

NEW & OLD OPTIONS FOR HIGHBAY RETROFITS

NEW OPTIONS FOR FASTER RETURNS!



WHY METAL HALIDE AND HPS (HID) SHOULD BE REPLACED?

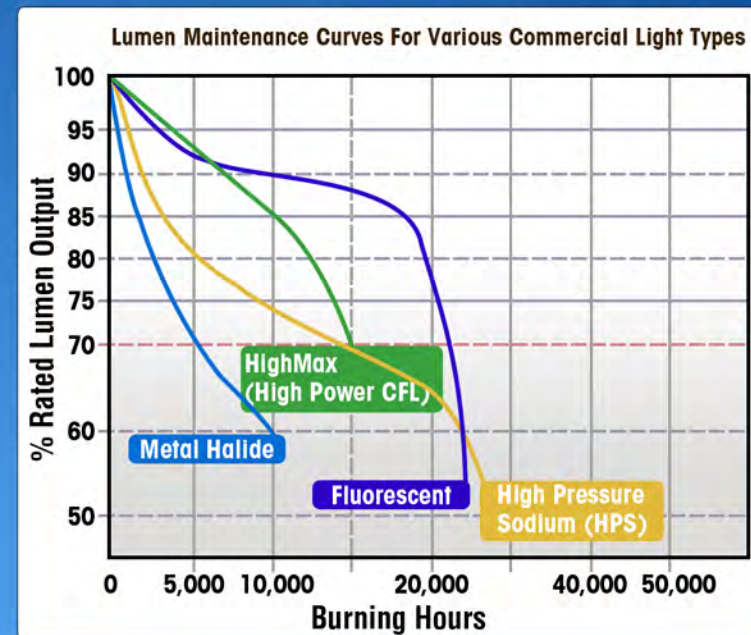
- They're Power Hungry
- Long restrike period
- Poor CRI
- Steep Lumen Depreciation



Metal Halide



High Pressure Sodium



TODAY'S ALTERNATIVE OPTIONS WHICH ARE RECEIVING A LOT OF ATTENTION!

LED:

- Simply not ready for 20' ceilings
- Major heat issues for operating the high power required



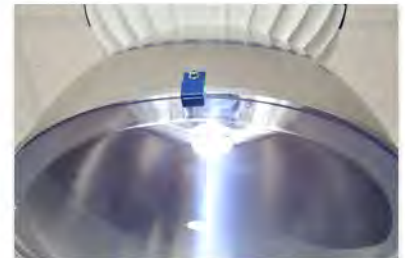
INDUCTION:

- High initial cost
- Long ROI
- No controls



PLASMA:

- Long way to go
- Heat issues
- Cost issues



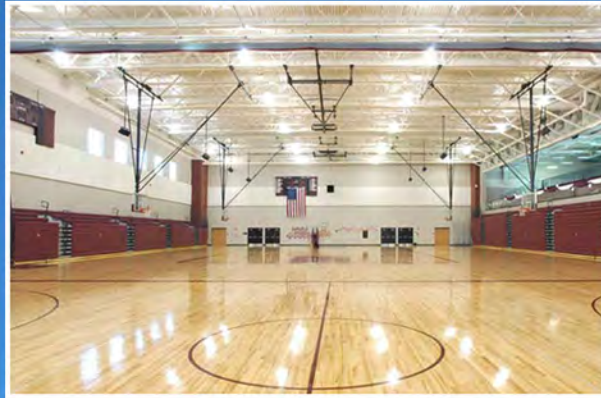
FOR THESE APPLICATIONS...



Warehouse's



Retail Spaces



Gymnasium's



Factories



Why High Power CFL?

