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COMMISSION

October 12, 2009

Mr. Jeff Derouen
Executive Director
PUBLIC SERVICE COMMISSION
211 Sower Blvd
P.O. Box 615
Frankfort KY 40602-0615

Re: Case #2008-00408
Public Comments

Dear Jeff:

During this year I have had a number of opportunities to speak with several of your commissioners in regard to the above referenced case. There is no question that with the increased emphasis on energy conservation, the Commission is going to have to establish a tariff enabling energy service providers a framework by which they can charge municipalities who choose to convert to more energy-efficient solid state lighting. And within that framework you should include a subset of conversion incentive tariffs and/or conversion assistance programs similar to those already being offered in many other states. In my position as VP Sales and Marketing for LEDergy Lighting Solutions, I have an opportunity to travel extensively throughout Ohio and Pennsylvania. On a recent visit to Pittsburgh I attended a Southwestern Pennsylvania Planning Commission Efficient Lighting Workshop where I was able to obtain the enclosed copies of several new programs being offered by Allegheny Power in Western Pennsylvania. Duke Energy also has a program albeit a different approach in Ohio with their SmartSaver program. I suggest modifying the Allegheny programs somewhat in that I would not provide incentives to convert incandescent lamps to CFLs as the latter contains mercury that will eventually create major environment problems and tremendous costs to clean up landfills. Also, under programs for Governmental and Educational Institutions I would include incentives for the conversion to LEDs in lighting parking structures since that's probably the single largest source of energy consumption as they must be illuminated all the time. LEDs will provide significant savings over the life of the new, energy-conserving fixtures. And, fluorescent lighting is not a good solution in that environment as they don't function as efficiently in colder weather and cold actually shortens the life of a fluorescent lamp.

I have also requested a meeting time in late November or early December so I may demonstrate several different LED lighting fixtures for your Commissioners and staff. I believe having a familiarity with the product will help in developing the most comprehensive tariff schedule and with an understanding of the benefits and savings solid state lighting provides action will be more expeditious. I hope while I'm at your office we'll have an opportunity to meet.

Thank you for your interest and consideration.

Sincerely,


Jeffrey H. Lorch
VP Sales and Marketing
LEDERGY LIGHTING SOLUTIONS



Allegheny Power
Act 129 Program Summary
Commercial & Industrial Custom
Application Program



Program Timeframe—January 2010 through May 31, 2013.

Objective—the program is focused on reducing energy and demand in the largest user segments, industrial and large commercial customers. The program will focus on improving the energy efficiency for customer specific process and applications, such as: lighting systems, compressed air, chillers, refrigeration, variable speed drives, motors, energy management systems and fan and pump systems.

Target Market—the program will be targeted at approximately 550 industrial/commercial customers in the Allegheny Power’s Pennsylvania service territory, with usage of at least 2,500,000 kWh’s per year.

Program Description—this program will be offered directly to customers through customer contacts by soliciting proposals that will provide energy and demand savings by improving specific electrical processes or applications. Allegheny Power will review the proposals and use a selective evaluation process in order to pre-qualify projects and maximize the energy savings investment under the program. For the projects that pre-qualify, Allegheny Power will quantify the feasibility of the proposed project’s energy savings by providing up to \$10,000 for a targeted energy audit. After the targeted energy audit is completed, Allegheny Power will screen the projects based on energy savings and cost effectiveness results. The project review process will be iterative until the targeted kWh reductions are reached or the yearly capital program reward cap has been reached.

To further entice the customer to complete the physical installation of the energy saving measure(s), Allegheny will provide a capital reward of up to 50% of the project cost, with a per project cap of \$500,000. The maximum yearly rewards under the program will be as follows:

2010	\$1,000,000
2011	\$3,500,000
2012	\$3,500,000

In order for Allegheny Power to evaluate potential energy savings from specific process and/or application in large industrial/commercial facilities, the Company will conduct a RFP process for an engineering/consulting firm that specializes in performing energy audits on the typical systems found in large industrial/commercial facilities. The selected firm will be required to demonstrate a wide range of capabilities to address energy savings measures in specific processes and provide financial analysis that will address the cost effectiveness testing requirements, return on investment, and payback type considerations. After the energy audits and evaluation processes have been completed, the customer will be provided the necessary information to form a request for capital proposal that could be submitted to their corporate management.

