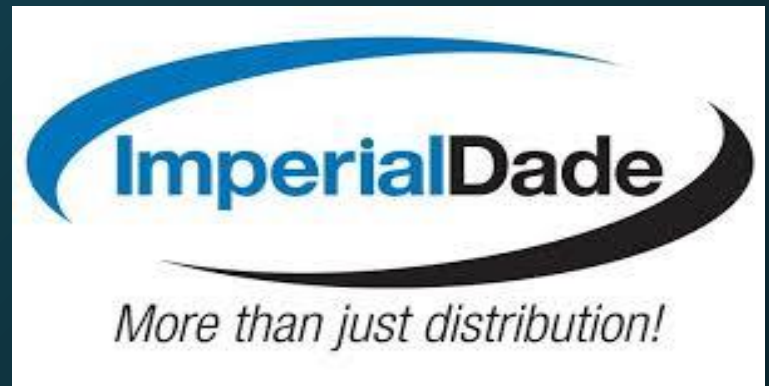




Time to catch the wave!



# LED Lighting Initiative

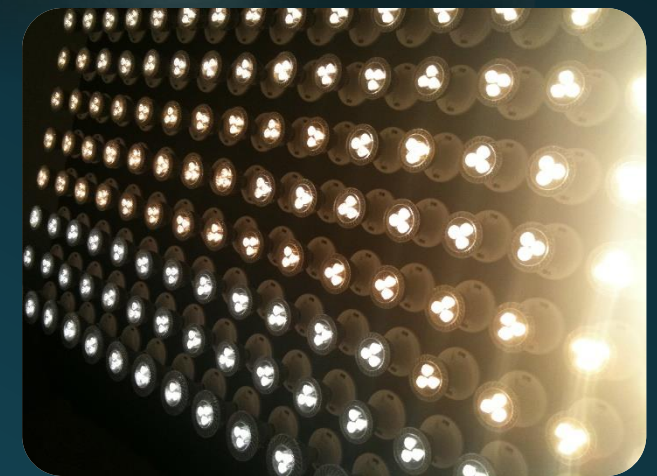
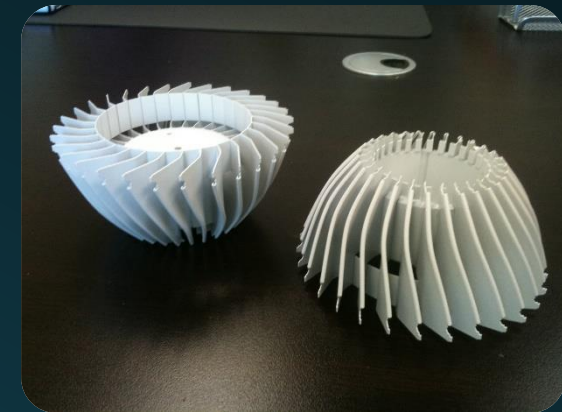
Presentation for Sales  
February 14, 2018



# LED Lighting is EXPLODING



- Reduce energy consumption by **up to 80%**
- Increase product life up to **20X longer**
- Increase light levels making it easier to see
- Reduce HVAC energy consumption by lowering heat levels
- Typical ROI of 500% to 1000% over the life of the product
- Paybacks in 1-3 years or less
- No hazardous mercury. Great for the environment. Reduces carbon footprint.



# Unlimited LED Applications



- Offices
- Parking Lots
- Roadways
- Stairwells
- Warehouses
- Manufacturing Plants
- Gymnasiums
- Hospitals
- Landscapes
- Parking Garages
- Hotel Rooms
- Restaurants
- Colleges
- Stadiums
- Retail Stores
- Fitness Centers
- Building Facades
- Lobby's
- Supermarkets
- Big Box Stores
- Schools
- Government
- Condominiums
- Classrooms
- Shopping Plaza's
- Storage Facilities
- Canopy's
- Track Lighting
- Auto Dealerships
- Gas Stations
- Religious Institutions
- Hallways



# Why Convert Now?



- The prices are way down and very affordable. We have finally hit the bottom. Prices are half of what they were 2 years ago.
- The **quality is way up**. The technology is advanced. The product lasts longer.
- The DOE is forcing manufacturers to stop producing less efficient light sources. Rebates are still available.
- The paybacks are quick. Typically 1-3 years.
- They now make quality replacements for all bulbs, tubes and fixtures.
- Sustainability – Save the environment – Reduce greenhouse gases, CO2 emissions and Carbon sequestered.



