

November 23, 2011

MaxLite Webinar Q&A: Commercial Outdoor Lighting

Mike B from Detroit: why absolute lumens, why not scotopic

Greg Murphy- We love scotopic! But not all people acknowledge the real contribution scotopic makes to energy efficiency. As scotopic is applied it only gets better.

Roger Gregston from California: Are you using Lithonia Visual? Most people consider AGI32 to be the industry standard.

David Delgado- At this time we are using Visual. We are looking into AGI32.

Steve Clark from Philadelphia: how is this calculated for exterior lighting- how do you define the area for a wallpack?

David Delgado- Diff between interior and exterior, Interior use reflectance values exterior does not

Gregston from California: In using the .95 LLF, are you meaning to use that for initial or maintained levels? Lots of confusion in the industry about what LLF to use for maintained illumination levels.

Greg Murphy- The best information I know on the subject can be found at <http://resodance.com/ali/LLF.html>

Steve Clark from Philadelphia: can you replace pole 'shoebox' MH/HPS with LEDs?

Greg Murphy- MaxLite will soon debut a shoe box/Area Light/flood light that will be able to be mounted on poles

Curt Percy from West Palm Beach: What is the avg cost for these LED retrofits?

Greg Murphy- Please contact MaxLite at 800-555-5629 for prices and availability of these and all of our products.

Steve Clark from Philadelphia: most owners have staff change light bulbs, so the labor cost calculations are not as direct as implied

Greg Murphy- Absolutely! We will send you the spread sheet we used and you can change the variables to match your location.

Roger Northrop from Monrovia CA: Remember that energy cost will go up over the next 10 years.

Randy Cherwin from CED Valley Division: who do we contact for layouts?

David Delgado- Please contact me at ddelgado@maxlite.com

Steve Clark from Philadelphia: how can one tell if an existing wallpack is dark sky compliant?

Greg Murphy- If the fixture has a front face it is likely not compliant. If the fixture has only a bottom lens the easiest way to tell is to check if the fixture has a large amount of up-light. Take a sheet of white paper and place it just above the fixture if it lights up then it is likely not dark skies.

Rick Littlehales from Reading, PA: From where have you obtained the software you're using for the ROI/Payback data?

Greg Murphy- Home made spread sheet. We will send all attendees a copy.

David Sheffield from new jersey: Any historical information on Power Company rebates. Past successful programs? The websites show the programs, but actually getting checks seems dubious.

Greg Murphy- You may contact our utility specialist Barry Young at byoung@maxlite.com