

DOTIVATION[®]

MERCHANDISING THAT MAKES THINGS HAPPEN!



SATCO LIGHTING SOLUTIONS



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

PANEL 1			
LOCATION: A			
PRODUCT #: 60-7371 W: 6.00" H: 15.00" EXT: 7.25"			
PRICE: \$135.99			
PANEL 2			
LOCATION: A	LOCATION: B		
PRODUCT #: 62-1619 W: 6.00" H: 12.00" EXT: 5.75"	PRODUCT #: 60-7543 W: 6.00" H: 14.00" EXT: 3.75"		
PRICE: \$147.99	PRICE: \$103.99		
PANEL 3			
LOCATION: A	LOCATION: B	LOCATION: C	LOCATION: D
PRODUCT #: 62-1654 W: 5.30" H: 13.00" EXT: 5.38"	PRODUCT #: 65-686 W: 7.30" EXT: 13.62" DIA: 9.10"	PRODUCT #: 65-712 W: 8.10" H: 4.50" EXT: 8.80"	PRODUCT #: 65-718 W: 8.10" H: 4.50" EXT: 8.80"
PRICE: \$147.99	PRICE: \$103.99	PRICE: \$62.99	PRICE: \$62.99
PANEL 4	LOCATION: B	LOCATION: C	LOCATION: D
PANEL 4			
PANEL 4 LOCATION: A PRODUCT #: 62-1654	LOCATION: B PRODUCT #: 65-686	LOCATION: C PRODUCT #: 65-712	LOCATION: D PRODUCT #: 65-718
PANEL 4 LOCATION: A PRODUCT #: 62-1654 WI S30* H: 13.00* EXT: 5.38* PRICE: \$147.09	LOCATION: B PRODUCT #: 65-686 W: 7.30* EXT: 15.42* DIA: 9.10*	LOCATION: C PRODUCT #: 65-712 W: 8.10" H: 4.50" EXT. 8.80"	LOCATION: D PRODUCT #: 65-718 W: 830" H: 4.50" EXT. 8.80"
PANEL 4 LOCATION: A PRODUCT II: 62-654 W: 5.107 H: 13.007 EXT: 5.307 PRICE: 517.09	LOCATION: 8 PRODUCT #: 65-686 W: 320* EXT: 33.42* Dia: 63.0* PRICE: \$103.59	LOCATION: C PRODUCT #: 65-712 W 859*H: 4.50*80*80*80 PRICE: 55209	LOCATION: D PRODUCT #: 65-718 W. 830* H: 4.50* EXT: 880* PRICE: 552.99
PANEL 4 LOCATION: A PRODUCT II: 62-1654 WI: 530°HI II:00° EXT: 538° PRICE: 5147599 PANEL 5 LOCATION: A	LOCATION: 8 PRODUCT #: 65-66 w: 230*Ect: 31.42*Dia.93* PRICE: \$103.59 LOCATION: B	LOCATION: C PRODUCT #: 05-712 W 849* H: 440* PX1: 849* PRICE: 362.09 LOCATION: C	LOCATION: D PRODUCT #: 65-78 w: 830* H.450* Ext. 840* PRICE: 352:99 LOCATION: D
PANEL 4 LOCATION: A PRODUCT II: 62-654 W: 5.107 H: 13.007 EXT: 5.307 PRICE: 517.09	LOCATION: 8 PRODUCT #: 65-686 W: 320* EXT: 33.42* Dia: 63.0* PRICE: \$103.59	LOCATION: C PRODUCT #: 65-712 W 859*H: 4.50*80*80*80 PRICE: 55209	LOCATION: D PRODUCT #: 65-718 W. 830* H: 4.50* EXT: 880* PRICE: 552.99
DANEL 4 LOCATION: A PRODUCT #: 62-1654 w: 5.00*H: 13.00* EXT: 5.38* PRICE: \$147,009 PANEL 5 LOCATION: A PRODUCT #: 62-1654	LOCATION: 8 PRODUCT #: 65-686 w:30* EXT 184* 04: 93* PRICE: \$105.99 PRICE: \$105.99 LOCATION: 8 PRODUCT #: 65-686	LOCATION: C PRODUCT #: 65-712 #85* H: 454* EXT: 889* PRICE: \$52.09 PRICE: \$52.09 LOCATION: C PRODUCT #: 65-712	LOCATION: D PRODUCT #: 65-78 W. 830* H.4.50* EXT. 840* PRICE: 552.99
