



MOTIVATION®

MERCHANDISING THAT MAKES THINGS HAPPEN!



SATCO LIGHTING SOLUTIONS

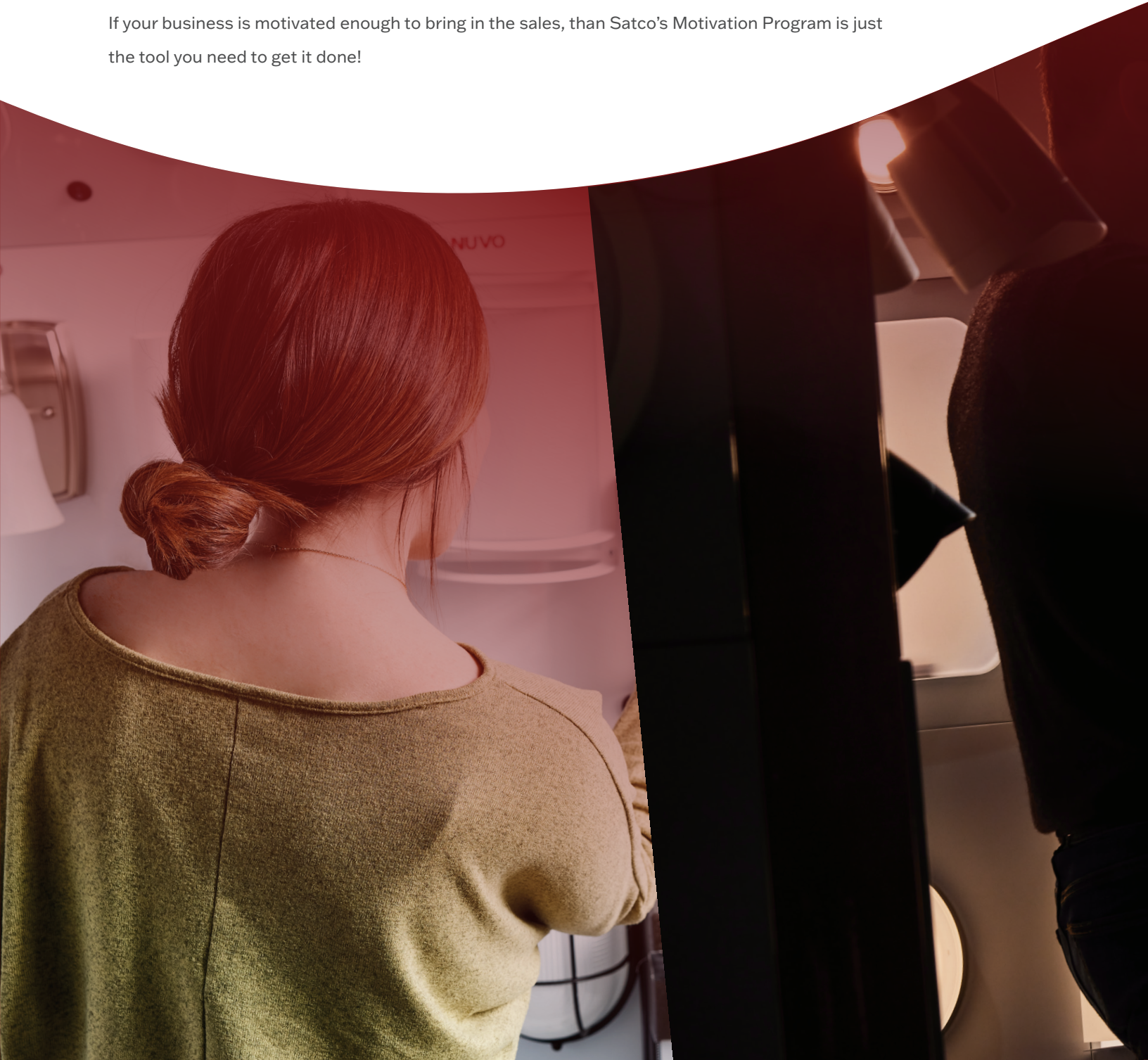
SATCO® | NUVO®

What is MOTIVATION® ?

