



# TWX LED

## Innovative Glass Wall Packs

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Customer Training Presentation

January 2021

Note: Product Specifications subject to change without notice.



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# Elevator Pitch

Replacing the huge installed base of HID glass wall packs with similar-looking LED glass wall packs is a great way of achieving significant energy and maintenance savings while maintaining the familiar appearance of these products. The same “footprint” of these products ensure that the unsightly stain left by the original is covered, resulting in a neat installation.

Today’s LED glass wall packs are simply HID housings/lenses with LED’s replacing the HID lamp... and everyone has one. And as to price of these products has gone downhill, so has their quality and performance. Something had to be done, and who better than Lithonia Lighting® to re-invent the glass wall pack category.

Introducing the TWX LED wall pack family, a ground-up design that has the low initial cost customers demand while providing superior performance and a traditional form. Made entirely in North America, this product is a testament to Acuity’s ability to compete with the best that off-shore competitors can offer. The TWX LED features premium borosilicate glass lenses that are designed specifically for this product, working in conjunction with the high-efficiency light engine to provide superior illumination while minimizing wasted uplight. All three sizes of TWX are also available with a polycarbonate lenses which are ideal for areas that demand vandal-resistant solutions. Matched with the Adjustable Light Output (ALO) option, these wall packs will consolidate SKU’s while providing maximum flexibility in the field.

Customers looking for a complete, high-quality, price-competitive line of traditional wall packs will embrace the Lithonia Lighting® TWX LED family, making it their go-to solution for replacing all HID wall packs, no matter the shape/style, lamp wattage, voltage or lens material. And since they are proudly made in North America, TWX LED wall packs are fully configurable, allowing choice of CCT, finish and photocell options.

The TWX LED wall pack family exemplifies the Lithonia Lighting® brand promise of “The Best Value in Lighting” and proves that North American solutions best meet the needs of the North American market.

# What You Need to Know About TWX

- There is a huge installed base of HID glass wall packs that have created a large demand for LED glass wall packs which can provide energy savings while maintaining the traditional aesthetic of these products. LED versions of the Lithonia TWS, TWR and TWH have led the market and have included features such as ALO (Adjustable Lumen Output).
- The all-new TWX family is designed to revolutionize the glass wall pack category, with innovative ground-up designs that will provide superior performance at a lower price.
- The TWX is a complete family - Three sizes with both glass and polycarbonate lenses. This will meet all the customer's requirements, replacing anything from CFL all the way up to 400W HID.
- Rather than re-using glass lenses that were designed for HID lamps, The TWX family uses new lenses that take advantage of the small size of LEDs. This allows us to reduce the size of the lens and provide a better light distribution at the same time. It also eliminates any direct glare from LEDs that is typical of lesser products.
- Best yet, the TWX LED wall pack family is entirely made in North America. Leveraging Acuity's glass plant in Newark, Ohio. Not only does this assure a responsive supply chain, but it also allows the products to be fully configurable with a choice of CCT's, voltages, photo-controls and finishes.

# The Lithonia Lighting® TWX LED: Product Video





# Current Family of Non-Cutoff Wall Packs



## TWS LED

- 2,100 lumens
- Photocell
- MVOLT
- Polycarbonate

## TWR1 LED

- 6,200 lumens
- ALO
- MVOLT & 347V
- Glass

## TWR2 LED

- 11,800 lumens
- ALO
- MVOLT & 347V
- Glass

## TWH/TWP LED

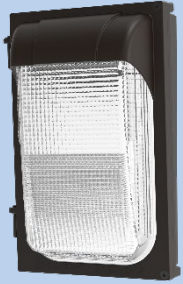
- 9,200 / 5,200 lumens
- ALO
- MVOLT & 347V
- Glass & Polycarbonate

## Huge Opportunity for Improvement...



And who better than Lithonia Lighting to re-invent the wall pack category?