# Turn-Key Lighting Expertise



- **Design** assistance to provide the right lighting
- **Lighting Audit** – Counting all of the lighting fixtures and bulbs in an area or facility
- **ROI** Investment Analysis – Shows investment amount, payback period and return on investment over the life of the product with and without financing
- **Utility Lighting Incentives** – **Rebates** given by the power company to promote LED Lighting retrofits
- **Project Financing** – Funding options including equipment leases, loans and Lighting As A Service.
- **Logistics** – getting the product and installers at the site, on time, disposing of old bulbs,



# Types of Light Sources



- Incandescent – Bulbs – No Ballast
- Halogen – Bulbs – No Ballast
- Fluorescent – Tubes - Ballast
- Mercury Vapor – Large Bulbs - Ballast
- Metal Halide – Bulbs - Ballast
- High Pressure Sodium – Bulbs - Ballast
- LED – Bulbs, Tubes, Fixtures – With or Without Ballast – Or with a driver

# We Calculate the Savings



- How many hours per day lights are on
- What you pay for electricity – Price per kWh
- Reduction in wattages from present to LED
- How much longer the LED bulbs will last
- Maintenance – No buying bulbs or ballasts
- Eliminating labor to install bulbs or ballasts
- Reducing AC consumption. Saving electric.
- Eliminating mercury recycling from bulbs

# Options with LED T8's



- Type A - Plug and Play – Take out a bulb or tube and install a new bulb or tube with no rewiring. Least up front labor cost. Just one for one swap.
- Type B - Direct Wire or Bypass – Disconnect and eliminate the ballast and wire direct with no ballast. Eliminates buying ballasts and the labor to install them in the future. Uses typically less wattage. Requires rewiring and a larger upfront install cost.
- Type C – Remove the ballasts and replace with an LED Driver – Greater ability to control with sensors and energy management systems. Higher up front cost.
- Type D - Retrofit – Take out the guts of a fixture and put a whole new interior unit in the fixture. Eliminates bulbs, ballasts and socket maintenance in the future.
- New Fixtures – Indoor or Outdoor – Longer life – New fixture body and lens - Operates more efficiently – LED chips are embedded on the fixture body inside, not a bulb or tube.
- Sensors – You can now include occupancy sensors, daylight dimming sensors and bi-level occupancy sensors to help maximize energy savings.



# Full portfolio of brands

- We have competitive prices on all LED bulbs, LED Tubes, LED HID Retrofits, LED Fixtures and Controls.
- We distribute products from:
  - Eco-Revolution Lighting – Exterior Lighting
  - Euri Lighting – Bulbs, Tubes, Fixtures
  - Forever Lamp – HID Bulbs
  - James Lighting – Tubes, Lighting Fixtures
  - Luminoso Lighting – Bulbs, Lighting Fixtures
  - Lunera Lighting – CFL, Tubes, HID Bulbs
  - Remphos Technologies – Tubes, Fixture Retrofits
  - US LED – Interior and Exterior Fixtures
  - Verbatim Lighting – Bulb, Tubes, Fixtures
  - Philips Lighting – Bulbs & fixtures



