

## 2008 Dallas Market Show – Forecast New Catalog and Product Line.

Forecast released a brand new catalog during the this year's Dallas Market Show . The size of our product offering is expanding rapidly and our products are becoming package for you. These are some of the highlights of the show and the new catalog.

Forecast recently remodeled their showroom at the Dallas Market Building. This showroom is available for you to visit (with prior notice) if you are in the area anytime soon. 90% of the new products are displayed in at the showroom and they will captivate you when you see them in real life.

Forecast is growing rapidly and they added two new Regional Managers who will take some of the work load from Brian Hart, the General Manager. Jeff Thomas is the Regional Manager for the east coast. He will handle our international business. We still handle all your orders and quotations from our Fall River office, but Jeff will help us to expedite and coordinate special projects.

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This year Forecast will be featured in a couple of architectural magazines and will participate in "Extreme Make Over Show". This is a TV show in the US where the host meets different people who have a bad housing situation and they either re-build or remodel their existing homes. This is a popular show in the US and Forecast has appeared 80% of the times as the preferred decorative lighting company. We are getting a lot of exposure from this show. A few Sartini Glass units have had their own show and Brian Hart had a cameo appearance in one episode.

Our website was been updated. FORECASTLTG.COM is more attractive and you can find specification sheets for our products. If you are a Distributor or an Agent, make sure to get a password for [www.forecastexpress.com](http://www.forecastexpress.com) portal. This site will allow you to track orders, get invoices and check stock.

The new catalogs is 210 pages and is color coded for easy reference. Different sections have individual colors and are grouped by mounting, families, sources and application. We own the pictures and you can ask for high definition pictures if you want to re-print or use it as marketing. The book is quite attractive and we have a few copies assigned to you. Make sure to contact us with a "ship to" address to send you a set of these catalogs.

There are **extensive footnotes** in the catalog. This is important because the products have different nomenclatures. **You need to review** this information. In addition, we have a new program called "*A la carte*". This means that you can choose a Chasis/Frame and different shades for certain products. When using This program has it's own logo on the catalog. *A la carte* will remind you to make sure you include all the parts for your products.

Furthermore, we have discontinued 255 products. We have a few of these are in stock. Attached you will find a list of these products. Some of them will be sold with an attractive discount. If you want to purchase them, please let us know. We have limited amounts, so don't let this opportunity go by.

Forecast continues to pay special attention to detail. Some color finishes have been discontinued and we are focusing on the hardware. In particular, we have improved the looks of our products in the area where glass meets exposed hardware and eliminated exposed wires inside our shades. A clean look is an integral characteristic of our products. Also, we have tried to eliminate all chains and keep only cables or stems.

“ORGANIC Modern” This is the theme we use to promote a new line of materials. They are intended to provide energy savings, “organic” sources, environment friendly products, and a new line of contemporary modern products that will fit within residential and commercial “modern” spaces. The catalog shows the “ORGANIC Modern” logo next to the products with these materials.

This year we introduced “CORK” as a new material. There are several shades, wall sconces and pendants that use this material. The effect is unique and no other company has used this material on their products. Page 10 shows the new family “Alentejo” named after the place in Portugal where cork.

Also, we introduced a new architectural material made out of a resin by VERITAS. This resin is a translucent panel, with long dried grass in between two resin panels. The product is called ECOFRAME Page 61. It is very attractive and many visitors were surprised by this product.

Adding to these materials, we are offering a unique glass made with a layer of ocean sand attached to the inside of a glass panel. The family is called PACIFICA Page 19. This new glass makes our wall sconces look warmer in tone and truly an inviting option for coastal and desert areas. It goes very well with Brick and Stone backdrops.

The very successful INGO series Page 29 was expanded and now has some round base options and a softer version called MASON that has a curved molded base, and an illusion of glowing padded squares.

More ORGANIC Modern products are the new PAPHYRUS Page 79 and our already successful Onyx shades. The Papyrus line is hand made paper with organic inserts fused to glass or polycarbonate materials.

We also added a new type of glass finish to our pendants, we are calling it “Eched White”. This one has a simple set of round divots taken out of the pressed white shades. Page 93 shows some of this products under the series name of DAYBRAKE.

There is a nice contemporary line of diacronic panels for Low Voltage pendant Page 76 and 91. This unit will change as you change your view. The name is EXTROVERT and they are very attractive. The catalog pictures don’t do it justice. The product is quite attractive and unique.

Two new series with white glass attracted everyone’s attention, FORE and ALLISON in Page 12 and 14. Fore is inspired by a golf ball, the glass has nice dimples which make a soft glow and Allison has one of the widest diameters in our product line. F1732-36. People asked for a wider unit and this was our answer. This would go very well over a dinner table.

Expanding our pendant series we added a new unit called AUSTIN (after Mike Meyers character “Austin Powers”). It glows in color when different color inserts are added. It is very similar to our successful MOLECULE series as seen on page 88.

Dressing up our pendants we added an option called AVRIL. This “*A la carte*” accessory is a clear glass sleeve that fits over some of our existing pendants. This attractive and an alternative will dress up the product. You can find it on Page 83.

CARAFE is a new pendant more traditional than some of our products but the tones and colors go very well with our organic theme, Page 81.

Large pendants are in fashion now. We offer ALEXIS on Page 58 with nice textile materials and a favorite at the show. The CROSSROADS unit in Page 62 is powered by 4 x 26 watts CFL with multivolt ballast. It

is intended to fill commercial and institutional applications. The unit is 30" wide and it looks like if it was an inverted glass bowl. It has a clean look, elegant hardware and the price is quit attractive.

On the energy smart front (mostly for hospitality) we added a line called PALETTE Page 156 T8 and T5 energy efficient sources with multivoltage ballast. In addition it has several insert options to match our textile shades and/or custom fit materials for our projects.

Don't forget our EDGE T5 and EDGE series Page 159. Both are a good alternatives for general hallway and area lighting. The 3" small version with alternative hardware options is been a good seller for Forecast during the past year.

AVALON on Page 174 is a good option for export markets. This simple surface mounted energy efficient product will be a solution to many spaces with contemporary architecture. The new INHALE series on Page 174 is now offered in a Super White "SW" option. A lot of people stopped in our bathroom section to admire the clear appearance of this new option.

Page 180 shows all the pendant options on our line and Pages 120-122 offers similar summaries for others families. These page summaries give you a quick overview of what we offer.

Our PhotoFrame is starting to take off after we changed the glass frame and reduced the cost of the unit. Page 183 shows this application. If you don't know this product yet, please read the information. It is being used in many places, not just homes.

On the outdoor program. we are happy to confirm the success of our new paint finish. This paint finish was implemented almost two years ago and we had good suces with it. This allowed us to offer two new lines NEWPORT and SOHO on Pages 186 and 187. Clean lines and three sizes, these product are manufactured with pressed glass and offer an alternative to traditional sconces.

Finally, forecast is selling and marketing a lamp retrofit with 14 and 16 watts options that replace a 40 and 60watt incandescent source. These are direct retrofits for A lamps and have a dimming option. This dimming option will work with any dimmer (rotary, magnetic, digital, etc.). This is a great option for any existing incandescent products (Luminaires). The product is branded under FORECAST and has a 2700 CCT temperature making it a nice option for residences.

If you need catalogs and other materials, please add them to your orders. Forecast will not charge your for the catalogs. The catalog has a part number is: **F27405**. It will be easier for you to request theses catalogs along with one of your existing orders.

We are proud of these products and hope that you find them usefull in your projects, your showrooms, and your makets.

International Sales  
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