# All-New TWX Family: Available Now!



## TWX1 LED

- 2,950 Lumens
- MVOLT
- ALO Option
- Glass and Polycarbonate Lenses



## TWX2 LED

- 6,850 Lumens
- MVOLT and 347V
- ALO Option
- Glass and Polycarbonate Lenses



## TWX3 LED

- 13,850 Lumens
- MVOLT and 347V
- ALO Option
- Glass and Polycarbonate Lenses

# All-New TWX Family – Made in North America

A modern take  
on a classic design

Shielded LED source reduces  
brightness while delivering  
best-in-class forward throw

Same footprint as HID  
glass wall packs –  
covers stains

Lithonia ALO for  
greater flexibility

Removable hinged  
door for easy  
installation

Optimized prismatic  
glass lens made in Acuity's  
Newark, Ohio plant

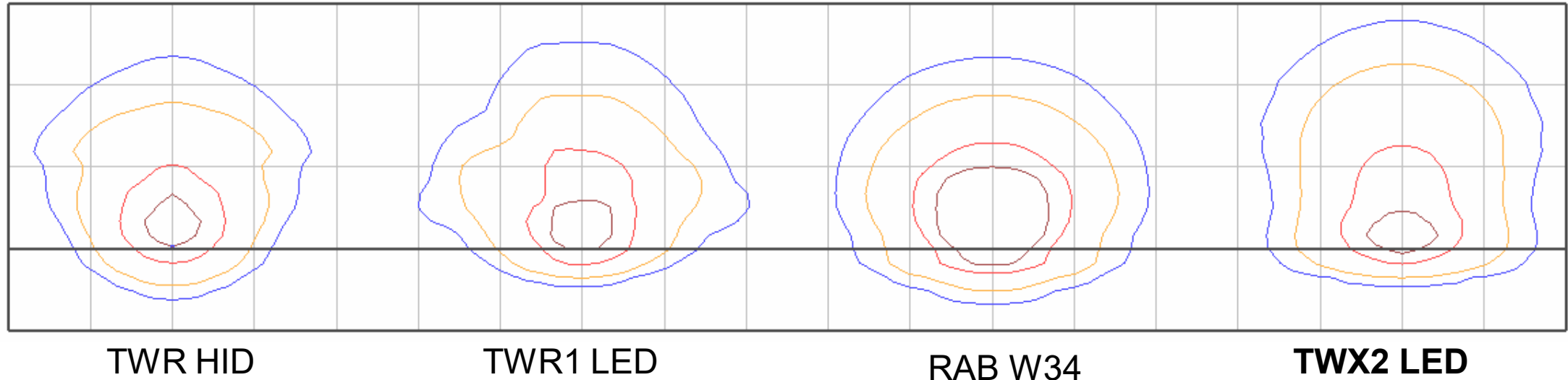




# Hybrid Reflector / Refractor Optics



# TWX Product Differentiation: Superior Performance



Lumens = 6,200  
 Mounting Height = 15 ft  
 Grid = 15 ft x 15 ft

# Adjustable Lumen Output (ALO)

## What it is:

A field adjustable light output device, allowing only one product to effectively replace a wide range of HID wall packs.



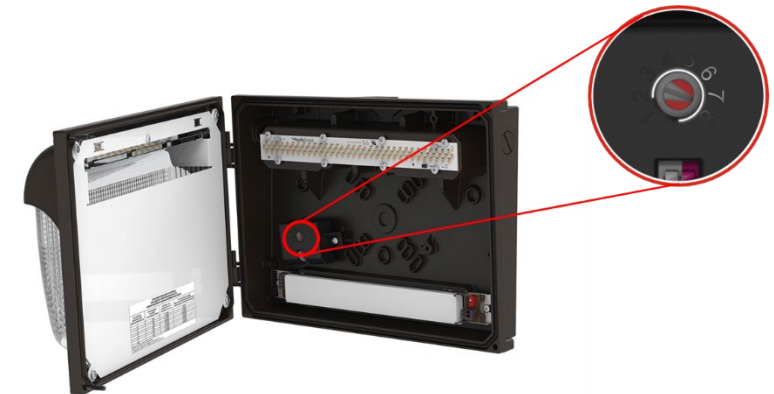
## Great for the Distributor

This one product will replace multiple SKU's, allowing for optimized inventory, service levels and shelf space. The ALO feature comes at no extra cost, so profitability is not affected.