This program was filed with the PUC on June 30, 2009, This program may change prior to final approval by the PUC. Please send questions or comments to: Act129Feedback@AlleghenyPower.com



Allegheny Power
Act 129 Program Summary
Commercial & Industrial Custom
Application Program



Implementation Strategy—Account Managers will initiate contacts with customers in late 2009. Direct mail will also be sent to industrial/commercial customers in the last quarter of 2009.

Ramp Up Strategy— Allegheny will kick off its program in the last quarter of 2009 to provide information about the program prior to the customer's budgeting process.

Marketing Strategy—the focus of the marketing is on energy savings measures. The target universe is approximately 550 customers. Usage is about 2,500,000 kWh or more per year. Those customers will be addressed in one of two ways.

Assigned Key accounts: Account Managers proactively handle approximately 130 of the top energy users that would be eligible for the program. They will personally contact assigned customers to educate them about the program. A direct mail piece will be sent to encourage participation and provide more program details.

Assigned Business accounts: These accounts are managed by Business Account Specialists in the call center. Direct mail will be sent to these customers with program details and contact information.

Sales/marketing/educational materials will be developed for the Account Managers and Business Account Specialists to provide to their customers.

As a follow up to both audiences, communications will be planned to reinforce the program details. Allegheny's web site will allow customers to access more program details and information.



Allegheny Power
Act 129 Program Summary
Custom Technology Applications
Program



Program Timeframe—January 2010 through May 31, 2013.

Objective—the program is focused on reducing energy and demand in the small and large commercial and industrial, and governmental customer sectors. The program will target improving the energy efficiency for customer specific process and applications. Applications such as lighting systems, compressed air, chillers, refrigeration, variable speed drives, motors, energy management systems, fan/pump systems, renewables and new technologies will be considered.

Target Market—Allegheny Power's small and large commercial and industrial, and governmental/non-profit customers in Pennsylvania, with usage between 1 million up to 2.5 million kWh's per year.

Program Description—this program will be offered directly to customers through customer contacts, seminar presentations held by Allegheny Power presented by partnering consultant contractors specializing in application disciplines, or individually through the partnering consultant contractors. Customers can contract with the partner to perform the holistic audit and make customer specific energy efficiency and conservation recommendations, or partnering consultant contractors can propose projects to Allegheny Power for evaluation and reward application. Projects will be selected based on but not limited to energy savings and cost-effectiveness results. The target reward for projects is 25% of the total capital investment required by the customer, up to \$100,000. Allegheny Power will cap the total rewards provided through this program at \$1 million per year. The partner's agreement with the customer may be performance-based where the value of the energy savings could be shared to further remove funding barriers for customer participation.

Customers will be required to complete the ENERGY STAR Portfolio Manager to assess building quartile ranking. The quartile ranking gives the customer a baseline to determine if contracting for an audit of their business is justified. These results will also be utilized by the partner and submitted to Allegheny Power as verification that the project is justified. Top quartile performing buildings will not qualify for rewards from Allegheny Power. The eligible measures include all existing Allegheny Power programs that the customer qualifies for and for unique projects that will be rewarded based on the energy savings and capital requirements.

Implementation Strategy—customer is made aware of program via marketing plan. Development and implementation of a marketing plan targeted to eligible customers that will inform them of the program, its components, and the associated benefits will be completed in the last quarter of 2009. Development of partnerships with multi-discipline contractors will also be completed to provide services to customers. Allegheny will develop their website and informational materials to assist customers in investigating the benefits of the program, and acquiring the necessary materials to participate in the program.

Ramp Up Strategy— Allegheny will kick off its program in the last quarter of 2009 to provide information about the program prior to the customer's budgeting process for implementation in 2010 or 2011.

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Allegheny Power
Act 129 Program Summary
Custom Technology Applications
Program



Marketing Strategy— Account Managers and Business Account Specialists will roll-out the program using direct contacts with eligible customers in early 2010. A Direct mail campaign is planned to advertise and market program to customers. In addition, Allegheny will participate in trade shows and seminars to further market and advertise the program. Customers will be provided with information on how to participate as well as how to obtain more program information. The Watt Watcher Custom Technology Applications Program will also be detailed on Allegheny's web site.



Allegheny Power
Act 129 Stakeholder Meeting
Commercial and Industrial Drives
Program



Program Timeframe—January 2010 through May 31, 2013.