Motivation is defined as the process that initiates, guides, and maintains goal-oriented behaviors. In business, there is no greater motivation than sales. They are the heart of the organization. The more business a company does, the better it is for everyone. Sometimes finding new ways to motivate and sell can be a challenge. However, at other times, motivation can come simply from finding the right tools and supplies to allow your products to shine for themselves.

Now you can promote, organize, and merchandise your products in a whole new way!

If your business is motivated enough to bring in the sales, than Satco's Motivation Program is just the tool you need to get it done!



***Illuminating the path to customer enlightenment.
Product knowledge equals product sales!***



Getting Started

Visit the Motivation webpage <https://snap2satco.com/motivation.php> to start building your wall or tower merchandiser!



Select Retail Space

Determine if you would like to utilize wall space or floor space. Consider multiples of 18" height and width.



** Scan the QR Code to visit the Motivation web tool!*



Select A Fixture Category

Pre-selected fixture merchandising programs* are available. For custom options contact your SATCO® sales representative, or visit the Motivation website.



Arrange Your Products

Use the product panel placement tool on the Motivation website to customize your layout.



Pricing & Numbering

Once your layout is complete, use the pricing tool to create your panel numbering system and pricing guide. Easily print and place your pricing guide into your product selection guide frame.

Panel Number System Price Guide

Product Selection Guide											
PANEL 1 LOCATION: A PRODUCT #: 62-7591 W: 6.00" H: 18.00" EXT: 2.00" PRICE: \$108.99						PANEL 1 LOCATION: A PRODUCT #: 62-7591 W: 6.00" H: 18.00" EXT: 2.00" PRICE: \$108.99					
PANEL 2 LOCATION: A PRODUCT #: 62-7592 W: 6.00" H: 18.00" EXT: 2.00" PRICE: \$108.99						PANEL 2 LOCATION: A PRODUCT #: 62-7592 W: 6.00" H: 18.00" EXT: 2.00" PRICE: \$108.99					
PANEL 3 LOCATION: A PRODUCT #: 62-7593 W: 6.00" H: 18.00" EXT: 2.00" PRICE: \$108.99						PANEL 3 LOCATION: A PRODUCT #: 62-7593 W: 6.00" H: 18.00" EXT: 2.00" PRICE: \$108.99					
PANEL 4 LOCATION: A PRODUCT #: 62-7594 W: 6.00" H: 18.00" EXT: 2.00" PRICE: \$108.99						PANEL 4 LOCATION: A PRODUCT #: 62-7594 W: 6.00" H: 18.00" EXT: 2.00" PRICE: \$108.99					
PANEL 5 LOCATION: A PRODUCT #: 62-7595 W: 6.00" H: 18.00" EXT: 2.00" PRICE: \$108.99						PANEL 5 LOCATION: A PRODUCT #: 62-7595 W: 6.00" H: 18.00" EXT: 2.00" PRICE: \$108.99					
PANEL 6 LOCATION: A PRODUCT #: 62-7596 W: 6.00" H: 18.00" EXT: 2.00" PRICE: \$108.99						PANEL 6 LOCATION: A PRODUCT #: 62-7596 W: 6.00" H: 18.00" EXT: 2.00" PRICE: \$108.99					



Wall Panel

Slatwall panels come in a variety of options to fit your needs. Choose from a single-fixture panel, double-fixture, four-fixture panel or a solid panel if you need the space. System consists of 18" square metal panels and wedge-shaped panels for recessed fixtures (9"H x 18"L x 1.5"D), both with attached slatwall brackets.

Single-Fixture Panel [S1492]

Single-fixture panel with flush mount.

Upper Single-Fixture Panel [S1525]

Upper single-fixture panel with outdoor light fixture.

Double-Fixture Panel [S1491]

Double-fixture panel with outdoor small wall packs.

Upper Double-Fixture Panel [S1526]

Upper double-fixture panel with outdoor light fixtures.

Four-Fixture Panel [S1490]

Four-fixture panel with LED Blink® flush mounts.

6" Filler Panel [S1498]

For Gondola
6"H x 18"L x 1.5"D

Solid Panel [S1493]

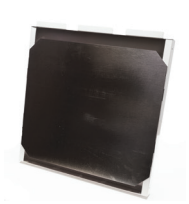
Used for Fixture overhang and product selection guides
18"H x 18"L x 1.5"D

4" Wedge Panel [S1494] or 5" Wedge Panel [S1495]

Wedge panels come complete with the corresponding cans to fit downlight retrofits.

