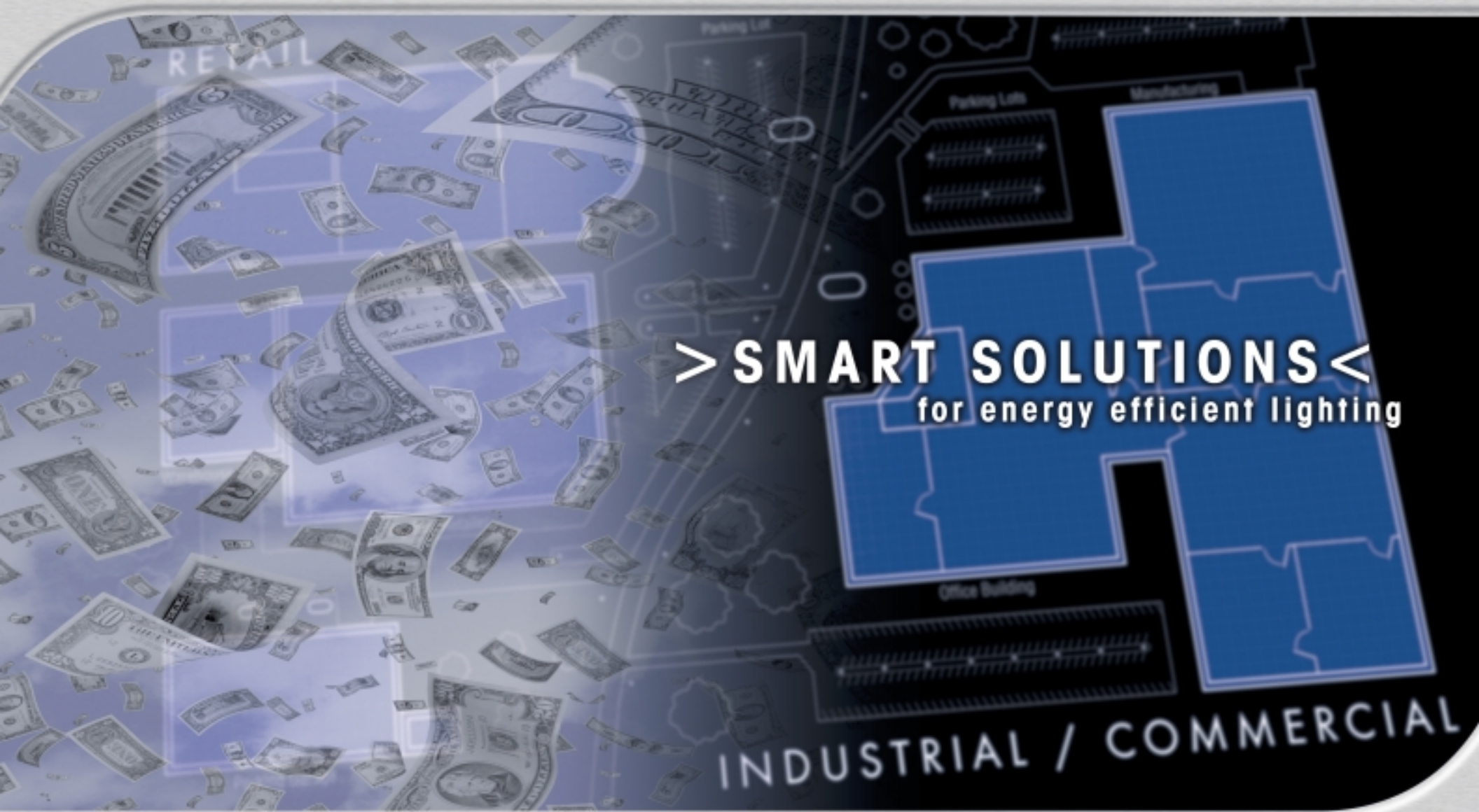




Cost of Waiting

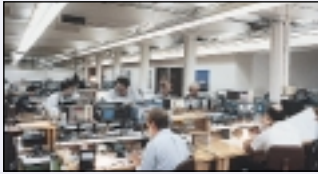




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Cost of Waiting

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Lighting Application	Low Ceiling - Fluorescent			High Ceiling - Fluorescent			High Ceiling - HID			
										