# LED Replacements for Incandescent and Halogen Bulbs

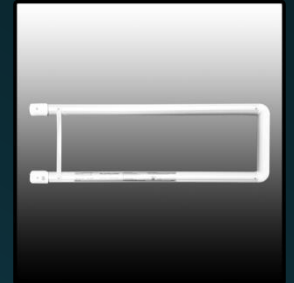
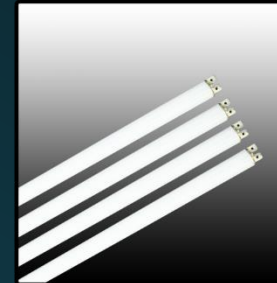
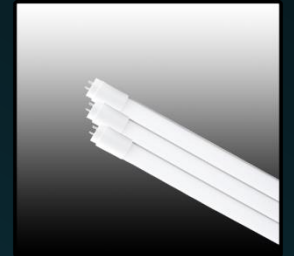
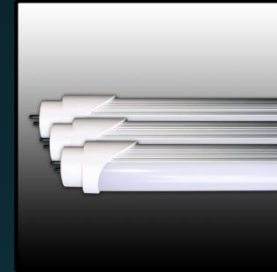


- A19, A21, 3 Way
- BR20, BR30, BR40
- Par16, Par20, Par30, Par38
- Candle and Chandelier Bulbs
- G16, G25, G40 Globes
- MR16 and GU10
- Corn Cob Bulbs
- Filament Style Bulbs



# LED Replacements for Fluorescent tubes

- Straight T8 Tubes in 2', 3', 4', 8'
- Glass, Plastic or combo Aluminum/Plastic
- Type A (works with fluorescent ballast)
- Type B (works with no ballast direct wire)
- Type AB (hybrid works with or without ballast)
- Type C (works with new driver and tubes)
- Type D (complete retrofit kit)
- Magnetic Light Bars with Drivers
- Straight T5 Tubes in 2' and 4'
- U Tubes in 2" and 6" gap
- CFL in 2 pin and 4 pin horizontal and vertical
- We have a solution to replace all fluorescent tubes



# LED Replacements for Metal Halide and HPS Bulbs



- Bulbs to replace 100 watt to 1000 watt Metal Halide and High Pressure Sodium bulbs
- Bulbs that screw in and work with the ballast
- **Bulbs that screw in and work direct wire**
- Bulbs that work in horizontal fixtures
- **Bulbs that work in vertical fixtures**
- Kits that come with a ballast and new drivers
- You will find these bulbs in street lights, parking lot lights, exterior building floodlights, warehouse high bay lights, big box retailer highbay lights, manufacturing highbay lights, exterior pole lights, floodlights that light up sides of buildings, landscape lights and wallpacks.



# LED Lighting Fixtures



- All Interior and Exterior Light Fixtures
- Interior recessed troffers 1x4, 2x2, 2x4
- Interior recessed downlights 4", 6", 8" 10"
- Interior stairwell, exit and emergency lights
- Interior linear and round high bay lights
- Interior open channels and wraparounds
- Interior/Exterior Vaportight and Canopy lights
- Exterior pole mounted lights
- Exterior wall mounted lights
- Exterior ground mounted lights



# Power/Utility Lighting Incentives/Rebates



- Many utility companies offer rebates to help business customers pay for converting to LED Lighting. Some a little and others an incredible amount.
- Rebates can bring down investment paybacks to as little as 3-6 months.
- If you bring down consumption, you don't have to build new nuclear plants. That's why they do it.
- There are different amounts for bulbs, tubes, retrofits, fixtures and lighting controls.
- They can pay for a small portion or almost 100% of a project. It depends on the utility. What they pay varies widely.
- We can help you find what the utility companies in your area are paying. This can help to drive sales when a great portion is subsidized.