Objective—the program encourages customers to improve their motor efficiency by applying variable frequency drives on specific loads that have variable torque requirements, such as fans and pumps. The application of a variable frequency drive will enhance the performance of the driven equipment using speed control instead of the existing mechanical means (vane, throttling valves, etc.). These types of variable torque loads provide the best energy saving return when variable speed drives are applied. Other benefits that can be realized from the use of variable frequency drives include less maintenance on mechanical parts, and ability to provide much finer speed control of the motor.

Target Market—the program will be targeted at large commercial and industrial customers who utilize fans and pumps to control fluid or air flow in specific processes or pumping schemes. The program will focus on motors between 25 - 200 hp applied on these loads to target better energy savings from larger motor applications. Applications of variable frequency drives on motors larger than 200 hp will be handled under the Commercial & Industrial Custom Application Program. Based on market studies on motors, the company estimates that there are approximately 18,800 motors in Allegheny Power's Pennsylvania service territory rated between 25 and 200 hp. Of that number it is estimated between 1 - 1.5% are applied on pumps/fans with a conventional motor drive that could be cost effectively updated with a variable frequency drive.

Program Description—this program will be offered to industrial, manufacturing, water treatment, and other commercial customers who can benefit by applying a variable frequency drive to a fan/pump load that presently uses a mechanical vane or throttling valve to control fluid flow. According to the Electric Power Research Institute Adjustable Speed Drives Master User's Guide, the following applications can provide fair to good energy savings results.

- Adjustable Speed Drive Application - Centrifugal Fans, Pumps, Compressors, Blowers
- Load Duty Cycle - Full range of operation from 20 - 100% of rated load
- Motor Size - Above 30 hp
- Annual Operating Hours - Over 2,500 hours

The reward strategy will be to provide approximately 50% of the drive's cost. The reward will be limited to the retrofit of an existing motor that drives a variable torque load that is included in the application criteria described above. New installations of drives for motors and/or maintenance replacement of existing drive components are not included in the program.

Implementation Strategy—Allegheny Power proposes to utilize industrial electrical equipment suppliers as the conduit for the program. Since there are a relatively few number of wholesale electrical distributors selling variable speed drives, it will increase the penetration of the program since the distributors will be reviewing/selling variable frequency drives to customers and they can apply the incentive reward toward the cost of the product. Most electrical wholesale entities also provide value added services from the original equipment manufacturers to assist with correct application and installation.

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Allegheny Power
Act 129 Stakeholder Meeting
Commercial and Industrial Drives
Program



Ramp Up Strategy– Allegheny will kick off its program in the last quarter of 2009 to provide information about the program prior to the customer’s budgeting process.

Marketing Strategy–there are two target audiences for this program:

1. Allegheny will contact eligible Customers within Allegheny’s service territory– Allegheny will use the one-on-one relationship of the Account Manger to explain the program to existing accounts. Allegheny will consider conducting seminars or events to introduce the program and may participate in applicable trade shows or conventions. Follow up communications will be provided to reinforce the program and further explain the benefits.
2. Distributors of VFD Equipment–distributors could easily apply the program because they are familiar with the technology and applications and can up-sell the VFD because of the utility incentives. Allegheny will contact the top 5-10 distributors to develop a relationship. Marketing/sales materials would be developed to support the program and provide program information.



Allegheny Power
Act 129 Program Summary
Commercial HVAC Efficiency Program



Program Timeframe— January 1, 2010 through May 31, 2013.

Objective—the Commercial HVAC Efficiency Program encourages small commercial and industrial customers and governmental and non-profit customers in Allegheny Power’s Pennsylvania service territory to purchase energy efficient central air conditioners and heat pumps.

Target Market—this program targets Allegheny Power’s small commercial and industrial and governmental and non-profit customers in Pennsylvania.

Program Description—to encourage participation and to overcome cost barriers, this program provides a reward for the customer to purchase a more energy-efficient unit, than a unit meeting the current federal minimum efficiency standards. The table below details the customer rewards available for the program:

Air Conditioners	
SEER Level	Customer Reward
15.0 or better	\$175 (or \$35 per ton) (Based on a 5 ton unit)
Heat Pumps	
SEER Level	Customer Reward
15.0 or better	\$375 (or \$75 per ton) (Based on a 5 ton unit)

The efficiency levels and or the incentives will be revised as the current federal minimum efficiency standard changes.

Implementation Strategy—this program provides rebates for certain central air conditioning units and heat pumps that meet or exceed SEER 15.0. Mail-in rebate forms will be provided as bill inserts, at point of sale or through installer (where possible), direct mail (as requested) and from Allegheny’s website. Customers will be required to submit a completed rebate form, a copy of the sales receipt and the Energy Guide label. Rebates will be processed by a third-party, competitively selected vendor.