Present System	Magnetic Ballast & (2) T12HO Energy Saving Lamps			Magnetic Ballast & (2) 8ft VHO (Very High Output) Lamps			400 W High Pressure Sodium			
Proposed System (Advanced Part No.)	(2) High Light Output Electronic Ballast & (4) T8 Lamps (REL/VEL-2P32-HL-SC)			Electronic Ballast & (2) T8HO Lamps (REL/VEL-2S86)			350 W Pulse-Start Metal Halide (71A5937)			
Watts Saved	97			252			89			
State	Energy Cost (\$/kwh)	Week	Month	Year	Week	Month	Year	Week	Month	Year
ID, WA	\$0.050	\$0.61	\$2.63	\$31.53	\$1.58	\$6.83	\$81.90	\$0.56	\$2.41	\$28.93
KY, TN, WV, WY, UT	\$0.060	\$0.73	\$3.15	\$37.83	\$1.89	\$8.19	\$98.28	\$0.67	\$2.89	\$34.71
NE, ND	\$0.065	\$0.79	\$3.42	\$40.98	\$2.05	\$8.87	\$106.47	\$0.72	\$3.13	\$37.60
AL, AR, CO, IN, LA, MN, MS, MO, MT, NV, OK, SD, WI	\$0.070	\$0.85	\$3.68	\$44.14	\$2.21	\$9.56	\$114.66	\$0.78	\$3.37	\$40.50
VA	\$0.075	\$0.91	\$3.94	\$47.29	\$2.36	\$10.24	\$122.85	\$0.83	\$3.62	\$43.39
DC, FL, GA, IA, KS, MD, NC, OR, SC, TX	\$0.080	\$0.97	\$4.20	\$50.44	\$2.52	\$10.92	\$131.04	\$0.89	\$3.86	\$46.28
AZ	\$0.085	\$1.03	\$4.47	\$53.59	\$2.68	\$11.60	\$139.23	\$0.95	\$4.10	\$49.17
DE, IL, MI, NM, OH, PA	\$0.090	\$1.09	\$4.73	\$56.75	\$2.84	\$12.29	\$147.42	\$1.00	\$4.34	\$52.07
MA, RI	\$0.100	\$1.21	\$5.25	\$63.05	\$3.15	\$13.65	\$163.80	\$1.11	\$4.82	\$57.85
AK, CA, CT, NJ	\$0.110	\$1.33	\$5.78	\$69.36	\$3.47	\$15.02	\$180.18	\$1.22	\$5.30	\$63.64
VT	\$0.120	\$1.46	\$6.31	\$75.66	\$3.78	\$16.38	\$196.56	\$1.34	\$5.79	\$69.42
ME, NY	\$0.130	\$1.58	\$6.83	\$81.97	\$4.10	\$17.75	\$212.94	\$1.45	\$6.27	\$75.21
HI, NH	\$0.140	\$1.70	\$7.36	\$88.27	\$4.41	\$19.11	\$229.32	\$1.56	\$6.75	\$80.99
Yearly Burn Hours		6500			6500			6500		

How to Determine Your Lost Savings...



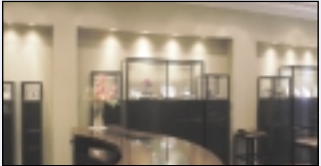

To use this chart, you must first find the energy costs (\$/kwh) that apply to your state on the left-hand margin. Next, move across to the right until you locate the Smart Solution that best resembles your situation. Finally, choose the time frame under consideration.

The numbers are the lost savings for that period for not retrofitting one fixture. To determine the lost savings resulting from not retrofitting an entire location, simply multiply the above savings by the number of fixtures in the location. It's as easy as that...