# Investment Analysis: Parking Garage

- Existing Lights – 175 Watt Metal Halide Fixtures
  - Screw in new Lunera HID LED Bulbs to existing fixtures
  - Go from 210 input watts to 53 Watts. 75% energy reduction.
  - Increased light levels. Easier to see.
  - No rewiring, just swap bulbs. 50,000 hour projected life.
- Investment and Payback (Based on 200 fixtures)
  - Investment \$30,000 (\$150 per unit)
  - Yearly savings in electric and bulbs \$34,292
  - Payback in **10.5 months**
  - Return on investment **\$195,464**
  - Return on investment **651%**
- **Payback could be under one year depending on utility rebates.**
- 8760 hours per year, .11 per kwh, no rebate, install by in house people. One ballast and two lamps changes over life



# Investment Analysis



INVESTMENT RECAP	
INVESTMENT	\$ 117,675.58
UTILITY REBATE	\$ 63,560.00
ANNUAL SAVINGS	\$ 42,532.63
PAYBACK MOS	15.3
ROI	\$ 450,080.49
ROI %	382%
PRODUCT LIFE	81 Months

LEASE FINANCING	
AMOUNT	\$ 54,115.58
TERM	60
MONTHLY PAYMEN	\$ 1,190.54
MONTHLY SAVINGS	\$ 3,544.39
CASH POSITIVE	\$ 2,353.84
TOTAL NET ROI	\$ 378,647.92

Line	Bldg	Current Lamp Description	Proposed Fixt Description	Total Qty Fixtures	Total Fixture Cost	Freight	Install Labor	Lamp Recycling	Total Cost
1	Whs	54T5HO	6L T5HO HB	275	\$ 42,666.25	\$ 3,480.00	\$ 55,000.00	\$ 990.00	\$ 102,136.25
2	Ofc	32T8	3L T8 TR	107	\$ 8,815.73	\$ 1,181.00	\$ 5,350.00	\$ 192.60	\$ 15,539.33
3	Total			382	\$ 51,481.98	\$ 4,661.00	\$ 60,350.00	\$ 1,182.60	\$ 117,675.58

Annual Energy Savings	Annual Maint Savings	HVAC Savings	Combined Annual Savings	Utility Rebate	Cost After Rebate	Payback In Months	Total ROI	Net ROI
\$ 33,040.08	\$ 6,829.18	\$ -	\$ 39,869.26	\$ 55,000.00	\$ 47,136.25	14.2	\$ 366,850.00	\$ 319,713.75
\$ 1,909.56	\$ 467.38	\$ 286.43	\$ 2,663.38	\$ 8,560.00	\$ 6,979.33	31.4	\$ 83,230.49	\$ 76,251.16
\$ 34,949.64	\$ 7,296.56	\$ 286.43	\$ 42,532.63	\$ 63,560.00	\$ 54,115.58	15.3	\$ 450,080.49	\$ 395,964.91



# Case Study 1



- Replaced 4500 A19's in rooms
- Replaced 1000 PAR38's
- Replaced 2000 T8's in Kitchen
- Investment: \$125,900
- TOTAL Savings: **\$1,349,000**
- ROI: **11 months**
- Life: **163 months**



## Case Study 2

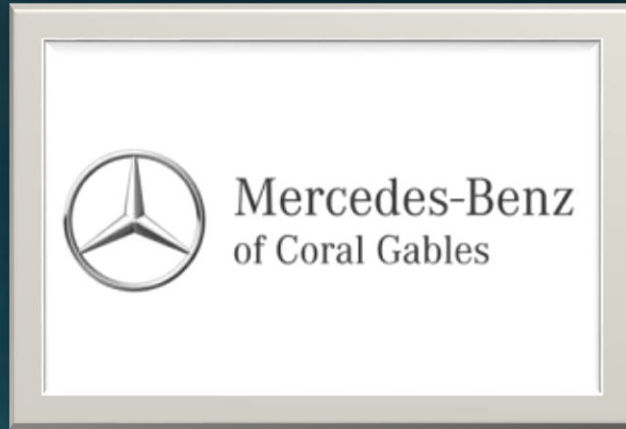


- 12 locations
- Jacksonville, Florida
- **\$22,000** order
- ROI - 9 months
- **TOTAL Savings: \$209,000**
- Last for **17 years**

