



2016

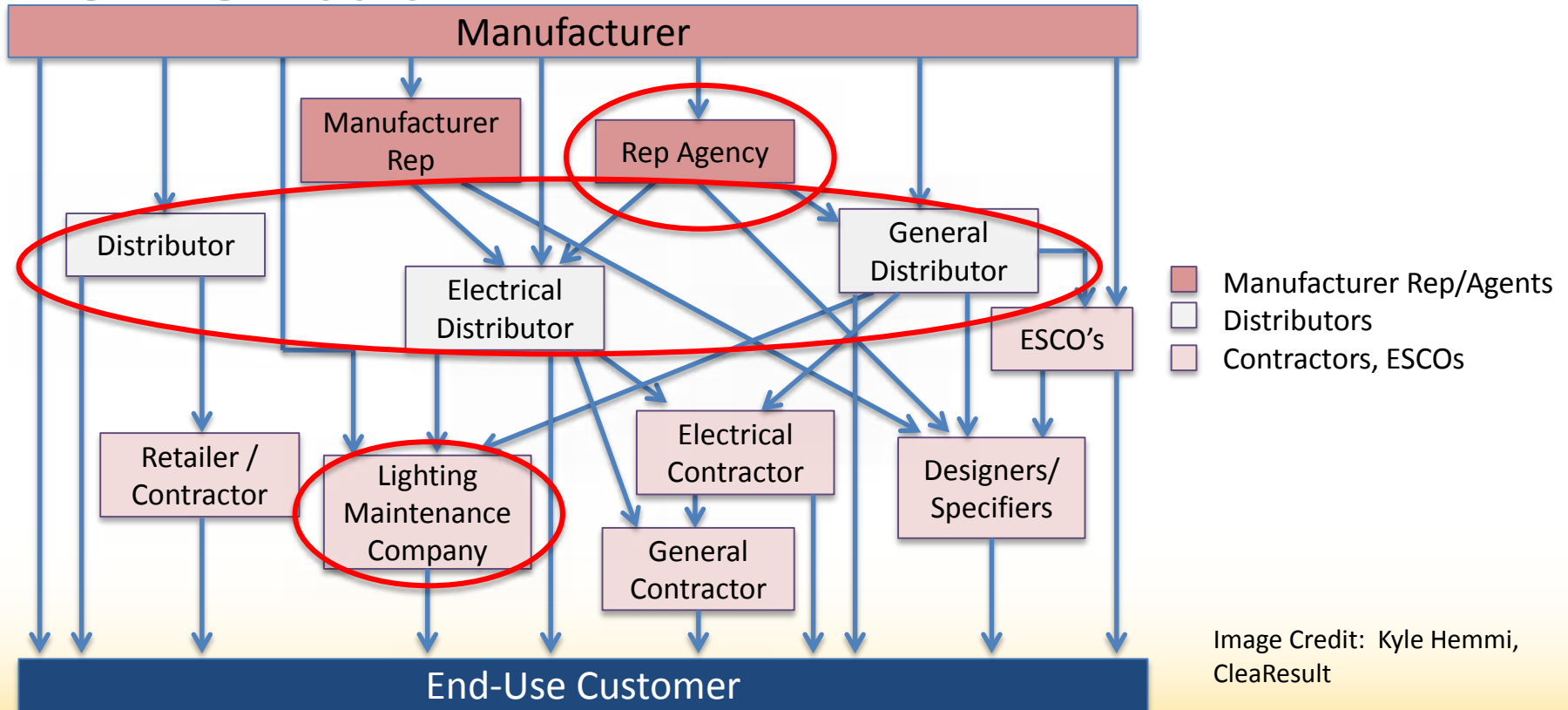
STAKEHOLDER MEETING

INDUSTRY COLLABORATION

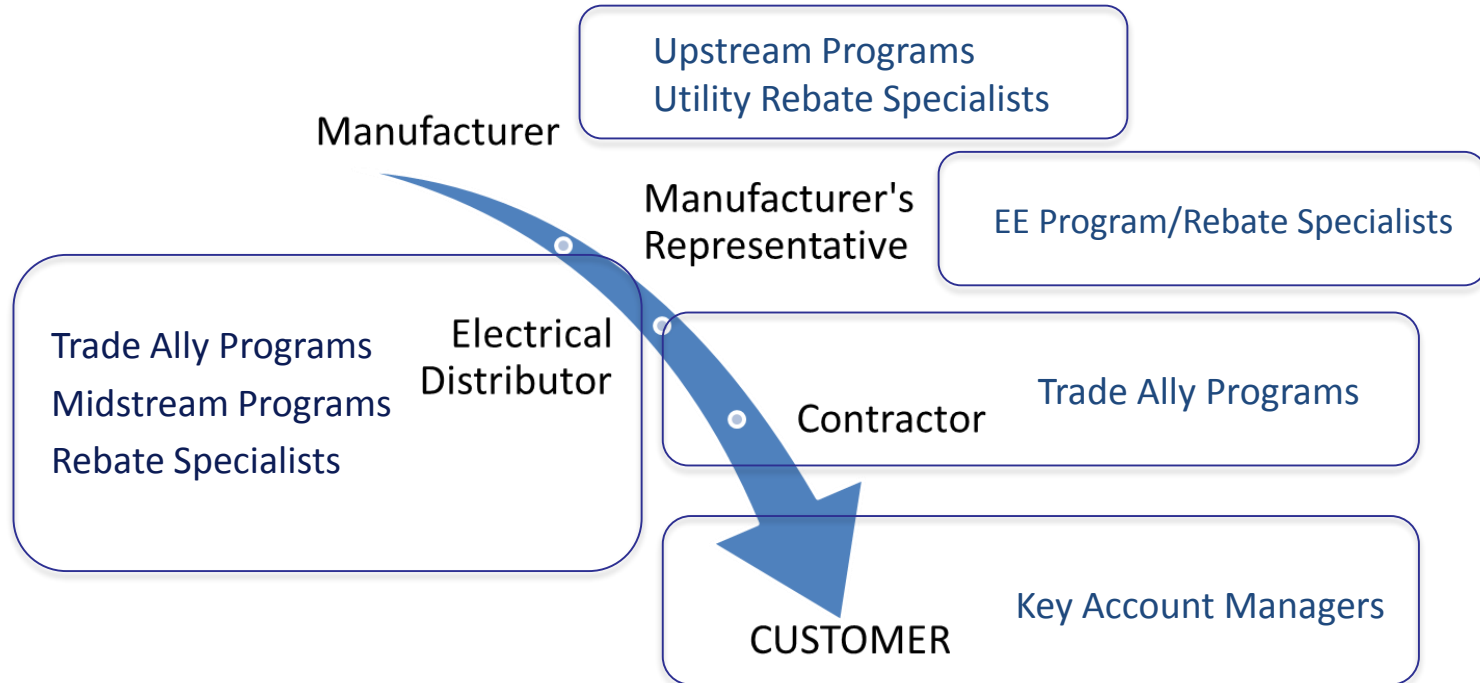
# Objective

- At previous DLC meetings, we heard perspectives from a manufacturer, efficiency program and designer
- Dig deeper into the supply chain to learn about new opportunities for collaboration with different partners

# Lighting Supply Chain



# How Programs Engage with Partners



# Our Panelists

- Manufacturer Rep Agency:
