



TO: Principals

CC: All Employees

FROM: Steve Sterkenburg, *Director, Clinical Products*

## Aurora LED Light Pod Upgrade

Skytron is introducing new LED light replacement pods for the original LED Aurora light series. LED technology has improved significantly since the launch of the original LED series and we believe customers should experience the newest advancements.

New LED pod performance characteristics include larger spot size, greater intensity, improved shadow dilution, and superior CRI.

There are two requirements when upgrading from the original LED pods. **All** replacement pods should be replaced in the fixture at the same time. For example, if the fixture is a dual light head system both light heads must have the pods replaced so the performance characteristics are the same. As such, the pods will be available in kits of 7 each and 5 each with pricing and part numbers shown below. In addition, the pod kits can only be ordered by the distributor and installed by a Skytron Light Service Certified individual.

To keep customer costs as low as possible normal parts margins are suspended and commission will be \$100 per pod unless discounted beyond the special list price stated below. Labor is not included in the pricing below.

Upgrade Package will be the following:

- LED5 (P/N: B1-610-28-3B) includes 5 pods \$3,150 List Price
- LED7 (P/N: B1-610-28-2B) includes 7 pods \$4,410 List Price

All information regarding this new LED light pod can be found under the General Lights Tab on SkyNet. Included are "Understanding LED Reflector POD Warranty and Service Life", "LED Reflector POD Workmanship Materials Warranty" and "Service Instructions for LED POD Replacement ON LED Aurora Lights". [Lights General LED](#)