- Best upright option with acrylic vs. T-Bay with slots
- Fastest ROI in the business
- Lower buy in cost
- Lower retrofit install cost

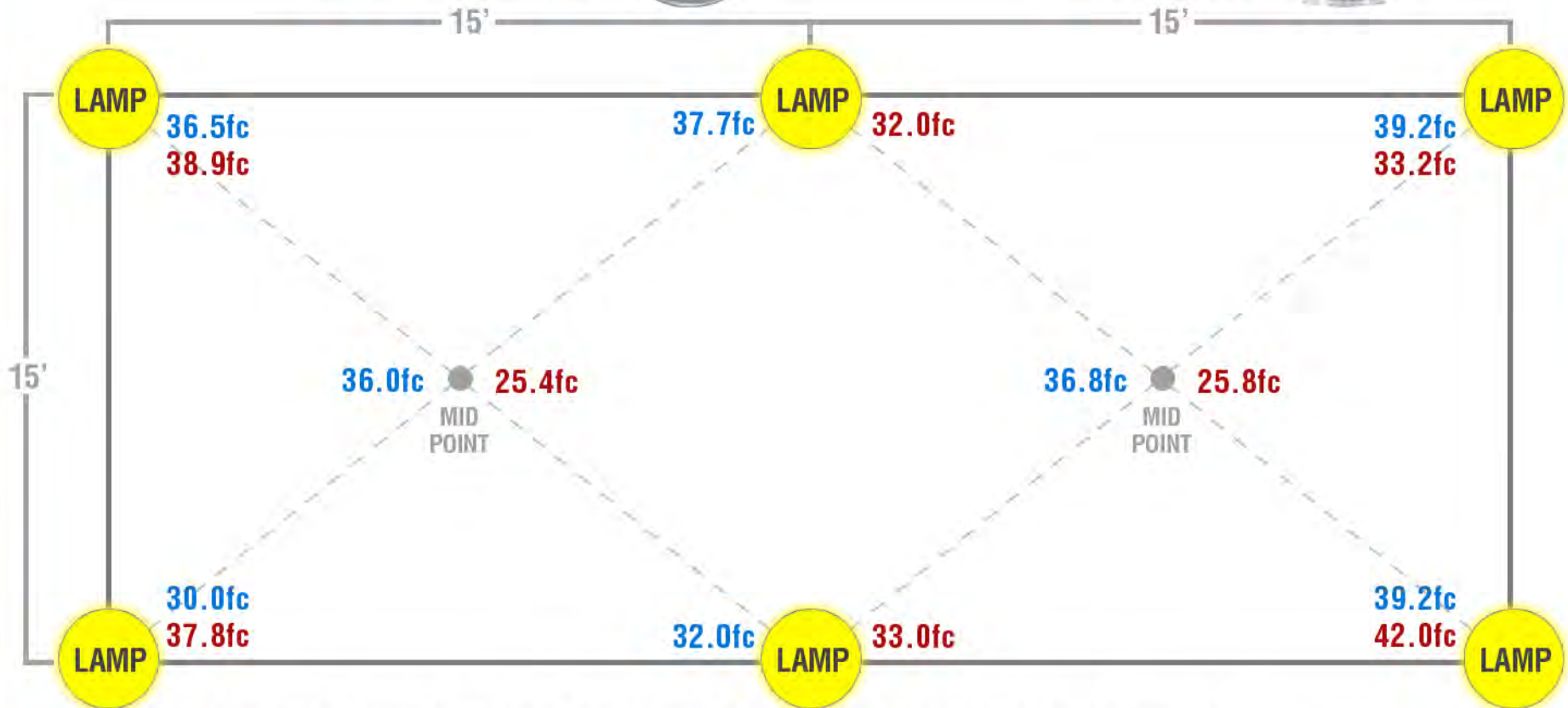


COMPARISON FOOT CANDLE READINGS

150 WATT
CFL WITH INNER REFLECTOR



400 WATT
METAL HALIDE LAMP



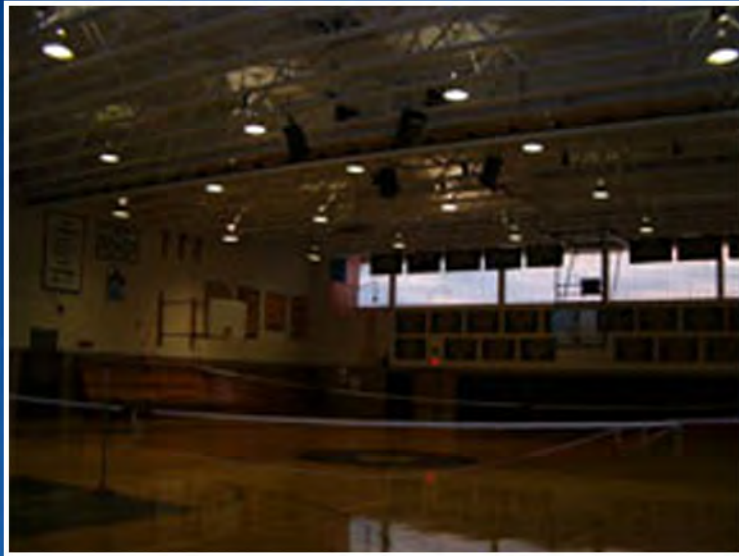