ANEL 4 LOCATION: A PRODUCT 21: 62-1654 W.S.107 H. 1000 EXT. 5.38* PRICE: 5147209 CANEL 5 LOCATION: A PRODUCT 21: 62-1654 W.S.107 H. 1007 EXT. 5.8*	LOCATION: 8 PRODUCT #: 65-68 with the fact to 142* Dut 93* PRICE: \$103.99 LOCATION: 8 PRODUCT #: 65-686 with the fact 904 50*	LOCATION: C PRODUCT #: 65-712 W 165* H. 450* NTE 8.80* PRICE: 552.99 LOCATION: C PRODUCT #: 65-712 W 160* H. 450* EXT. 840*	LOCATION: D PRODUCT #: 65-78 w.80* H.4.5* ET.8.8* PRICE: 552.99 LOCATION: D PRODUCT #: 65-718 w.80* H.4.5* EXT.8.8*
PANEL 4 LOCATION: A PRODUCT: B: 52/951 W: 530°H: 11:00° EXT: 530° PROCE: 5147.599 LOCATION: A PRODUCT: 8:07-1654 W: 530°H: 14:00° EXT: 530° PROCE: 5147.09	LOCATION: 8 PRODUCT # (5-646 W 7.20* DRT 9.3.2* Du. 9.0* PRICE: \$103.5*9 LOCATION: 8 PRODUCT # (5-6466 W 7.24* DRT 9.4* 9.0* PRICE: \$103.5*9	LOCATION: C PRODUCT #: 65-712 W 165* H. 450* NTE 8.80* PRICE: 552.99 LOCATION: C PRODUCT #: 65-712 W 160* H. 450* EXT. 840*	LOCATION: D PRODUCT #: 65-78 w.80* H.4.5* ET.8.8* PRICE: 552.99 LOCATION: D PRODUCT #: 65-718 w.80* H.4.5* EXT.8.8*
DANEL 4 LICATION A PRODUCT IN 62-9654 WILSON THE CONSTRUCT PRICE 5147.09 PANEL 5 PRICE 5147.09 PRICE 5147.09 PRICE 5147.09 PRICE 5147.09 PRICE 5147.09	LOCATION: 8 PRODUCT # 65-686 w: IJbr (xt: 342-044.897 PRICE: 100599 ILOCATION: 8 PRODUCT # (5-666 w: 2457 bit (447-044.897 PRICE: 100599 LOCATION: 8	LOCATION: C PRODUCT # (5-712 W 829' # 4 69' EXT 188'' PRICE 192399 LOCATION: C PRODUCT # (5-712) W 829' # 4 69' EXT 189'' PRICE 193399 LOCATION: C	LOCATION: D PRODUCT #: 65-78 W 8.91" H 4.91" ET 8.80" FRICE: 542.99 LOCATION: D PRODUCT #: 65-78 W 8.92" H 4.91" ET 8.91" PRODUCT #: 65-78 W 8.92" H 4.91" ET 8.91" PRODUCT #: 65-78 N 9.92" ET 8.91" PRODUCT #: 65-78 N 9.92" ET 8.91" LOCATION: D
PANEL 4 LOCATION: A PRODUCT: B: 2:0554 W.S.SP'H LLOP ERT. SIP PROLECT: 5:057 DANEL 5 LOCATION: A PROUCT: B: 2:07164 W.S.SP'H LLOP ERT. SIP PROLECT: 5:1709	LOCATION: 8 PRODUCT # (5-646 W 7.20* DRT 9.3.2* Du. 9.0* PRICE: \$103.5*9 LOCATION: 8 PRODUCT # (5-6466 W 7.29* DRT 9.4* 9.0* PRICE: \$103.5*9	LOCATION: C PRODUCT #(65-712 W 829'H-459'ET.489' PRICE: \$45299 LOCATION: C PRODUCT #(65-712 W 829'H-439'ET.889' PRICE: \$4299	LOCATION: D PRODUCT #: 65-7/8 W: 819" H: 439" EXT. 849" PRICE: \$52.99 LOCATION: D PRODUCT #: 65-7/8 W: 619" H: 459" EXT. 849" PRICE: \$42.99