Start-up for this program will consist of the hiring of a rebate processor. It will also consist of the development and implementation of a marketing plan to customers that will inform them of the program and the associated benefits. It will also consist of the development of website and information materials to assist customers in investigating the benefits of the program, and acquiring the necessary materials to participate in the program.

Ramp Up Strategy—it is assumed that the ramp up period for this program will occur in early 2010, where participation rates will be about 50% of future year levels.

Marketing Strategy—Allegheny Power will focus its marketing around the seasonality of the HVAC products. Bill inserts will be employed to help introduce the programs and make them

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Allegheny Power
Act 129 Program Summary
Commercial HVAC Efficiency Program



top of mind as the weather begins to change in the late spring and late fall. Direct communications are the most effective way to reach this audience. The Watt Watcher Commercial HVAC programs will also be detailed on Allegheny's web site.



Allegheny Power
Act 129 Program Summary
Government, School, Non-Profit
Lighting Efficiency Program



Program Timeframe—January 2010 through May 31, 2013.

Objective—the Government, School, Non-Profit Lighting Efficiency Program provides increased rewards to Governmental, School and Non-Profit customers in Allegheny Power’s Pennsylvania service territory to purchase energy efficient lighting.

Target Market—Allegheny Power’s Pennsylvania Government, School & Non-Profit Customers.

Program Description—Allegheny Power is offering this program to encourage governmental customers in Allegheny’s Pennsylvania service territory to upgrade to energy efficient lighting technologies and to help overcome additional cost barriers. The program provides elevated rewards to government, schools and non-profit customers for installing:

- T8 lamps: replacing magnetically ballasted T-12 fixtures with T-8 fixtures and reducing the number of lamps per fixture by 1 to 2 fewer lamps, and installing high-efficiency electronic ballasts. (Rebate = \$25.00/Light)
- CFLs: replacing incandescent lighting with CFLs (Rebate = 100% of total expenditures)
- LED Exit Signs: replace or retrofit existing incandescent exit signs w/ LED. (Rebate = 100% of total expenditures, except shipping costs)
- LED Traffic Signals: replace or retrofit existing incandescent signals w/ LED. (Rebate = \$92.00/3 light signal)

Implementation Strategy— this program provides rebates for certain energy efficient lighting upgrades. Mail-in rebate forms will be provided as bill inserts, at point of sale or through installer (where possible), direct mail (as requested) and from Allegheny’s website. Customers will be required to submit a completed rebate form, a copy of the sales receipt and may include the UPC label from the box. Rebates will be processed by a third-party, competitively selected vendor.

Development and implementation of a marketing plan targeted to eligible customers that will inform them of the program, its components, and the associated benefits will be completed in the last quarter of 2009. Development of website and information materials to assist customers in investigating the benefits of the program, and acquiring the necessary materials to participate in the program.

Ramp Up Strategy—roll-out is planned in the last quarter of 2009 in order for government, schools and non-profit customers to obtain budget to implement measures in 2010 or 2011.

Marketing Strategy—direct mail and other direct contacts during normal business are planned to advertise and market program to customers. In addition, Allegheny will participate in trade shows and seminars to further market and advertise the program. Customers will be provided with information on how to participate as well as how to obtain more program information. The Watt Watcher Government, School, Non-Profit Lighting programs will also be detailed on Allegheny’s web site.



Allegheny Power
Act 129 Program Summary
Commercial Lighting Program



Program Timeframe—January 2010 through May 31, 2013.

Objective— the Commercial Lighting Program encourages small commercial and industrial customers and governmental and non-profit customers in Allegheny Power’s Pennsylvania service territory to purchase energy efficient lighting.

Target Market—Allegheny Power’s Pennsylvania Commercial and Industrial Customers

Program Description— Allegheny Power is offering this program to encourage customers in Allegheny’s Pennsylvania service territory to upgrade to new lighting technologies. The program provides rewards to Commercial & Industrial customers for installing:

- T8 lamps: replacing magnetically ballasted T-12 fixtures with T-8 fixtures and reducing the number of lamps per fixture by 1 to 2 fewer lamps, and installing high-efficiency electronic ballasts. (Rebate = \$14.00/Light)
- T5 lights: replace high-intensity discharge (HID) lights (Rebate = \$25.00/ Light)
- LED Exit Signs: replace or retrofit existing incandescent exit signs w/ LED. (Rebate = \$15.00/Sign)
- Occupancy Sensors (Wall Plate Style) to replace conventional light switch (Rebate = \$25.00/Occupancy Sensor)

Implementation Strategy— this program provides rebates for certain energy efficient lighting upgrades. Mail-in rebate forms will be provided as bill inserts, at point of sale or through installer (where possible), direct mail (as requested) and from Allegheny’s website. Customers will be required to submit a completed rebate form, a copy of the sales receipt and may include the UPC label from the box. Rebates will be processed by a third-party, competitively selected vendor.