FOOT CANDLE READINGS TAKEN AT FLOOR LEVEL WITH METER PLACED DIRECTLY ON THE CEMENT FLOOR.

MORE UNIFORM LIGHT DISPERSAL ACCOUNTS FOR THE HIGHER 'MID-POINT' FOOT CANDLE READINGS FOR CFL PRODUCT.

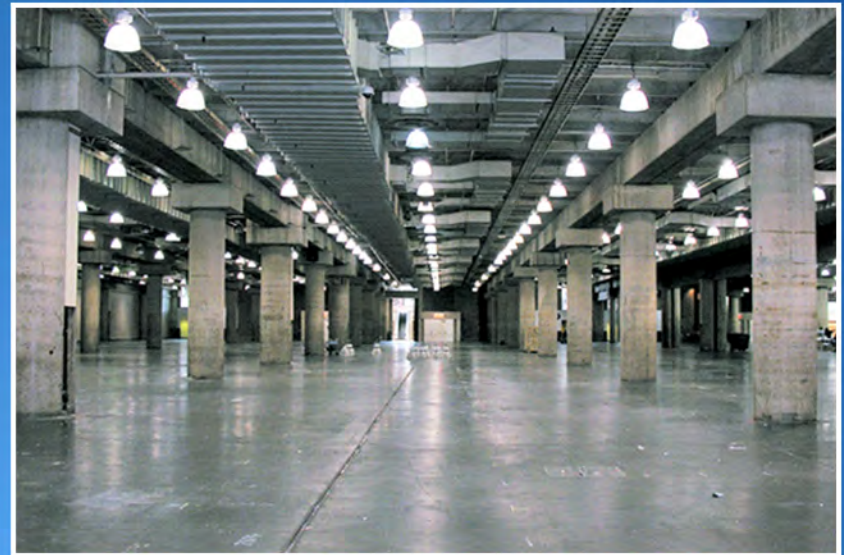
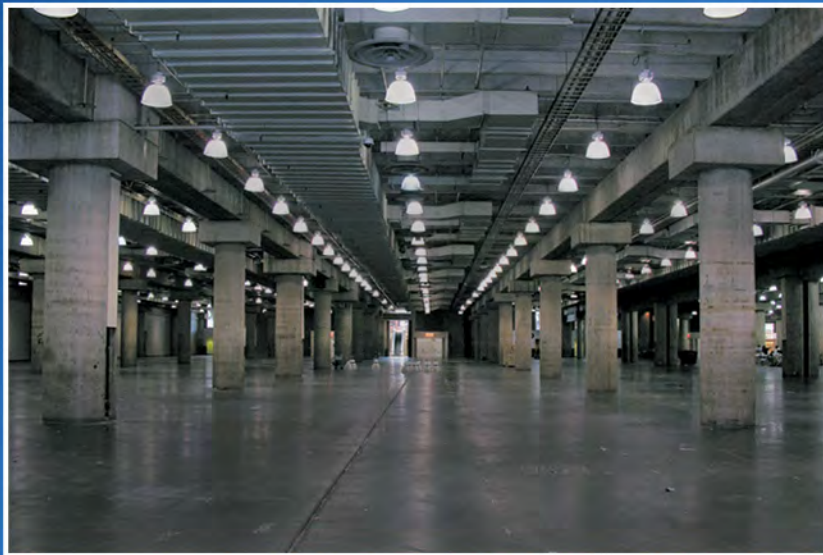
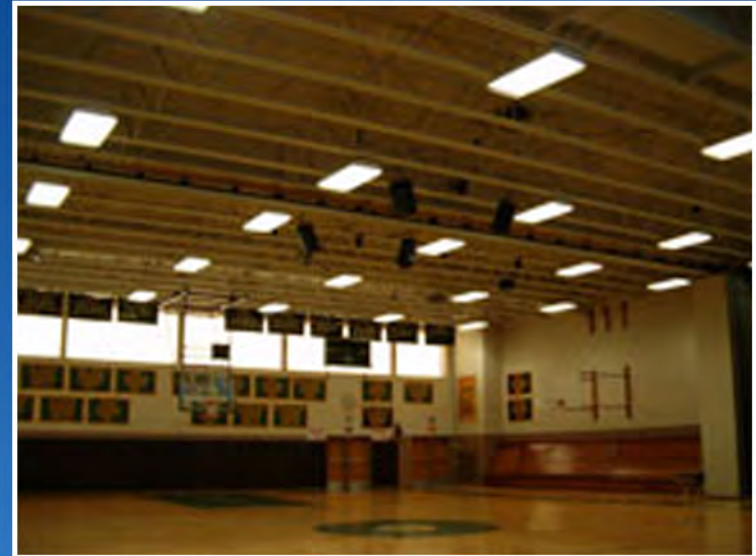


