



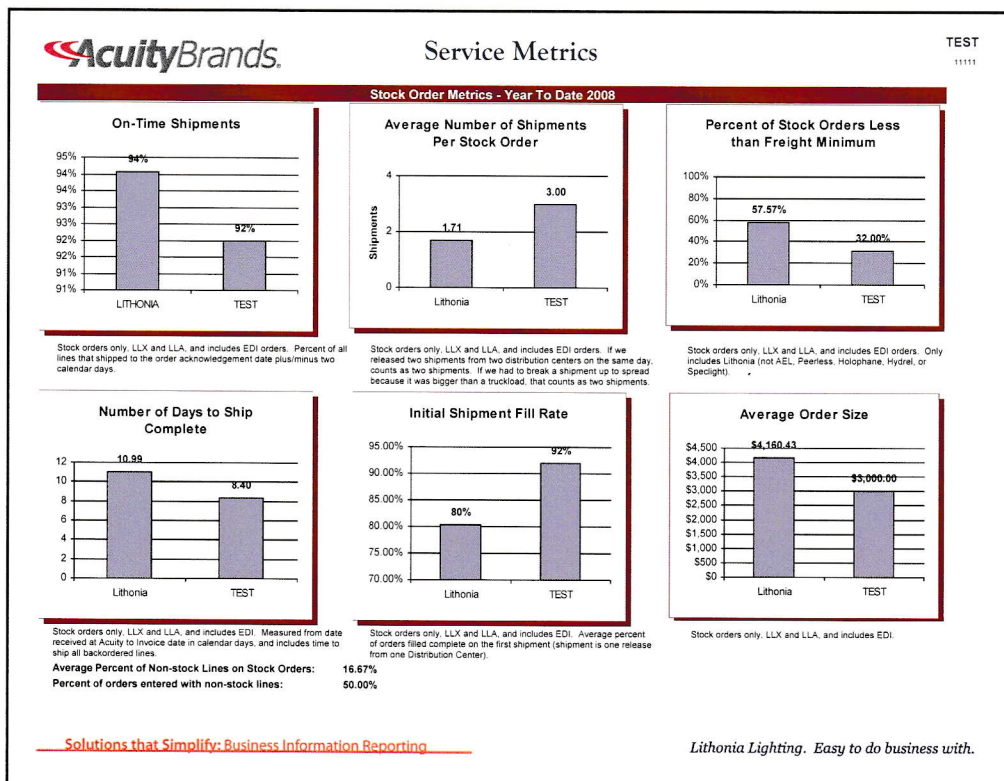
Customer Scorecards

GUIDE BOOK

The Customer Scorecard Service Metrics are currently available quarterly for a select group of customers. They can be requested through your RSVP in either hard copy or PDF format so long as the customer information is up-to-date with Revenue Realization. These metrics are available at the Regional, Local or Strategic levels and divisions for certain accounts are also available.

The Customer Scorecard includes the following categories of metrics:

- **Stock Order Metrics – Year to Date**
 - On-Time Shipments
 - Average Number of Shipments per Stock Order
 - Percent of Stock Orders Less than Freight Minimum
 - Number of Days to Ship Complete
 - Initial Shipment Fill Rate
 - Average Order Size





GUIDE BOOK

- Category Sales Performance – Year to Date
 - Stock
 - Job
 - Total

AcuityBrands. Category Sales Performance Through June 2008

TEST
11111

Category	Stock			Job			Total	
	CYTD 07	CYTD 08	% Change	CYTD 07 Job	CYTD 08 Job	% Change	CYTD 08 Total	% Change
Fluorescent	\$4,000.00	\$4,400.00	10.00%	\$40,000.00	\$44,000.00	10.00%	\$48,400.00	10.00%
Downlighting	\$2,000.00	\$2,200.00	10.00%	\$20,000.00	\$22,000.00	10.00%	\$24,200.00	10.00%
Emergency	\$3,000.00	\$3,300.00	10.00%	\$30,000.00	\$33,000.00	10.00%	\$36,300.00	10.00%
Indoor	\$2,500.00	\$2,750.00	10.00%	\$25,000.00	\$27,500.00	10.00%	\$30,250.00	10.00%
Outdoor	\$2,000.00	\$2,200.00	10.00%	\$20,000.00	\$22,000.00	10.00%	\$24,200.00	10.00%
Other	\$300.00	\$330.00	10.00%	\$3,000.00	\$3,300.00	10.00%	\$2,620.00	10.00%