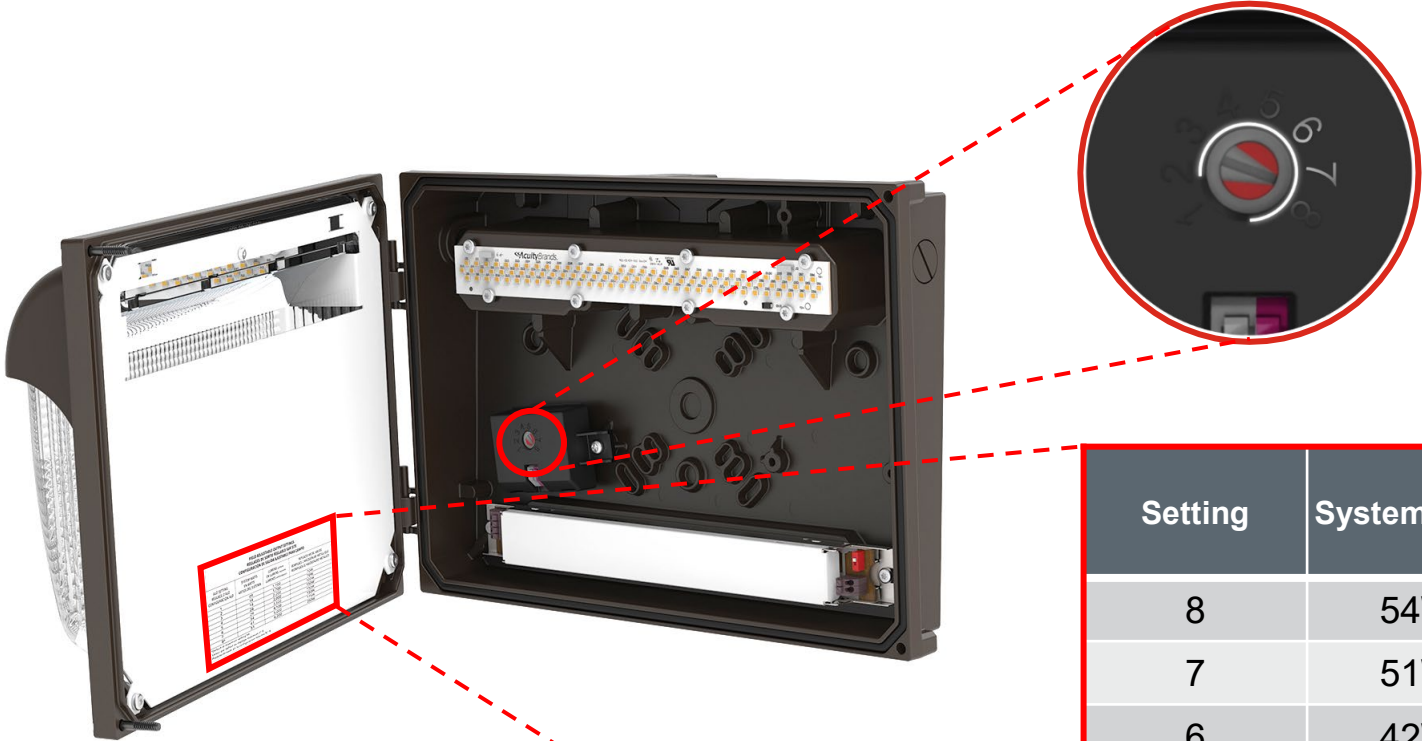
Product	Lumen Range
TWX1 LED ALO	600 – 2,950 Lumens
TWX2 LED ALO	1,450 – 6,850 Lumens
TWX3 LED ALO	2,900 – 13,850 Lumens

## Great for the Contractor

With the TWX LED ALO, contractors only have to buy and carry one LED wall pack. Not only is this convenient, but they can easily adjust the light level to meet the needs of the site.



# Adjustable Lumen Output (ALO)



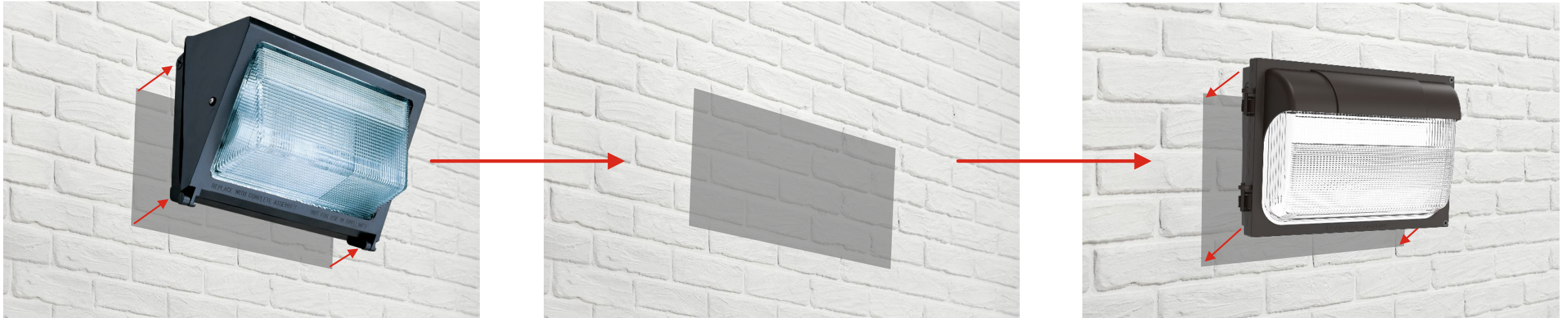
Setting	System Watts	Lumen Output	Replaces Metal Halide
8	54W	6,850	250W
7	51W	6,550	
6	42W	5,650	150/175W
5	36W	4,900	
4	28W	4,050	
3	22W	3,200	100W
2	14W	2,200	70W
1	9W	1,450	