BEFORE AND AFTER APPLICATIONS

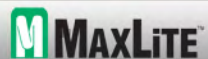
BEFORE



AFTER



The Training Department: Product and Marketing Division:



ROI SCENARIO:

150W High Power CFL Replacing 400W Metal Halide Lamp

In A 50 Fixture Facility:

Power Cost - \$0.12 per kWh
Purchase Cost - 50 x \$80.00 = \$4,000.00

ANNUAL OPERATING COST:

	50 HIGH POWER CFLs	50 400W MH(s)	SAVINGS
ENERGY COST	\$7,884	\$25,492	SAVE \$17,608
MAINTENANCE @ \$50 per hour	\$4,928	\$1,465	COST \$3,463
	<u>\$12,812</u>	<u>\$26,956</u>	\$14,145

PURCHASE COST - **\$4,000** | PAY BACK - **4 MONTHS**

ADDITIONAL ENVIRONMENTAL BENEFITS:

- First year energy saved (kWh) - **167,500**
- First year air pollution reduction (lbs of CO₂) - **239,525**
- Equivalent to number of cars off the road - **20.72**
- Reduction equivalent (acres of forest) - **32.66**



NEW CONSTRUCTION AND RENNOVATION: ROI STARTS WITH THE INITIAL PURCHASE:



Acrylic Fixture
+
Inner Reflector = \$125.00 - \$175.00
+
High Power CFL & Cone Lens



Acrylic Fixture
+ = \$225.00 - \$275.00
400W Metal Halide Lamp

Save minimum of \$50.00 at install before you even turn the lights on!

“No other energy efficient light source costs less.”



