



PERFORMANCE+: LIGHTING THE WAY TO BIGGER SAVINGS

PERFORMANCE+ ADVANTAGES

- Save energy and control costs through a comprehensive facility upgrade
- Improve project payback through added cash incentives
- Generate a better return on investment through energy and cost savings
- Improve the work environment for employees through the latest in lighting technologies

Redbuilt, a manufacturer of engineered wood products, knows a good opportunity when it sees one. A recent lighting upgrade at its plant in Stayton, Ore., is expected to save the company more than 1 million kilowatt hours of electricity and \$54,000 on its utility bills annually. Plus, the company qualified for extra cash incentives through Energy Trust of Oregon's Performance+ offering by integrating lighting and controls in their retrofit project.

By taking a big picture look at how and where to place lighting and occupancy controls in your commercial or industrial facility, your business can take advantage of the latest lighting technologies, improve energy savings and enhance your work environment. And by participating in Energy Trust's innovative Performance+ offering, you can secure additional cash incentives to make the project even more affordable.

Comprehensive lighting approach tallies up energy and cost savings

One-for-one lighting replacements have been standard practice for most facility managers. Lights are replaced only when or where needed. The result can be inconsistent light quality—too bright in one area, not bright enough in another—with a mismatched combination of products and product quality used within the same facility. Most importantly, the opportunity for significant energy savings can be left on the table.

Performance+ eliminates the practice of swapping light fixtures one-for-one. Qualified trade allies evaluate your company's goals and needs for energy savings or improved lighting, and match it with a comprehensive plan for the whole building using the latest energy-efficient technologies. To qualify for enhanced incentives, the new lighting system must meet the light level recommendations set by the Illuminating Engineering Society and go beyond the requirements of new construction codes.

Performance+ delivers benefits beyond energy savings

With 190,000 square feet of manufacturing facility to operate, and 15 acres of blacktop outside, good lighting is essential around the clock for Redbuilt's 100 employees. With the help of a Performance+ lighting contractor, Redbuilt replaced its older 400-watt metal halide and T12 lights with energy-efficient, high-performance T8s. According to plant manager Brian Cowan, the new lights make it easier for employees to see what they're doing, and the cleaner, brighter light creates a more pleasant place to work. Occupancy controls installed in the plant, maintenance and office areas save even more energy by turning lights off or on as spaces are used.



REDBUILT

Manufacturer of engineered wood products:
190,000 sq. ft. facility

Upgraded from high intensity discharge metal halide and T12s to high-performance T8s and controls in maintenance, manufacturing, office and outdoor areas.

Estimated annual energy savings: 1,000,474 kWh

Estimated annual cost savings: \$54,008

Project cost: \$295,881

Total Energy Trust incentive: \$181,335, including \$35,995 for Performance+

"We had the opportunity to rethink how and where we use our lighting. By investing in the same type of light at the same time we have a brighter, more uniform look throughout the plant. The enhanced cash incentives made it an easy decision to invest our capital in the lighting upgrade rather than elsewhere in the plant."

Brian Cowan, plant manager, Redbuilt



THERMAL MODIFICATION TECHNOLOGIES

Commercial heat treatment: 53,773 sq. ft. facility

Upgraded from metal halide and T12s to high performance T8s and occupancy controls in production, maintenance, machine shop, office and outdoor areas.

Estimated annual energy savings: 383,800 kWh

Estimated annual cost savings: \$24,142

Project cost: \$84,042

Total Energy Trust incentive: \$54,691,

including \$11,016 for Performance+

"We thought our lighting was sufficient and doing the job, but the cost savings gained by using more energy-efficient lighting, along with the extra cash incentives from Energy Trust, motivated us to act quickly. We upgraded every lighting fixture both indoors and out. Now, we're saving energy and utility costs, and we gained better lighting in the process."

Andy Tobin, general manager, Thermal Modification Technologies



AIRSTREAM ADVENTURES NORTHWEST

Airstream luxury travel vehicle dealer:
19,845 sq. ft. facility

Upgraded from T12s, T8s, and incandescent lamps to high-performance T8s, LEDs, and occupancy controls in showroom, waiting area, service bay offices, restrooms and outdoor areas.

Estimated annual energy savings: 108,900 kWh

Estimated annual cost savings: \$9,332

Project cost: \$47,696

Total Energy Trust incentive: \$20,240, including \$2,968 for Performance+

"Several factors prompted our lighting upgrade: one was a desire to improve our energy efficiency. Airstream is an eco-friendly product and we want to showcase the brand by improving our environmental business practices. Our old lights were outdated and increasingly difficult to replace, and offered poor visibility in our showroom and service areas. Plus, we're an entrepreneurial company and watch our expenses carefully. When we learned that we could get extra incentives by making our whole building more efficient with better light, we realized it would be better for our budget and the environment. Now we've got amazing new lighting and we're saving energy and energy costs at the same time."

Amy Rising, controller, Airstream Adventures Northwest

Help your business reap greater rewards from your lighting investment. Performance+ lighting trade allies have the advanced training and expertise to assess your facility and recommend qualifying upgrades.



Get more from your energy. To learn more, visit www.energytrust.org or call **1.866.368.7878**.