# The Stain is the Pain...



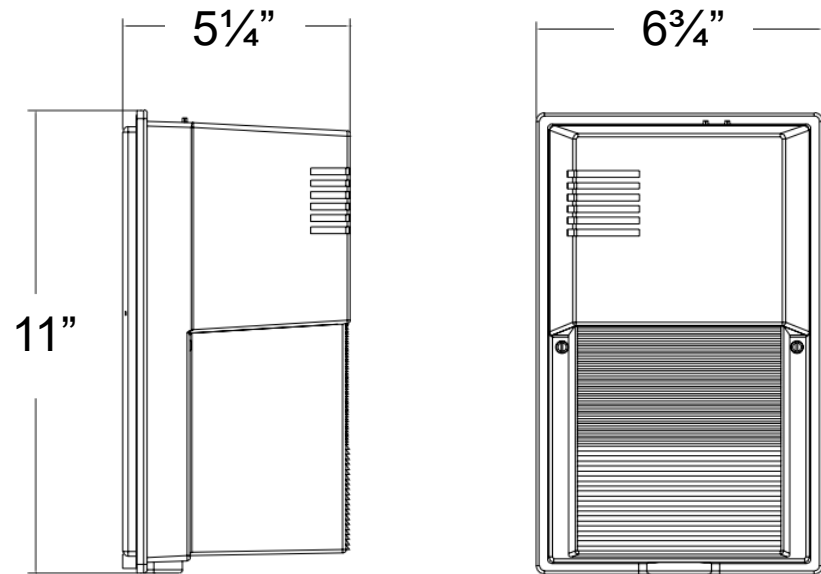


# Covering the Stain for an Attractive Installation

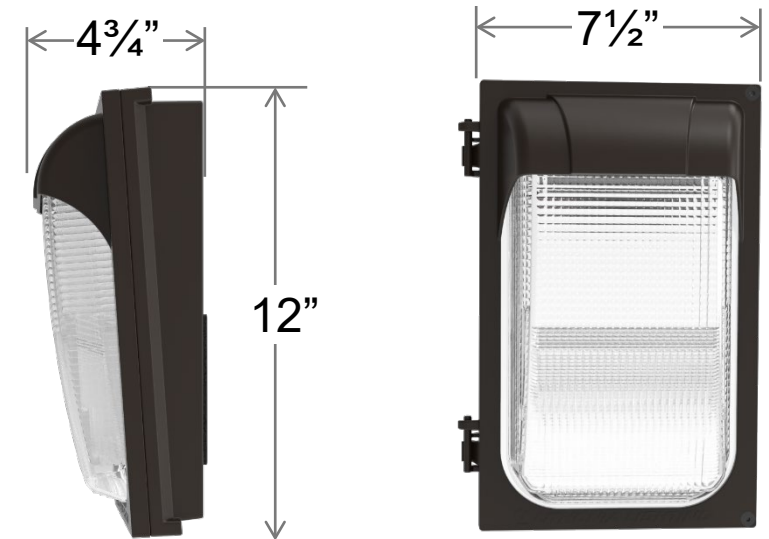


The TWX has a similar footprint as the installed base of HID wall packs

# TWX1 LED: More Attractive, Same Footprint

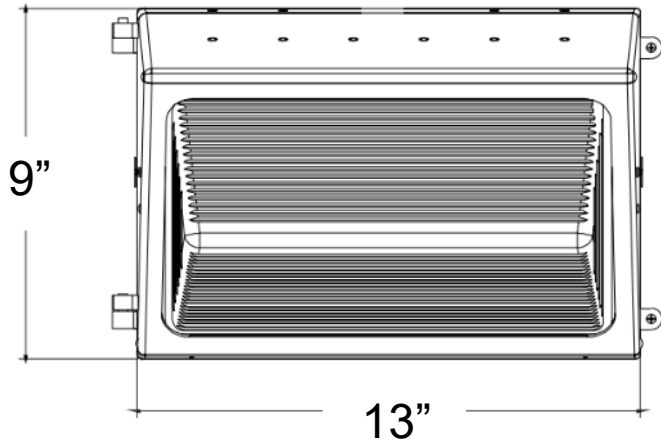


Old TWS

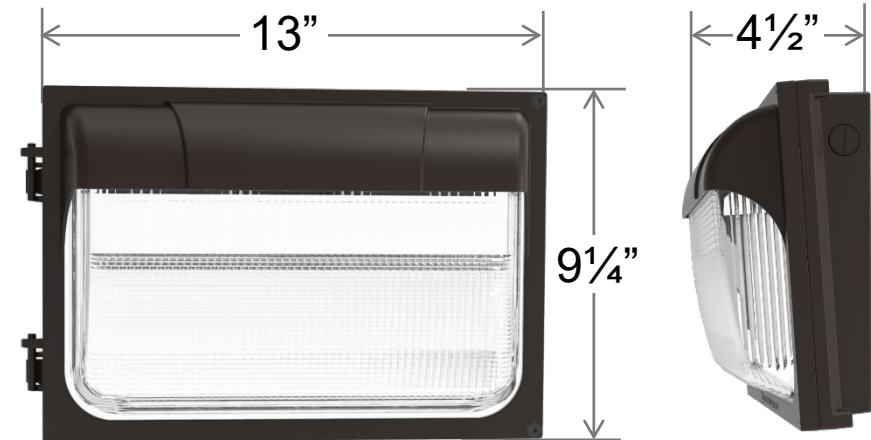
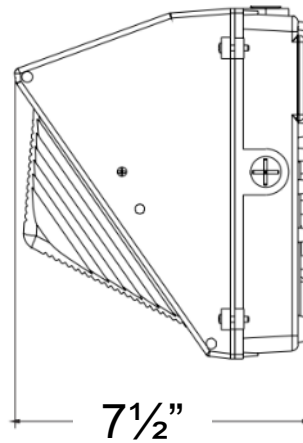