Total	Stock			Job			Total	
	CYTD 07	CYTD 08	% Change	CYTD 07 Job	CYTD 08 Job	% Change	CYTD 08 Total	% Change
	\$13,800.00	\$15,180.00	10.00%	\$138,000.00	\$151,800.00	10.00%	\$165,970.00	10.00%

*Other includes Hydrel, Peerless, Speclight and American Electric.

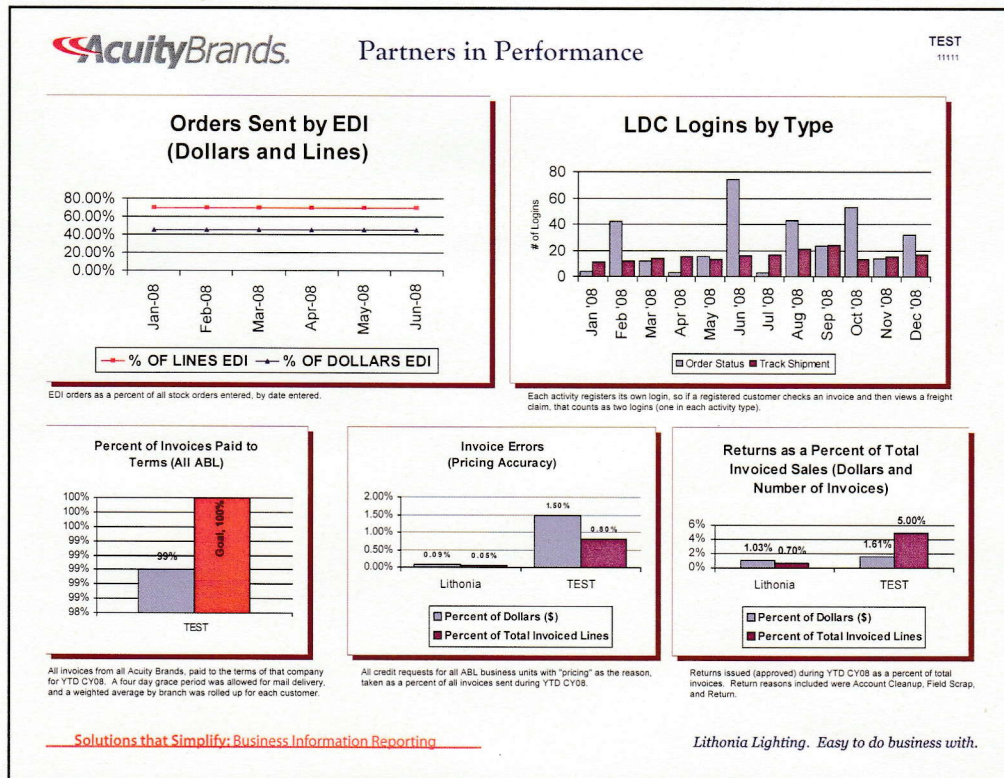
Solutions that Simplify Business Information Reporting

Lithonia Lighting. Easy to do business with.