Development and implementation of a marketing plan targeted to eligible customers that will inform them of the program, its components, and the associated benefits will be completed in the last quarter of 2009. Development of website and information materials to assist customers in investigating the benefits of the program, and acquiring the necessary materials to participate in the program.

Ramp Up Strategy—roll-out is planned in the last quarter of 2009 in order for commercial and industrial customers to obtain budget in 2010 to implement measures.

Marketing Strategy—direct mail and other direct contacts during normal business are planned to advertise and market program to customers. In addition, Allegheny will participate in trade shows and seminars to further market and advertise the program. Customers will be provided with information on how to participate as well as how to obtain more program information. The Watt Watcher Commercial Lighting programs will also be detailed on Allegheny’s web site.



Smart Saver® Incentive Program

What are Smart Saver® Incentives?

Duke Energy's Smart Saver® Incentive program rewards your business for installing energy efficient equipment. If you have considered updating an existing facility, or anticipate building another, we can help your organization offset up-front costs, reduce payback time and accelerate energy savings.

Features & Benefits

- Receive cash incentives for installing high-efficiency equipment.
- Reduce energy usage and cut operating costs.
- Improve the environment.

How to Get Started

To qualify, your business must

- be a Duke Energy commercial or industrial customer.
- submit a completed application within 60 days after new, high-efficiency equipment is installed and operational.

Applying for Smart Saver Incentives

Recent Changes to the Smart Saver Incentive Program
Duke Energy expanded its portfolio of incentive measures in 2009. Now, for a limited time, additional incentives have been added to the already wide range of offers. Visit our Smart Saver Bonus Incentives (/ohio-business/energy-management/bonus-incentives.asp) page to discover the increased incentive dollars and new measures available through the end of the year.

You can find more information on eligibility and learn how to apply by reviewing the Application Process & Contact Information (/ohio-business/energy-management/application-process.asp). For detailed information on specific equipment measures, select the appropriate application below.

Lighting Incentive (/ohio-business/energy-management/lighting-incentive.asp)

Heating & Cooling Equipment Incentive (/ohio-business/energy-management/cooling-incentive.asp)

Chillers & Thermal Storage Incentive (/ohio-business/energy-management/chillers-thermal-storage.asp)

Motor/Pump/VFDs Incentive (/ohio-business/energy-management/motor-incentive.asp)

Process Equipment Incentives (/ohio-business/energy-management/processes.asp)

Foodservice Equipment Incentives (/ohio-business/energy-management/food-services.asp)

Frequently Asked Questions (/ohio-business/energy-management/faqs.asp)

Smart Saver® Custom Incentive Program (/ohio-business/energy-management/custom-incentive.asp)

Smart Saver® is a trademark of Duke Energy Corporation or one of its affiliates.



Lighting Incentive

Lighting plays an important role in creating a work environment that's both pleasant and productive – and it's a big part of your electric bill. That's why it pays to install high-efficiency lighting systems. You'll lower your operating costs while maintaining adequate lighting levels. New efficient lighting technologies provide direct or indirect lighting. Best of all, they use up to 30 percent less energy than standard fluorescent lighting equipment. That can mean energy savings and significantly lower operating costs.

- **Lighting Incentive Application**
(/docs/OH Lighting 7 22 Bonus Locked.doc) (doc, 552 KB)
- **Lighting Incentive Application**
(/pdfs/OH Lighting 7 22 Bonus.pdf) (pdf, 156 KB)