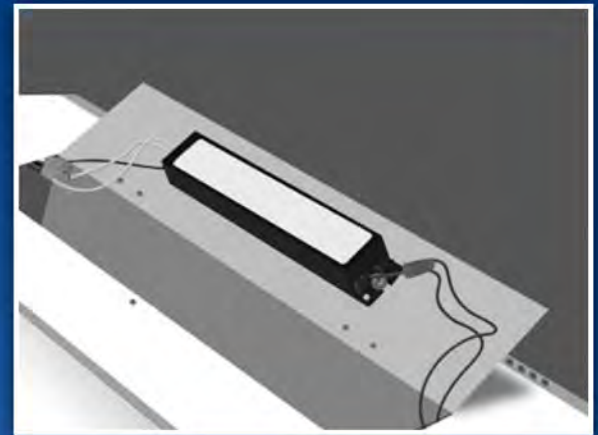
Why Linear HighBay T8 & T5?

- Controls - compatibility such as motion sensor with bi-level
- Lower service costs over lifetime
- Wide variety of products available
- Full line of fixtures & options



Features to look for:

- Ballast Door
- Terminal Blocks
- All mounting hardware included
- 20 AWG Steel
- Photometric/IES Data Available
- Brand name manufacturer supplies both lamp & fixture to avoid warranty issues



Full line of options:

- **Battery Backup Unit (BBU)**

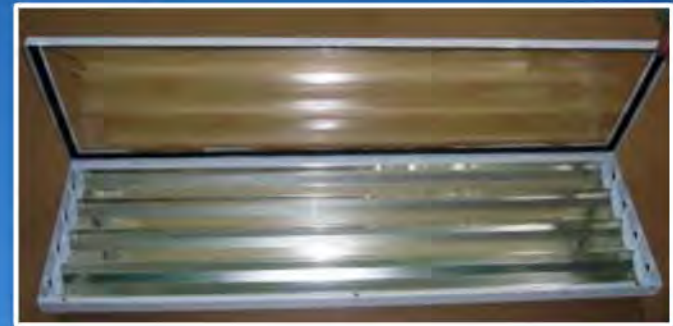
When AC power fails, Philips Bodine **LP emergency ballasts immediately switch into** emergency mode and, depending on **LP model and fixture, operate one or two lamps** for a minimum of 90 minutes. They provide up to 1325 lumens initial emergency light output.

See: <http://www.bodine.com/downloads/broch/LP.brochure.L0000043.pdf>

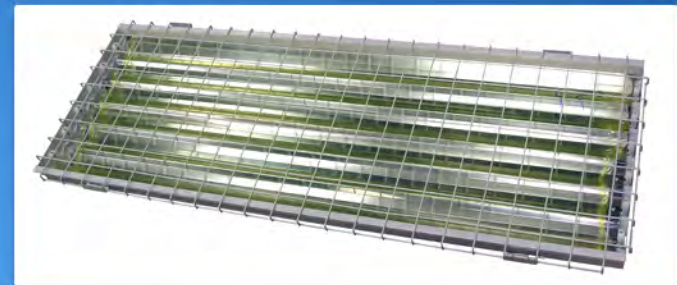


- **High Polish Reflector**

This high reflectance material will meet 91% efficiency requirements



- **Wire Guard**

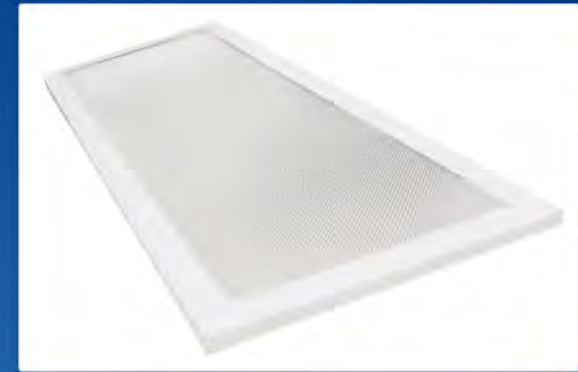


Full line of options:

- Lens Cover
- 480V (Ballast Step Down Transformer)