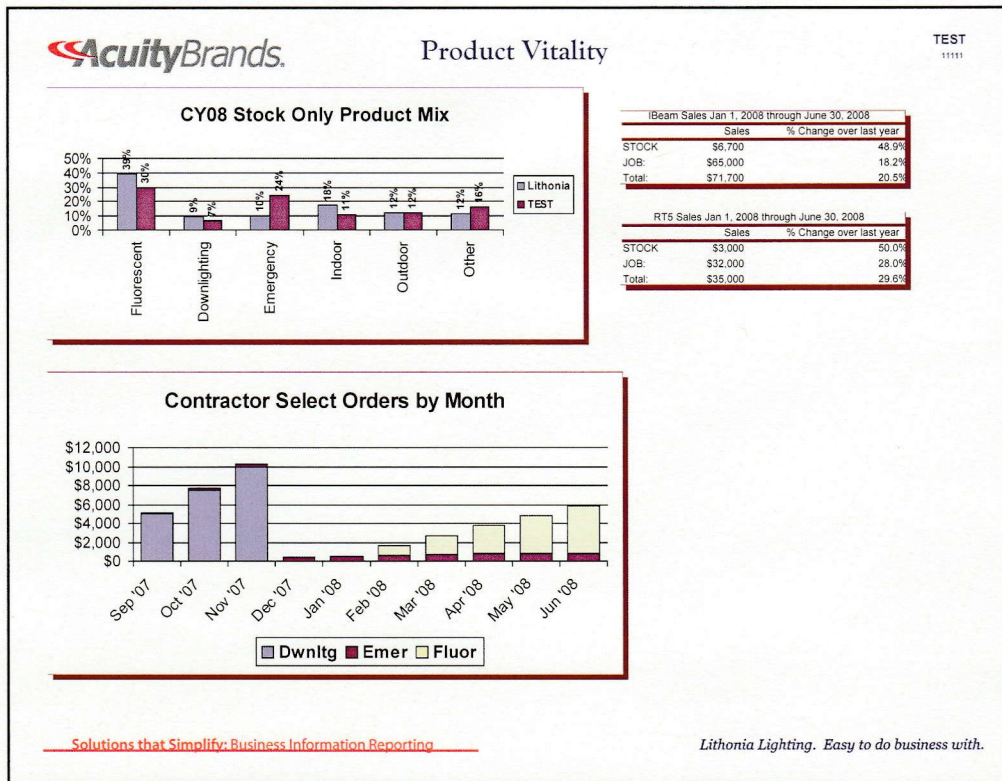
• **Partners in Performance**

- EDI Orders (dollars and lines)
- LDC Logins by Activity Type
- Percent of Invoices Paid to Terms (All ABL)
- Invoice Errors (Pricing Accuracy)
- Returns as a Percent of Total Invoiced Sales (Dollars and Number of Invoices)





- **Product Vitality**
 - Stock only Product Mix
 - Contractor Select Orders by Month





- Sales Performance
 - Five Year Sales Trend
 - Stock vs. Job Ratio

Sales Performance

TEST

11111

Five Year Sales Trend (In 000's)

Year	Total	JOB	STOCK
2003	40	30	10
2004	50	35	15
2005	60	40	20
2006	70	45	25
2007	80	55	25

CY07 Stock vs. Job Ratio

Company	STOCK	JOB
Lithonia	31.70%	68.30%
TEST	30.00%	70.00%

Calendar Year 2008 through June 30, 2008		
	Sales	% Change
STOCK	\$13,500	25.0%
JOB	\$31,500	20.0%
Total:	\$45,000	22.0%

Calendar Year 2007		
	Sales	% Change
STOCK	\$24,000	25.0%
JOB	\$56,000	20.0%
Total:	\$80,000	22.0%

Calendar Year 2006		
	Sales	% Change
STOCK	\$21,000	25.0%
JOB	\$49,000	20.0%
Total:	\$70,000	22.0%

Calendar Year 2005		
	Sales	% Change
STOCK	\$18,000	25.0%
JOB	\$42,000	20.0%
Total:	\$60,000	22.0%

Calendar Year 2004		
	Sales	% Change
STOCK	\$15,000	25.0%
JOB	\$35,000	20.0%
Total:	\$50,000	22.0%

*Totals are all ABL, including Hydrel, Peerless, Speclight, American Electric and National Accounts.
 **Does not include Holophane.

Solutions that Simplify Business Information Reporting

Lithonia Lighting. Easy to do business with.