LED lighting Solutions Product Guide October 1, 2009

EXTERIOR LED LIGHTING PRODUCTS

Application	Manufacturer	Product/ Series	Part/ Model #	Description/Comments	Price	Cut Sheet Attached	ies Files
Parking structure/ Fuel Area Canopy	Affineon	Canopy	150	150 W equiv. LED parking structure light 70,000 hr life (15 yrs), 130 Lm/W LEDs	\$499	Yes	Yes
Walkway, Path Sidewalk, Park Lot	Spring City	Crossfire	Acorn	4 styles. 75,000 hours, 7 yr. warranty to 250 W equiv; 132 W actual.	2,100	Attached	Website
Path/surface lot Streetscapes	Lumec	Domus	Large	150W equiv; 82W actual decorative Light on a/Bishops crook. To 23 Ft. high	\$1750	Website	Website
Path/surface lot Streetscapes	Lumec	Domus	Small	60W equiv; 30 W actual decorative Light on a/bishop's crook. To 12 ft. high	975	Website	Website
Walkway, Path, Sidewalk, Park lot Streetscapes	Lumec	Serenade	DSX	Acorn style, several options, to 150 W equiv. post top fixture. 70,000 hours	1,750	Website	Website
Bollards	Gardco			180 or 360 degree coverage		Available	Yes
Sign lighter Display case, Refrig cooler lighting	Affineon	Linear	LP, LM,	To 8 feet in length in 4" increments Indoor/Outdoor. Great color rendition.	Quote	Website	Website
Sign lighter	Philips CK			1750 lumens; 50 actual watts	425		
Accent Lighting	Affineon			Floods and pucks, full and mini	Information available upon request		
Wall-pak/Sconce	Philips/Gardco			Available in white or colors. Colors can change		Available	Yes
Accent/Color wash, Light shows, flag Poles, buildings	Philips CK			A broad spectrum of colorful LED lighting solutions to highlight, call attention, guide, direct. Up-lighting, exterior flood/wash. Many, many options. Can be used for the creation of dramatic light shows as part of major events.			

NOTES: Poles and all other installation hardware are available for every exterior light. Just advise as to color, height, style, etc. Demonstrations of most products listed above are available upon request.

INTERIOR LED LIGHTING PRODUCTS

Application	Manufacturer	Series	Part/ Model #	Description/Comments	Price	Cut Sheet Attached	ies Files
Ceiling/lay-in Troffer	Affineon	Smart Line	SL2 X2	1" thick 2' X 2' replacement for existing	\$398	Yes	Available
			SL 1 X 2	2' X 2' or 2' X 4' fluorescent lights. 64 W	259		
				50,000 hour life, warm, neutral, cool white 3200K to 5200K light. Dimmable. 3 year warranty 3,378 to 4,171 lumen output. 1 X 2 35 W actual.			
Ceiling/Recessed	Cree	Architect	LR5	Retrofits existing recessed 5" cans	115	Yes	Website
Ceiling/Recessed	Cree	Architect	LR6	Retrofits existing recessed 6" cans	79	Yes	Website
<u>Hi-Bay</u>	Affineon	Industrial	Bay	Hi ceiling mount to 25 ft. Available in		Yes	Available
Retail			1000W	100 to 400 W equiv. 50% energy savings	889		
Education			1500W,	150W equiv delivers 5,376 to 6,855 lumens	979		
			2500W	Cable or ceiling post mount.	1,199		
	4000W	Dimmable option.	1,349				
<u>Down Light</u>	Affineon	DL Series	1000	Available in 100W, 150W, 250W, and 400W	839	Yes	Available
Churches,			1500	Equiv. Ultra high lumen output up to 18,278.	939		
Atriums, gyms,			2500	50% energy savings. Decorative cylinder	1,149		
hangers			4000	design. Br Almn. 50,000 hours. Mt to 25'.	1,279		
Exit Signs	Encore Lighting			AC or emergency back-up battery operated	19.95	Yes	
Step Lighting	Philips/Gardco						
Accent Lighting				Very broad assortment of options available. Specifics provided upon request. Catalogs available.			
Poles	Valmont, Utility Metals, Spring City			We offer a full line of poles. Call; e-mail for quote			Available

Web Addresses: Affineon Lighting: www.affineonlighting.com, Cree LLS: www.cree.com, Leotek: www.leotek.com, Lumec: www.lumec.com, Philips Color Kinetics: www.colorkinetics.com, Spring City: www.springcity.com, Gardco: www.sitelighting.com

As you can see, there has been a veritable explosion of new LED lighting products that have either come to market recently or will within the next 60 days. We now offer a significant package of LED lighting solutions that provide an extensive palette of features and benefits. We can help to dramatically reduce energy and maintenance costs, while extending fixture life, and producing a more pleasing, easier-on-the-eye light. Some samples will be available for demonstration and be delighted to conduct them when our schedules are mutually compatible.