New TWX1

# TWX2 LED: More Attractive, Same Footprint



Old TWR1

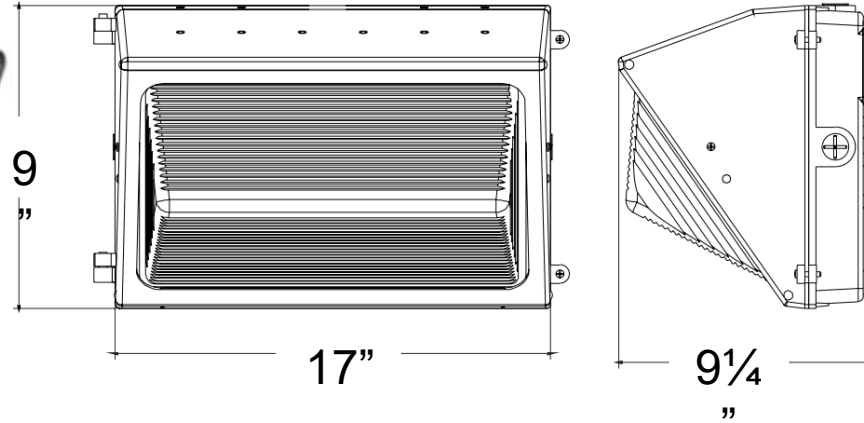


New TWX2

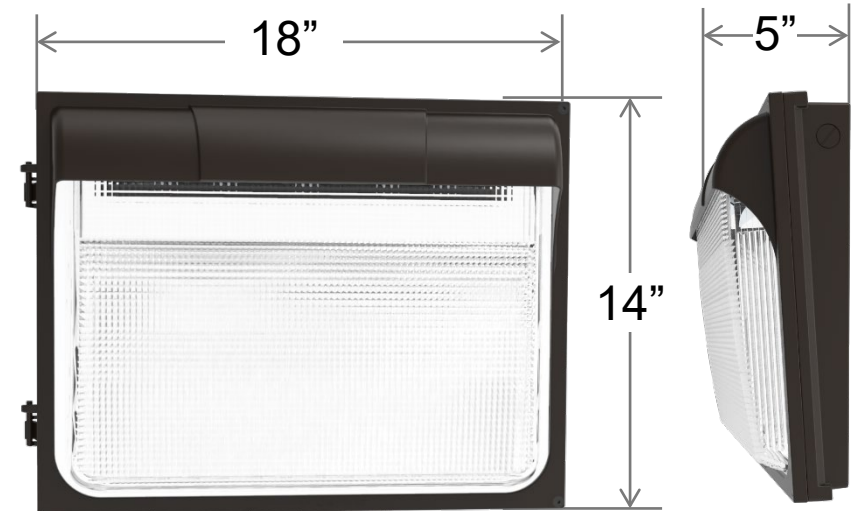
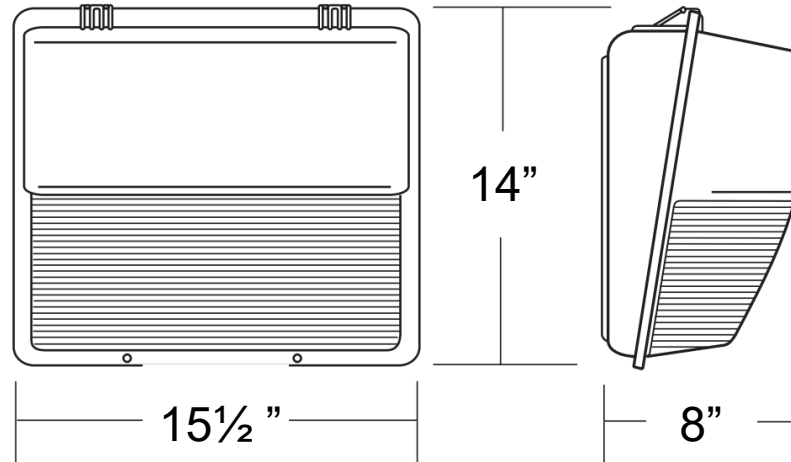
# TWX3 LED: More Attractive, Footprint Covers Both Sizes



Old TWR2



Old TWH



New TWX3

# Product Consolidation Strategy

Current	TWX LED
TWS LED	TWX1 LED ALO
TWR1 LED ALO	TWX2 LED ALO
TWR2 LED ALO	TWX3 LED ALO
TWH LED ALO	
TWP LED ALO	

## Note:

- TWS, TWR1 and TWR2 will be discontinued once stocks are depleted.
- TWX will be available with both glass and vandal-resistant polycarbonate (Mar'21) lenses





# TWX LED ALO Stock Offering (4000K & 5000K)

## Standard

Product	Lumen Package	Lumens	Supply Chain (4000K & 5000K)
TWX1	ALO	2,950	Stock (5 DC's)
TWX2	ALO	6,850	Stock (5 DC's)
TWX3	ALO	13,850	Stock (5 DC's)

## With Photocell

Product	Lumen Package	Lumens	Supply Chain (4000K & 5000K)
TWX1	P2 (5000K only)	2,950	Stock (5 DC's)
TWX2	ALO	6,850	Stock (5 DC's)
TWX3	ALO	13,850	Stock (5 DC's)



# TWX LED Fixed Output Offering

Product	Lumen Package	Lumens	Wattage	DLC	Supply Chain (4000K & 5000K)
TWX1	P1	1,600	11W	Premium	5 days
	P2	2,950	22W	Premium	5 days
TWX2	P1	3,250	23W	Premium	5 days
	P2	4,400	32W	Premium	Stock (3 DC's)
	P3	5,250	39W	Standard	5 days
	P4	6,850	54W	Standard	5 days
TWX3	P1	8,800	65W	Standard	5 days
	P2	10,650	79W	Standard	5 days
	P3	12,900	97W	Standard	5 days
	P4	13,850	108W	Standard	5 days

