

Sell Lighting With Confidence

Every facility eventually faces lighting failures, rising maintenance demands, changing operations, or performance concerns.

Service Lamp is a full-service commercial and industrial lighting supplier with nationwide reach and family-owned service since 1976. We provide products, technical expertise, retrofit solutions, and project support to help you serve your customers and grow your lighting business.

Why Lighting is a Strategic Opportunity

Your customers rely on lighting not just to see — but to improve safety, address changing code requirements, and reduce maintenance demands.

Your customers will always face one of three lighting decisions:

1. Maintain existing lamps/ballasts (quick fix).
2. Upgrade / Retrofit existing fixtures to high-efficiency LED.
3. Replace with modern LED fixtures for long-term performance.

Each path creates opportunities to expand the sale, increase order value, and provide more complete solutions than replacement lamps alone.

You Don't Need To Be a Lighting Expert to Have the Conversation

You need to be a good scout. Here's where your job ends and ours begins:

YOUR JOB: Spot the signs (use the Quick Reference card). Ask a few simple questions. Take photos. Send it to Service Lamp.

OUR JOB: Pick the right products for the application. Confirm code and safety requirements. Match color, layout, and light levels to the space. Check rebate and incentive eligibility. Handle the technical side, warranties, and follow-up.

If a customer asks something you don't know, that's expected — not a gap in your training. Get us the details and we'll get you the answer.

Why Partner With Service Lamp

One Source for a Full Range of Lighting Products

- Lamps, ballasts, LED retrofit kits and fixtures from top brands
- Solutions for industrial, commercial, warehouse, retail, healthcare, and exterior applications
- Rapid access and competitive pricing

Lighting Design & Project Support

- CAD fixture plans, lighting layout, energy analysis

Retrofit & Upgrade Solutions

- Efficient LED options for industrial spaces
- Retrofit kits for T5/T8 and metal halide systems

Local & National Support

- Small orders, multiple locations, nationwide programs
- Project staging and fulfillment coordination

FOR YOU	FOR YOUR CUSTOMERS
• Expands average order size • Moves lighting from "price-only" to value-based selling • Creates repeat business with maintenance departments • Differentiates from Amazon and commodity lamp sellers	• Lower energy and maintenance costs • Reliable & Predictable lighting resource partner • Predictable ROI • Minimal operational disruption