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Lighting Application	Track Lighting (Accent)			General Lighting - Fluorescent			Downlighting (Accent)			General Lighting - HID			
													
Present System	150 W Incandescent			Magnetic Ballast & (2) T12			200 W Incandescent			400 W Probe-Start HID			
Proposed System (Advanced Part No.)	50 W e-HID e-Vision Ballast (IMH-50)			Electronic Ballast & (2) T8 Lamps (REL/VEL-2P32-SC)			SmartMate ELB & (1) 42 W CFL (ICF-2S26)			320 W Pulse-Start HID (71A5837)			
Watts Saved	94			28			154			116			
State	Energy Cost (\$/kwh)	Week	Month	Year	Week	Month	Year	Week	Month	Year	Week	Month	Year
ID, WA	\$0.050	\$0.50	\$2.15	\$25.85	\$0.15	\$0.64	\$7.70	\$0.81	\$3.53	\$42.35	\$0.97	\$4.21	\$50.46
KY, TN, WV, WY, UT	\$0.060	\$0.60	\$2.59	\$31.02	\$0.18	\$0.77	\$9.24	\$0.98	\$4.24	\$50.82	\$1.16	\$5.05	\$60.55
NE, ND	\$0.065	\$0.65	\$2.80	\$33.61	\$0.19	\$0.83	\$10.01	\$1.06	\$4.59	\$55.06	\$1.26	\$5.47	\$65.60
AL, AR, CO, IN, LA, MN, MS, MO, MT, NV, OK, SD, WI	\$0.070	\$0.70	\$3.02	\$36.19	\$0.21	\$0.90	\$10.78	\$1.14	\$4.94	\$59.29	\$1.36	\$5.89	\$70.64
VA	\$0.075	\$0.75	\$3.23	\$38.78	\$0.22	\$0.96	\$11.55	\$1.22	\$5.29	\$63.53	\$1.46	\$6.31	\$75.69
DC, FL, GA, IA, KS, MD, NC, OR, SC, TX	\$0.080	\$0.80	\$3.45	\$41.36	\$0.24	\$1.03	\$12.32	\$1.30	\$5.65	\$67.76	\$1.55	\$6.73	\$80.74
AZ	\$0.085	\$0.85	\$3.66	\$43.95	\$0.25	\$1.09	\$13.09	\$1.38	\$6.00	\$72.00	\$1.65	\$7.15	\$85.78
DE, IL, MI, NM, OH, PA	\$0.090	\$0.89	\$3.88	\$46.53	\$0.27	\$1.16	\$13.86	\$1.47	\$6.35	\$76.23	\$1.75	\$7.57	\$90.83
MA, RI	\$0.100	\$0.99	\$4.31	\$51.70	\$0.30	\$1.28	\$15.40	\$1.63	\$7.06	\$84.70	\$1.94	\$8.41	\$100.92
AK, CA, CT, NJ	\$0.110	\$1.09	\$4.74	\$56.87	\$0.33	\$1.41	\$16.94	\$1.79	\$7.76	\$93.17	\$2.13	\$9.25	\$111.01
VT	\$0.120	\$1.19	\$5.17	\$62.04	\$0.36	\$1.54	\$18.48	\$1.95	\$8.47	\$101.64	\$2.33	\$10.09	\$121.10
ME, NY	\$0.130	\$1.29	\$5.60	\$67.21	\$0.39	\$1.67	\$20.02	\$2.12	\$9.18	\$110.11	\$2.52	\$10.93	\$131.20
HI, NH	\$0.140	\$1.39	\$6.03	\$72.38	\$0.41	\$1.80	\$21.56	\$2.28	\$9.88	\$118.58	\$2.72	\$11.77	\$141.29
Yearly Burn Hours		5500			5500			5500			8700		


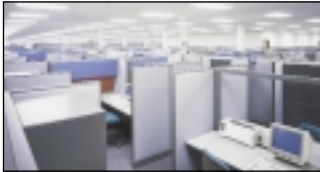


Cost of Waiting

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Lighting Application	General Lighting - Fluorescent			Individual Offices			General Lighting - Fluorescent			Garage - Fluorescent			
													
