Applications | Use Case Scenarios](#)
 - [Air Disinfection Products | Fixture Solutions](#)
 - [Surface Disinfection Products | Fixture and Controls Solutions](#)
 - [FAQs | IES – GUV, Cooper Solutions](#)
 - [Contact Us | Lead Capture Opportunities](#)
 - [Specification sheets](#)
 - [Educational video on technology](#)
 - [Inspirational video on applications](#)
 - [Short video to use for introduction and conversation starters](#)
- Lighting Exchange:
 - [GUV Brochure](#)
 - [Sales Pitch Slide Deck](#)
 - [Webcast Recording](#)
 - [Webcast Presentation](#)
 - [FAQs](#)
 - [Videos](#)
 - [Sales Sheets](#)
 - [Email Templates](#)
 - [Social Media Assets](#)
- Sales tools:
 - [Light ARchitect app with GUV estimator](#)
 - [GUV Estimator Tutorial Video](#)
 - [Applications and layout instructions](#)
- Education:
 - CEU course: Principles of UV and its use as a Germicidal is available
 - GUV Product Overview (SOURCE Training)
 - Dosing Layout courses
 - Control Layout and System Verification courses

Introduce your customers to the new Air Disinfection products, GAW and GAC, from Fail-Safe's GUV Disinfecting Solutions. We have an opportunity to make a difference in a world that is adjusting to a new normal. Learn about GUV and share what GUV-enabled solutions from Cooper Lighting Solutions are available to kill bacteria and inactivate viruses empowering health and safety around the world.

We look forward to continuing to grow our Fail-Safe GUV Disinfecting Solutions business with these new Air Disinfection products.

Best Success.

M. Troy Winslett

Ambient Connected Buildings
Director

Ethan Garrett

Marketing Manager, Fail-Safe

Nishad Chikhliker

Marketing Manager,
Segmentation and Commercialization
Marketing, Connected Buildings

Scott Formel

Director of Marketing, Disinfection
Solutions and Exit/Emergency



Cooper Lighting Solutions
1121 Highway 74 South
Peachtree City, GA 30269
P: 770-486-4800
www.cooperlighting.com

Canada Sales
5925 McLaughlin Road
Mississauga, Ontario L5R 1B8
P: 905-501-3000
F: 905-501-3172

© 2020 Cooper Lighting Solutions
All Rights Reserved
Printed in USA
Publication No. SB519224EN
November 16, 2020 2:44 PM