GE LFL ProLine™ Magnetic Core & Coil Ballast

- Precision-wound coils, ensuring even heat dissipation and the highest electrical integrity.
- Non-Isolated Autotransformer designed specifically for lighting applications to step down 480V to 277V or 347V to 200V with universal voltage 120-277V ballasts.
- For use with one or more electronic 277V or universal voltage ballasts within max total system power of autotransformer
- 480Vrms Input, 60Hz Only, 277Vrms Full Load Output
- For loads with total system power <250VA (480V) or <180VA (347V)
- Internal Auto Reset Thermal Protector Rated 100C
- For use on single phase
- Five Year Limited Warranty
- 93% electrical efficiency



Full line of options:

- **Motion Sensor**

- Best choice for 15 to 45 ft (4.57 to 13.72 m) mounting heights
- 15 to 20 ft (4.57 to 6.10 m) radial coverage overlaps area lit by a typical high bay fixture
- Large Motion (e.g. walking) detection up to a 35 ft (10.76 m) mounting height
- Extra Large Motion (e.g. forklifts) detection up to a 45 ft (13.72 m) mounting height



- **Program Start Ballast (T8)**

- For use with controls

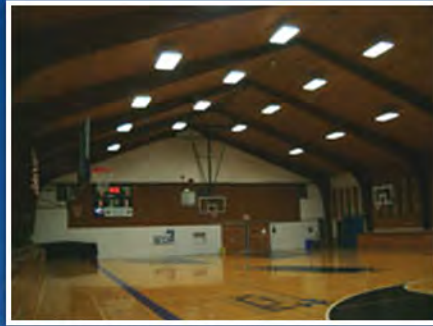


BEFORE AND AFTER APPLICATIONS

BEFORE



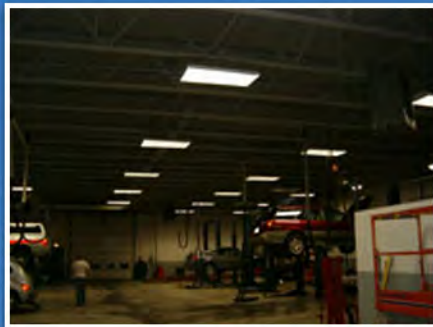
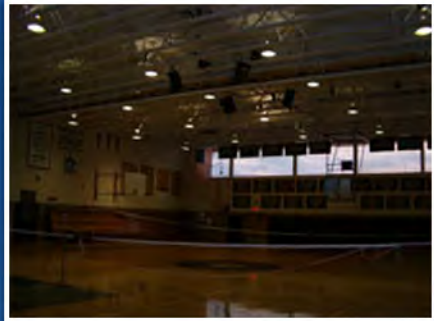
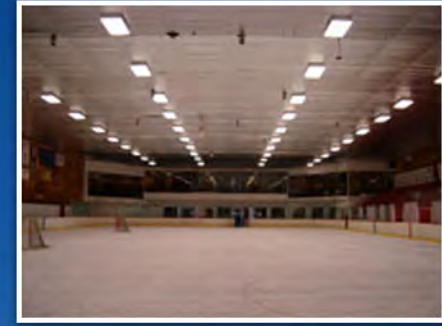
AFTER



