

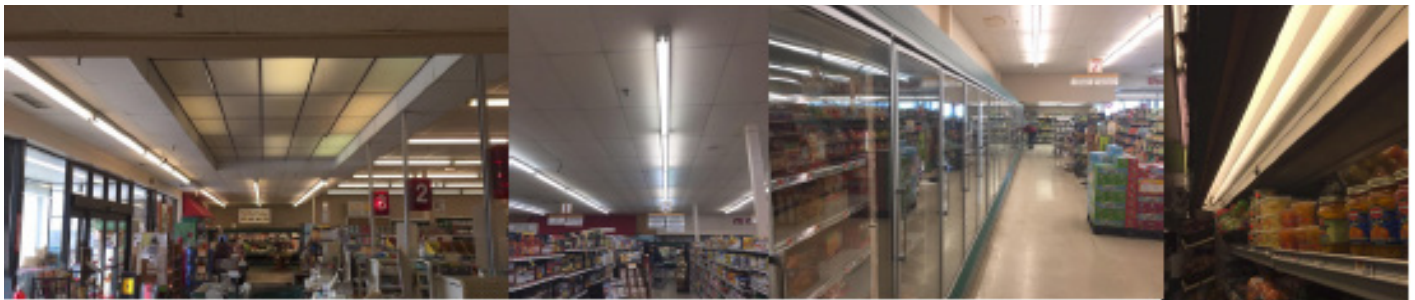


## Case Study: Pond Cove IGA, Cape Elizabeth

Angus Garfield  
Regional Sales Partner  
Indoff, Inc.  
Cell: 207-653-4231  
Angus.Garfield@indoff.com

### Always Earth Friendly Retrofit Lighting

#### Before



#### Problem

Pond Cove IGA monthly electricity bill is always over \$5,000 per month because they were using a quantity of 2, 86 watt T12 tubes per 8' fixture, plus 15 watts ballast per fixture = 187 watts per fixture.

#### Solution

Indoff delamped the old lights, in the taller 12-13' tall ceiling area of the food aisles, from a quantity of 2, 8 foot tubes per 8 foot fixture, to a quantity of 2, 4 foot AEF 24 Watt HO5000K frosted tubes, placed end to end, centered in the middle of the fixture, and they put out cleaner and brighter light. Indoff saved them even more money by switching to 18 watt 5000K frosted tubes for the lower ceiling (10' tall) in the front of the store.

#### Benefit

Now, Pond Cove IGA can expect to save 70% plus on the lighting portion of their electricity bill. We expect to save them close to \$1,000 per month on their electricity bill. The lights are very efficient. They pack more than 122 lumens per watt. There are no Efficiency Maine rebates on eight footers so by converting to 2, 4 footers and to end per 8 fixture, we were able to secure a rebate of \$25 per tube. Also, we did not have to worry about inserting dummy tombstone kits to hold a traditional style pinned tube, since AEF tubes are shorter than the width of the tombstone and use magnets to be secured. It can be daisy chained up to 220 feet on one power source, making installation fast and labor costs kept to a minimum.

#### After