IEL 2

DUCT #: 62-1619 PRODUCT #: 60-7543 Loon H: 1200 * EXT: 535* W: 6.00 * H: 14:00 * EXT: 575* CE: \$147,09 PRICE: \$103,09

 Incontrols: A
 LOCATION: B
 LOCATION: C
 LOCATION: D

 PRODUCT #: 05-1054
 PRODUCT #: 05-688
 PRODUCT #: 05-772
 PRODUCT #: 05-773

 W 8.30* H1.50* EDT: 8.38*
 W.730* EDT: 8.34* 04-30*
 W.81* H1.40* EDT: 815* 713
 W.81* H1.40* EDT: 815* 713

 PRICE_\$147.49\$
 PRICE_\$147.59\$
 PRICE_\$147.59\$
 PRICE_\$147.59\$
 PRICE_\$147.59\$

 VATEL 2
 LOCATION: B
 LOCATION: C
 LOCATION: D

 DECATION: R 62-9554
 PRODUCT # 65-965
 PRODUCT # 65-978
 PRODUCT # 65-978

 VISISH INFO POLICE # 100-100
 PRICE 100-100
 PRICE 100-100
 PRICE 100-100

 PRICE 3147.99
 PRICE 100-19
 PRICE 162-200
 PRICE 162-200

 PAREL 5
 LOCATION: B
 LOCATION: C
 LOCATION: D

 DECATION: A
 LOCATION: B
 LOCATION: C
 LOCATION: D

 PRODUCT R: 02:064
 PRODUCT R: 05:702
 PRODUCT R: 05:772
 PRODUCT R: 05:772

 M SUPH 1009 TH: SUP
 W120 EXT 11:26*(04.000)
 PRODUCT R: 05:772
 PRODUCT R: 05:772

 PROLES 15:0359
 PRICE 15:03:59
 PRICE 15:03:59
 PRICE 15:03:59

i ———

ANEL 1

 LOCATION: A
 LOCATION: B
 LOCATION: C
 LOCATION: C

 PRODUCT #: 62-664
 PRODUCT #: 65-678
 PRODUCT #: 65-772
 PRODUCT #: 65-772

 V8.507 H: LIGO* EXT.538*
 W1.207 K: LISO* H: S00* H: S00*



An Easy System That Helps!

Use the provided printed number and letter stickers to indicate what is on each panel. Make sure the stickers match what you have printed on the graphic template.

- a. The number stickers are for numbering the panels.
- b. The letter stickers are for indicating the actual fixtures on the panels.



The numbering system and red frame are included with solid panels. Easily print your product selection guide and slip into the red frame.

11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B	12345678910
31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 A B C D<	11 12 13 14 15 16 17 18 19 20
41 42 43 44 45 46 47 48 49 50 A B C D A B C <	21 22 23 24 25 26 27 28 29 30
A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A	31 32 33 34 35 36 37 38 39 40
A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D	41 42 43 44 45 46 47 48 49 50
A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D	ABCDABCDABCDABCD
A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D	ABCDABCDABCDABCD
A B C D A B C D A B C D A B C D A B C D A B C D A B C D A B C D	ABCDABCDABCDABCD
A B C D A B C D A B C D A B C D	ABCDABCDABCDABCD
	ABCDABCDABCDABCD
ABCDABCDABCDABCD	ABCDABCDABCDABCD
	ABCDABCDABCDABCD
(A B C) D A B C) D A B C) D A B C) D	ABCDABCDABCDABCD
ABCDABCDABCDABCD	ABCDABCDABCDABCD















A Flexible Solution For An Assortment of Fixtures





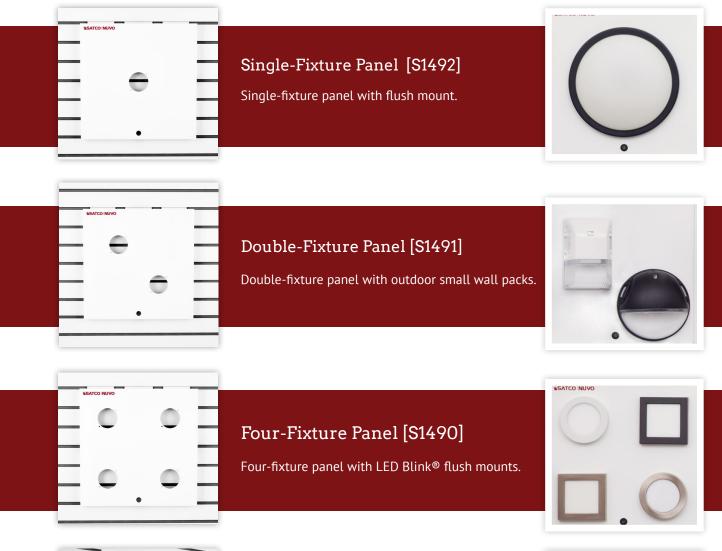


SATCO NUVO



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.





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.*





6" Filler Panel [S1498]

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

SSATCO NUVO	_

Solid Panel [S1493] Used for Fixture overhang and product selection guides 18"H x 18"L x 1.5"D

Included Accessories



Protective Back Plate

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

Switch



Wiring Harness

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



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.



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.





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.

SATCO' NUVO

SATCO NUVO

SATCO NUVO







SATCO[®] **NUVO**[®]

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.



SATCO NUVO

MOTIVATION®

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