- **PAR 30's** over the signage
- **A19's** over the tables
- **T8's** throughout the kitchen
- **MR16's** around the perimeter

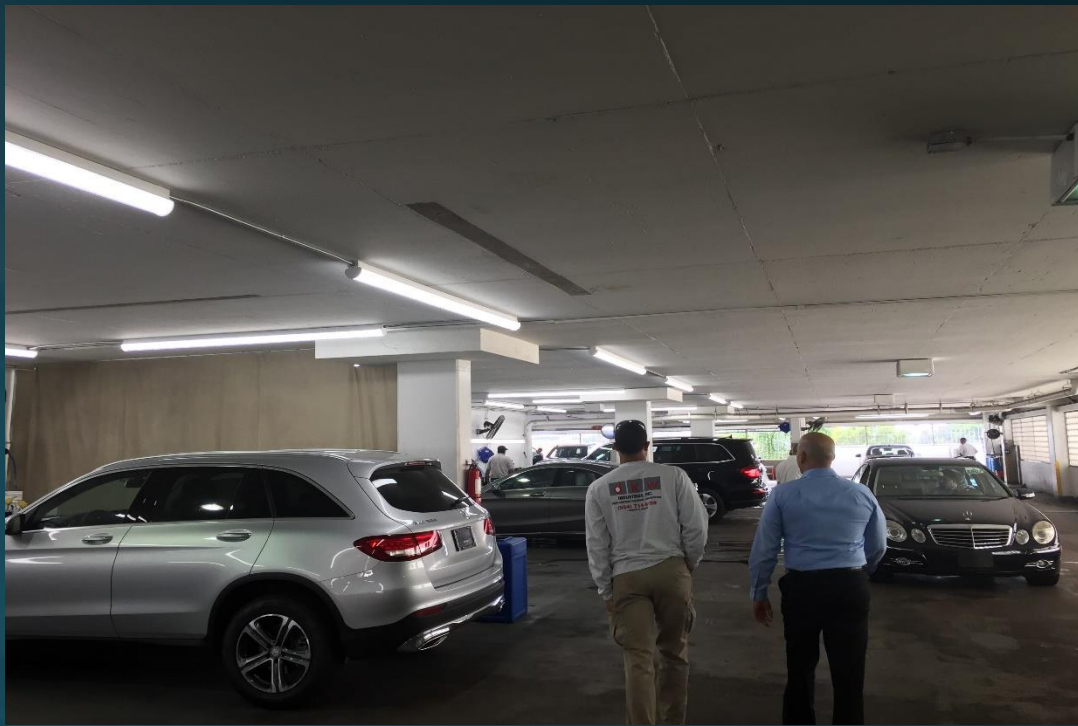


# Case Study 3



From 300w to 53 Watts. 75% energy reduction.  
Increased light levels. Easier to see.  
No rewiring, just swap bulbs. 50,000 hour  
projected life.  
Investment \$30,000 (\$150 per unit)  
Yearly savings in electric and bulbs \$34,292  
Payback :10.5 months  
Return on investment \$195,464  
Return on investment 651%





## How Should I Get Started?

- Determine if your customer has converted or not
- If not, get an audit of what their needs are.
- Contact LED Lighting Consulting
- Big Project – Schedule a quick webinar or conference call with your customer and us
- We'll create an ROI Investment analysis of savings, determine if there is a rebate and make a plan.
- Conduct a visit; show a sample, test, plan going forward.
- Manage all logistics and support with product, installers, financiers and logistics.



# Consider us your in-house LED Lighting Division

- Complete LED Lighting Solutions
- LED Bulb and Tubes – **Best of Class**
- LED Metal Halide and HPS Retrofit Kits
- LED Lighting Fixtures – Interior and Exterior
- Lighting Controls – Motion and Photo
- 12 Great Quality Vendors and Products
- Great Prices vs MRO and Lighting Dist.
- Incredible Imperial Dade Service
- Portfolio of Turnkey solutions