# Crossover Matrix

	Old Description	CI-Code	UPC Code	New Description	CI-Code	UPC Code
TWS	TWS LED P1 50K MVOLT PE DDB M4	*249NF2	191723952063	TWX1 LED P2 40K MVOLT PE DDBTXD	*270J21	194995034444
	New addition →			TWX1 LED ALO 50K MVOLT DDBTXD	*268TUF	194994620457
	New addition →			TWX1 LED ALO 40K MVOLT DDBTXD	*268TUH	194994620464
TWR1	TWR1 LED ALO 40K 347 DDBTXD	*254X9X	193047637329	TWX2 LED ALO 40K 347 DDBTXD	*268TUL	194994620471
	TWR1 LED ALO 40K MVOLT DDBTXD	*254X97	193047637084	TWX2 LED ALO 40K MVOLT DDBTXD	*268TUM	194994620488
	TWR1 LED ALO 40K MVOLT PE DDBTXD	*254XA8	193047637497	TWX2 LED ALO 40K MVOLT PE DDBTXD	*268TUN	194994620402
	TWR1 LED ALO 50K 347 DDBTXD	*254XC6	193047637749	TWX2 LED ALO 50K 347 DDBTXD	*268TUP	194994620570
	TWR1 LED ALO 50K MVOLT DDBTXD	*254XC1	193047637718	TWX2 LED ALO 50K MVOLT DDBTXD	*268TUR	194994620495
	TWR1 LED ALO 50K MVOLT PE DDBTXD	*254XCJ	193047637831	TWX2 LED ALO 50K MVOLT PE DDBTXD	*268TUS	194994620501
	TWR1 LED P2 40K MVOLT DDBTXD M2	*261M5N	191723489903	← No stock replacement. Equivalent configuration can be order as Made-To-Order item		
	TWR1 LED P2 50K MVOLT DDBTXD M2	*261M5R	191723489927	TWX2 LED P2 50K MVOLT DDBTXD	*268TUU	194994620587







# Crossover Matrix - Continued

	Old Description	CI-Code	UPC Code	New Description	CI-Code	UPC Code
TWR2	TWR2 LED ALO 40K 347 DDBTXD	*252YAF	193047218412	TWX3 LED ALO 40K 347 DDBTXD	*268TUX	194994620426
	TWR2 LED ALO 40K 347 PE DDBTXD	*252YAG	193047218498	← No stock replacement. Equivalent configuration can be order as Made-To-Order item		
	TWR2 LED ALO 40K MVOLT DDBTXD	*252YAU	193047218542	TWX3 LED ALO 40K MVOLT DDBTXD	*268TUY	194994620594
	TWR2 LED ALO 40K MVOLT PE DDBTXD	*252YAA	193047218405	TWX3 LED ALO 40K MVOLT PE DDBTXD	*268TV0	194994620600
	TWR2 LED ALO 50K 347 DDBTXD	*252YAK	193047218481	TWX3 LED ALO 50K 347 DDBTXD	*268TV1	194994620532
	TWR2 LED ALO 50K 347 PE DDBTXD	*252YAR	193047218535	← No stock replacement. Equivalent configuration can be order as Made-To-Order item		
	TWR2 LED ALO 50K MVOLT DDBTXD	*252YAV	193047218627	TWX3 LED ALO 50K MVOLT DDBTXD	*268TV2	194994620549
	TWR2 LED ALO 50K MVOLT PE DDBTXD	*252YAN	193047218443	TWX3 LED ALO 50K MVOLT PE DDBTXD	*268TV3	194994620433
TWH	TWH LED 30C 50K	*217PLX	753573897033	TWX3 LED ALO 40K MVOLT DDBTXD	*268TUY	194994620594
	TWH LED ALO 40K	*265A1X	191848355251			
	TWH LED ALO 40K T3M MVOLT DDBXD	*2510TC	191848495339			
	TWH LED ALO 40K T3M MVOLT PE DDBXD	*2581XX	193048045956	TWX3 LED ALO 40K MVOLT PE DDBTXD	*268TV0	194994620600
	TWH LED ALO 50K	*265A24	191848355329	TWX3 LED ALO 50K MVOLT DDBTXD	*268TV2	194994620549
	TWH LED ALO 50K T3M MVOLT PE DDBXD	*2590KV	193048151046	TWX3 LED ALO 50K MVOLT PE DDBTXD	*268TV3	194994620433



# Stock Product List – 4000K

Note: All products in stock are DDBTXD (Textured Dark Bronze)