Present System	Magnetic Ballast & (2) 8ft T12 Slimline			Magnetic Ballast & (4) Energy Saving T12			150 W Incandescent			Magnetic Ballast & (2) T12HO (High Output)			
Proposed System (Advanced Part No.)	Electronic Ballast & (2) 8ft T8 (REL/VEL-2P59-S-RH-TP)			Mark VII 0-10V Electronic Dimming Ballast & (4) T8 Lamps w/sensor (RZT/VZT-4S32)			SmartMate ELB & 32 W CFL (ICF-2S26)			Electronic Ballast & (2) T8HO (REL/VEL-2S86)			
Watts Saved	48			94			114			95			
State	Energy Cost (\$kwh)	Week	Month	Year	Week	Month	Year	Week	Month	Year	Week	Month	Year
ID, WA	\$0.050	\$0.40	\$1.74	\$20.88	\$0.50	\$2.15	\$25.85	\$0.95	\$4.13	\$49.59	\$0.79	\$3.44	\$41.33
KY, TN, WV, WY, UT	\$0.060	\$0.48	\$2.09	\$25.06	\$0.60	\$2.59	\$31.02	\$1.14	\$4.96	\$59.51	\$0.95	\$4.13	\$49.59
NE, ND	\$0.065	\$0.52	\$2.26	\$27.14	\$0.65	\$2.80	\$33.61	\$1.24	\$5.37	\$64.47	\$1.03	\$4.48	\$53.72
AL, AR, CO, IN, LA, MN, MS, MO, MT, NV, OK, SD, WI	\$0.070	\$0.56	\$2.44	\$29.23	\$0.70	\$3.02	\$36.19	\$1.34	\$5.79	\$69.43	\$1.11	\$4.82	\$57.86
VA	\$0.075	\$0.60	\$2.61	\$31.32	\$0.75	\$3.23	\$38.78	\$1.43	\$6.20	\$74.39	\$1.19	\$5.17	\$61.99
DC, FL, GA, IA, KS, MD, NC, OR, SC, TX	\$0.080	\$0.64	\$2.78	\$33.41	\$0.80	\$3.45	\$41.36	\$1.53	\$6.61	\$79.34	\$1.27	\$5.51	\$66.12
AZ	\$0.085	\$0.68	\$2.96	\$35.50	\$0.85	\$3.66	\$43.95	\$1.62	\$7.03	\$84.30	\$1.35	\$5.85	\$70.25
DE, IL, MI, NM, OH, PA	\$0.090	\$0.72	\$3.13	\$37.58	\$0.89	\$3.88	\$46.53	\$1.72	\$7.44	\$89.26	\$1.43	\$6.20	\$74.39
MA, RI	\$0.100	\$0.80	\$3.48	\$41.76	\$0.99	\$4.31	\$51.70	\$1.91	\$8.27	\$99.18	\$1.59	\$6.89	\$82.65
AK, CA, CT, NJ	\$0.110	\$0.88	\$3.83	\$45.94	\$1.09	\$4.74	\$56.87	\$2.10	\$9.09	\$109.10	\$1.75	\$7.58	\$90.92
VT	\$0.120	\$0.96	\$4.18	\$50.11	\$1.19	\$5.17	\$62.04	\$2.29	\$9.92	\$119.02	\$1.91	\$8.27	\$99.18
ME, NY	\$0.130	\$1.04	\$4.52	\$54.29	\$1.29	\$5.60	\$67.21	\$2.48	\$10.74	\$128.93	\$2.07	\$8.95	\$107.45
HI, NH	\$0.140	\$1.12	\$4.87	\$58.46	\$1.39	\$6.03	\$72.38	\$2.67	\$11.57	\$138.85	\$2.23	\$9.64	\$115.71
Yearly Burn Hours		8700			5500			8700			8700		

The longer you wait...the more you lose.

