

## Questions and Answers

### LAMPS & BALLAST WEBINAR (E. Sam Jones Distributors)

MAY 18, 2010

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Q: Does E. Sam Jones contract address fluorescent bulb recycling?

A: No. The recycling portion of the contract was awarded to Grainger.

Q: Is E. Sam Jones a sole supplier to the State of Georgia?

A: No. There are 4 other suppliers on this statewide contract, each of whom were awarded various categories based on the results of the competitive bidding process.

Q: How do we go about having this analysis done?

A: Ms. Carroll will call you today.

Q: Does E. Sam Jones offer energy analysis of facilities to determine more effective energy uses? (i.e. lighting):

A: Yes. Ms. Carroll will call you to set up a time to that's convenient for you and your team.

Q: Are there any incentives built into the contract for retro-fitting T-12 ballasts to t-8 or other fixtures?

A: No