  - Jason Solis, The Lighting Agency
- Distributor:
  - Evan Kirk, Graybar
- Lighting Maintenance Contractor:
  - Randy Breske, NALMCO (ECO Engineering)

2016

STAKEHOLDER MEETING

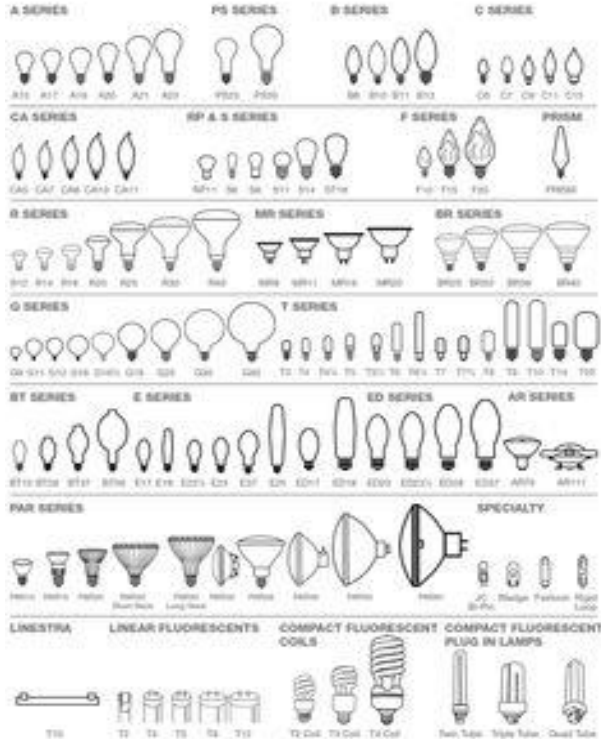
August 2-3 • Denver, CO



# Jason Solis

# The Lighting Agency

Inventory of Electrical Distributors has changed from cases and pallets of lamps in the WHS.....