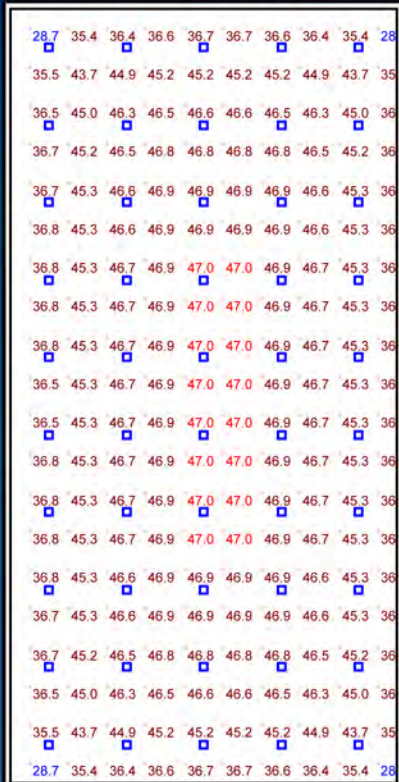
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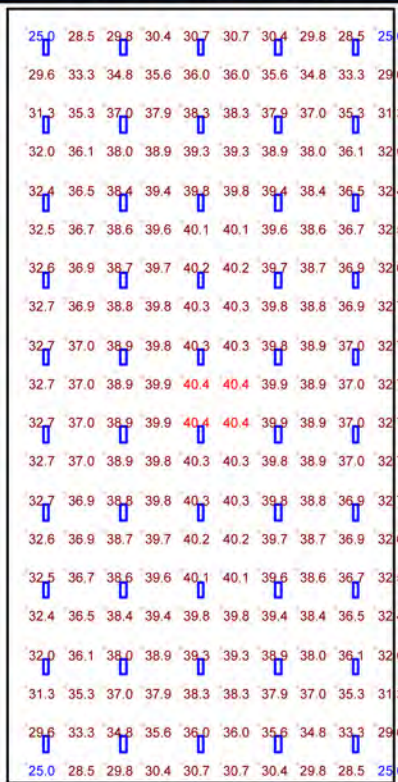
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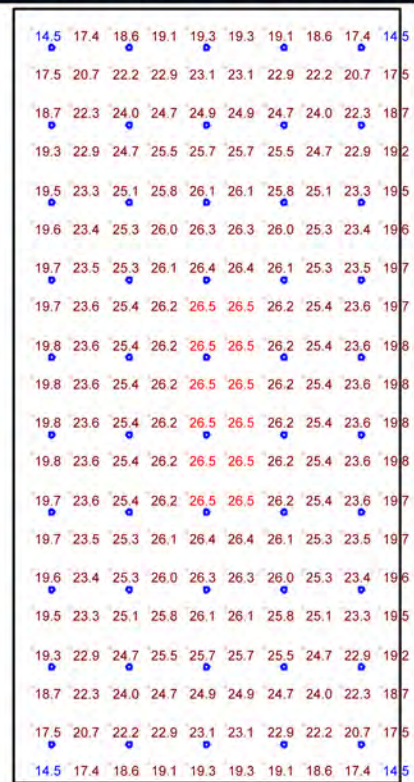
400W Metal Halide



MaxLite SKFHBLT86HEH



MaxLite SKO200EA50 + SKFHBSA



Plan View
Scale 1" = 32"

LUMINAIRE SCHEDULE									
Symbol	Label	Qty	Catalog Number	Description	Lamp	File	Lumens	LLF	Watts
	A	50	GPV 400M 16A		METAL HALIDE,		36000	1.00	458
	B	50	SKFHBLT86H	FORMED STEEL HOUSING WITH 64, 2-1/8" X 3/16" SLOTS, FORMED SPECULAR ALUMINUM REFLECTORS, NO ENCLOSURE.	SIX 32 WATT T8 LINEAR FLUORESCENT LAMPS RATED AT 3200 LUMENS EACH.	SKFHBLT86H EH.IES	3200	1.00	210.5
	C	50	SKFHBSA-200W HIGHMAX	CAST GRAY ENAMEL HOUSING, SPUN SEMI-SPECULAR ALUMINUM REFLECTOR, NO ENCLOSURE.	ONE VBU 200 WATT SELF-BALLASTED COMPACT FLUORESCENT LAMP RATED AT 12,000 LUMENS.	SKO200EA50 + SKFHBSA.IES	12000	1.00	143.1



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QUESTIONS & ANSWERS:

Thank you everyone for your attention.

This webinar session will be left open for the next 10 minutes to allow time for questions. We will answer as many questions as we have time for right now, but ALL questions will be answered via e-mail within the next 24 hours.

Thanks again for attending, and we hope to speak to you again, soon!

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