** The cans can be easily attached or removed.*

Included Accessories



Protective Back Plate

The included metal plate, protects the wires by securing it to the wall panel.



Wiring Harness

A wiring harness is supplied to provide power to the fixtures and to feed power to adjacent panels.



Switch

Convenient On/Off Switch included with each panel and wiring.



Powering the System

Locate the electrical outlet and run the power cord out through one of the 4 holes on the sides of the panels

Display Options & Accessories

Satco offers a complete line of display features that cover a vast array of needs. These products will help a customer touch, feel, and learn about the product and ultimately move towards a purchase. Satco's accessories will help optimize your retail space and improve the sales presentation to your customer.

AVAILABLE CURVED DISPLAY HEADER [S1500]



DISPLAY HEADER GRAPHIC [SA2830 SHOWN ABOVE]

GONDOLA MOUNTING OPTION



*Gondola Bracket
[S1497]
48" L x 3" H

**Gondola
Footer Bracket
[S1504]
48" L x 3" H

* Brackets are intended for 4' gondola.
** Footer bracket holds the panel level.

DRYWALL MOUNTING OPTION



Drywall Cleat
[S1496]
15 3/4" L x 1" H

1 Cleat is required
per panel.

Tower Merchandiser

A solution to your portable needs—the tower merchandiser has a small footprint which makes it great for open floor space and allows for customers to browse.



Product Selection Guide

PANEL 1	PANEL 2
LOCATION A	LOCATION A
LOCATION B	LOCATION B
LOCATION C	LOCATION C
LOCATION D	LOCATION D
LOCATION E	LOCATION E
LOCATION F	LOCATION F
LOCATION G	LOCATION G
LOCATION H	LOCATION H
LOCATION I	LOCATION I
LOCATION J	LOCATION J
LOCATION K	LOCATION K
LOCATION L	LOCATION L
LOCATION M	LOCATION M
LOCATION N	LOCATION N
LOCATION O	LOCATION O
LOCATION P	LOCATION P
LOCATION Q	LOCATION Q
LOCATION R	LOCATION R
LOCATION S	LOCATION S
LOCATION T	LOCATION T
LOCATION U	LOCATION U
LOCATION V	LOCATION V
LOCATION W	LOCATION W
LOCATION X	LOCATION X
LOCATION Y	LOCATION Y
LOCATION Z	LOCATION Z

Tower Display with White Frame

A white acrylic frame is included for each side of the tower display to indicate the product locations.

White Frame [S1506]

Heavy-duty triangular metal frame displays 12 wall panels.

*Header, Base & Shelf Bracket [S1499A]

*3 Uprights [S1499B]

*A & B must be ordered together to build a tower.





Promote, Organize, Merchandise In One Place

SATCO manufactures thousands of lighting solutions. With products that range from LED lamps and fixtures to traditional lighting and now a program to help motivate sales!

Satco's motivation program has been designed in such a way that your products can shine for themselves. At times it may be a challenge to find the inspiration to sell, at other times, motivation can come simply from finding the right tools.



DISTRIBUTION CENTERS**New York (Headquarters)**

110 Heartland Blvd., Brentwood, NY 11717

Tel. 631-243-2022, Fax: 631-243-2027

Texas

2000 Valwood Parkway, Farmers Branch, TX 75234

Tel. 972-247-2437, Fax: 972-247-5408

Florida

900 N.W. 159th Drive, Miami, FL 33169

Tel. 305-624-2044, Fax: 305-623-0286

California

31288 San Benito Street, Hayward, CA 94544

Tel. 510-487-4822, Fax: 510-487-8955

Washington

4710 116th S.W., Mukilteo, WA 98275

Tel. 425-789-3300, Fax: 425-789-3310

Puerto Rico

Campeche Street. 23 Julio

N. Matos Industrial Park, Carolina, PR 00984

Tel. 787-757-3510, Fax: 787-757-3540

Canada & Mexico

Internationalsales@satco.com/631-243-2022 EXT315