	Description	Photocell	CI Code	UPC Code	In Stock?					
					Georgia (SEDC)	California (WRDC)	Canada (CDC)	Illinois (MWDC)	Penn. (NEDC)	Texas (SWDC)
TWX1	TWX1 LED P2 40K MVOLT <b>PE</b> DDBTXD 	Yes	*270J21	194995034444	Yes	Yes	Yes	Yes	Yes	Yes
	TWX1 LED ALO 40K MVOLT DDBTXD 	-	*268TUH	194994620464	Yes	Yes	Yes	Yes	Yes	Yes
TWX2	TWX2 LED ALO 40K MVOLT DDBTXD 	-	*268TUM	194994620488	Yes	Yes	Yes	Yes	Yes	Yes
	TWX2 LED ALO 40K MVOLT <b>PE</b> DDBTXD	Yes	*268TUN	194994620402	-	Yes	-	Yes	Yes	-
	TWX2 LED ALO 40K 347 DDBTXD	-	*268TUL	194994620471	-	-	Yes	-	-	-
TWX3	TWX3 LED ALO 40K MVOLT DDBTXD 	-	*268TUY	194994620594	Yes	Yes	Yes	Yes	Yes	Yes
	TWX3 LED ALO 40K MVOLT <b>PE</b> DDBTXD	Yes	*268TV0	194994620600	-	Yes	-	Yes	-	Yes
	TWX3 LED ALO 40K 347 DDBTXD	-	*268TUX	194994620426	-	-	Yes	-	-	-





# Stock Product List – 5000K

Note: All products in stock are DDBTXD (Textured Dark Bronze)

	Description	Photocell	CI Code	UPC Code	In Stock?					
					Georgia (SEDC)	California (WRDC)	Canada (CDC)	Illinois (MWDC)	Penn. (NEDC)	Texas (SWDC)
<b>TWX1</b>	TWX1 LED ALO 50K MVOLT DDBTXD 	-	*268TUF	194994620457	Yes	Yes	Yes	Yes	Yes	Yes
<b>TWX2</b>	TWX2 LED P2 50K MVOLT DDBTXD	-	*268TUU	194994620419	Yes	Yes	-	-	-	-
	TWX2 LED ALO 50K MVOLT DDBTXD 	-	*268TUR	194994620488	Yes	Yes	Yes	Yes	Yes	Yes
	TWX2 LED ALO 50K MVOLT PE DDBTXD	Yes	*268TUS	194994620402	-	Yes	-	Yes	-	Yes
	TWX2 LED ALO 50K 347 DDBTXD	-	*268TUP	194994620471	-	-	Yes	-	-	-
<b>TWX3</b>	TWX3 LED ALO 50K MVOLT DDBTXD 	-	*268TV2	194994620594	Yes	Yes	Yes	Yes	Yes	Yes
	TWX3 LED ALO 50K MVOLT PE DDBTXD	Yes	*268TV3	194994620600	-	Yes	-	Yes	Yes	-
	TWX3 LED ALO 50K 347 DDBTXD	-	*268TV1	194994620426	-	-	Yes	-	-	-



## Available Options

Lumen Package	Color Temperature	Voltage	Options	Color Finish (Glossy / Textured)
<b>TWX1</b> P1 – 1,600 lumens P2 / ALO – 2,950 lumens  <b>TWX2</b> P1 – 3,250 lumens P2 – 4,400 lumens P3 – 5,250 lumens P4 / ALO – 6,850 lumens  <b>TWX3</b> P1 – 8,800 lumens P2 – 10,650 lumens P3 – 12,900 lumens P4 / ALO – 13,850 lumens	<b>3000K</b> (80 CRI)  <b>4000K</b> (80 CRI)  <b>5000K</b> (80 CRI)	<b>MVOLT</b>  <b>347V</b>	Photocell	Dark Bronze  White  Black  Natural Aluminum
<b>Made in North America means the TWX is highly configurable! 5-day factory lead times for configured products</b>				



# Multiple Finish Options



Dark Bronze



Black

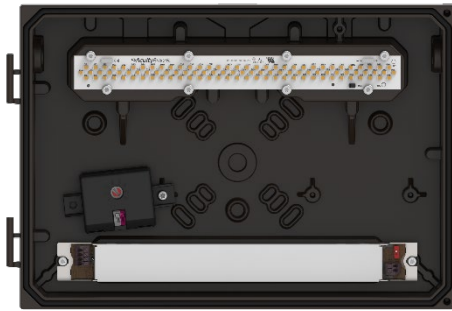


White



Natural Aluminum

# Easy Installation



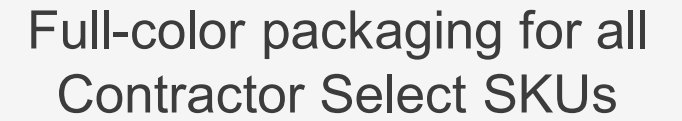
1. Install the back housing and complete the wiring connections.



2. Attach the door to the housing.



3. Close the door and tighten the two closing screws.







Thank You