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Lighting Application	Cove Lighting				General Lighting - Bull Pen/Cubicle			Conference Rooms			Conference Rooms		
													
Present System	Magnetic Ballast & (2) T12 Energy Saving Lamps				Magnetic Ballast & (4) T12 Energy Saving Lamps			100 W Incandescent Down Can			Magnetic Ballast & (4) T12 Energy Saving Lamps		
Proposed System (Advanced Part No.)	Electronic Ballast & (1) T5HO Lamp (ICN-2S54)				Electronic Ballast & (4) T8 Lamps (REL/VEL-4P32-SC)			Mark X Powerline Electronic Dimming Ballast & 26 W CFL (REZ/VEZ-1T32)			(2) Mark X Powerline Electronic Dimming Ballasts & (4) T8 Lamps (REZ/VEZ-2S32)		
Watts Saved	32				60			81			86		
State	Energy Cost (\$kwh)	Week	Month	Year	Week	Month	Year	Week	Month	Year	Week	Month	Year
ID, WA	\$0.050	\$0.17	\$0.73	\$8.80	\$0.32	\$1.38	\$16.50	\$0.43	\$1.86	\$22.28	\$0.45	\$1.97	\$23.65
KY, TN, WV, WY, UT	\$0.060	\$0.20	\$0.88	\$10.56	\$0.38	\$1.65	\$19.80	\$0.51	\$2.23	\$26.73	\$0.55	\$2.37	\$28.38
NE, ND	\$0.065	\$0.22	\$0.95	\$11.44	\$0.41	\$1.79	\$21.45	\$0.56	\$2.41	\$28.96	\$0.59	\$2.56	\$30.75
AL, AR, CO, IN, LA, MN, MS, MO, MT, NV, OK, SD, WI	\$0.070	\$0.24	\$1.03	\$12.32	\$0.44	\$1.93	\$23.10	\$0.60	\$2.60	\$31.19	\$0.64	\$2.76	\$33.11
VA	\$0.075	\$0.25	\$1.10	\$13.20	\$0.48	\$2.06	\$24.75	\$0.64	\$2.78	\$33.41	\$0.68	\$2.96	\$35.48
DC, FL, GA, IA, KS, MD, NC, OR, SC, TX	\$0.080	\$0.27	\$1.17	\$14.08	\$0.51	\$2.20	\$26.40	\$0.69	\$2.97	\$35.64	\$0.73	\$3.15	\$37.84
AZ	\$0.085	\$0.29	\$1.25	\$14.96	\$0.54	\$2.34	\$28.05	\$0.73	\$3.16	\$37.87	\$0.77	\$3.35	\$40.21
DE, IL, MI, NM, OH, PA	\$0.090	\$0.30	\$1.32	\$15.84	\$0.57	\$2.48	\$29.70	\$0.77	\$3.34	\$40.10	\$0.82	\$3.55	\$42.57
MA, RI	\$0.100	\$0.34	\$1.47	\$17.60	\$0.63	\$2.75	\$33.00	\$0.86	\$3.71	\$44.55	\$0.91	\$3.94	\$47.30
AK, CA, CT, NJ	\$0.110	\$0.37	\$1.61	\$19.36	\$0.70	\$3.03	\$36.30	\$0.94	\$4.08	\$49.01	\$1.00	\$4.34	\$52.03
VT	\$0.120	\$0.41	\$1.76	\$21.12	\$0.76	\$3.30	\$39.60	\$1.03	\$4.46	\$53.46	\$1.09	\$4.73	\$56.76
ME, NY	\$0.130	\$0.44	\$1.91	\$22.88	\$0.83	\$3.58	\$42.90	\$1.11	\$4.83	\$57.92	\$1.18	\$5.12	\$61.49
HI, NH	\$0.140	\$0.47	\$2.05	\$24.64	\$0.89	\$3.85	\$46.20	\$1.20	\$5.20	\$62.37	\$1.27	\$5.52	\$66.22
Yearly Burn Hours		5500			5500			5500			5500		

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