....To a few types of stocked LED Modules or new LED Fixtures... but some new LED Fixtures are project driven (retrofit) vs. MRO driven.



1 Fixture Type. 3 manufacturers.



Lithonia Fixture, 3  
Lamp T8.  
2PM3N 88 watts



Advance  
Ballast  
ICN 3P32 N



GE Lamps  
F32T8 SP35  
ECO



Now all components are by 1 manufacturer... 39 watts. But how many things do they stock?

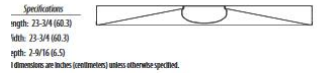
## 2BLT Tunable White



BLT Series LED

## 2BLT

2' x 4' LED

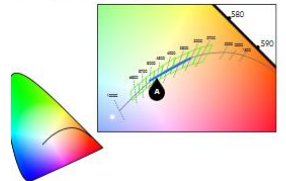


### Multiple Diffuser Options



### Tunable White: GP10

- Gamut: One dimensional Warm-Cool
- Path: Direct 3000K to 5000K (Productivity Range)
- Handle: Two Natural Language handles: Intensity and CCT
- Data: nLight with nLite technology for both handles of control



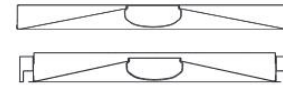
Specifications

Length: 47-3/4 (121.2)

Width: 23-3/4 (60.3)

Depth: 2-3/8 (6.0)

Depth with Air Option: 2-3/4 (6.9)



All dimensions are inches (centimeters) unless otherwise specified.





\*See QPL list for  
ElectraLED listed models at:  
[designlights.org/QPL](http://designlights.org/QPL)


- AND ME.

**REBATES**  
  
**AVAILABLE**

**DLC CERTIFIED FIXTURE REBATES**  
<https://www.designlights.org/QPL>

**ENERGY STAR CERTIFIED FIXTURE REBATES**  
<http://www.energystar.gov/productfinder/product/certified-light-fixtures/results>

**OUTDOOR LED AREA POLE FIXTURES**  
 LITHONIA LED FIXTURE OPTIONS: DSX0, DSX1, DSX2, KAD




EXISTING → PROPOSED.....	<b>REBATE</b>
150 Watts → 45-65 Watts.....	<b>\$75.00</b>
175 Watts → 66-89 Watts.....	<b>\$75.00</b>
250 Watts → 90-119 Watts.....	<b>\$85.00</b>
400 Watts → 120-140 Watts.....	<b>\$100.00</b>

**LED HIGH BAY FIXTURES**  
 LITHONIA LED FIXTURE OPTIONS: 1BH, 1BL



EXISTING → PROPOSED.....	<b>REBATE</b>
150-250 Watts → < 165 Watts.....	<b>\$135.00</b>
310-410 Watts → 190-260 Watts.....	<b>\$150.00</b>
750 Watts → 344-460 Watts.....	<b>\$200.00</b>
1000 Watts → 465-625 Watts.....	<b>\$250.00</b>

**EXTERIOR LED WALL PACK FIXTURES**  
 LITHONIA LED FIXTURES: DSXW1, DSXW2, OLWX1, OLWX2




EXISTING → PROPOSED.....	<b>REBATE</b>
< 100 Watts → < 25 Watts.....	<b>\$35.00</b>
100-200 Watts → 26-60 Watts.....	<b>\$75.00</b>
200-400 Watts → 61-150 Watts.....	<b>\$100.00</b>

**1x4, 2x2, 2x4 LED LAY IN FIXTURES**  
 LITHONIA LED FIXTURES: 2BLT, 2FSL, 2ALL



NEW FIXTURE.....	<b>REBATE</b>
New LED Fixture.....	<b>\$50.00</b>
Integrated Fixture + PC + Motion Sensor.....	<b>\$78.00</b>
2x2, 2x4 Retrofit Kit.....	<b>\$30.00</b>

**LED PARKING GARAGE AND CANOPY FIXTURES**  
 LITHONIA LED FIXTURES: DSXPG, PGX



EXISTING → PROPOSED.....	<b>REBATE</b>
< 100 Watts → 25-60 Watts.....	<b>\$135.00</b>
100-200 Watts → 61-83 Watts.....	<b>\$175.00</b>

**LED DOWNLIGHT FIXTURES**  
 LITHONIA LED FIXTURES: RV6, RV8/ GOTHAM LED FIXTURE: EVO



EXISTING → PROPOSED.....	<b>REBATE</b>
No wattage requirement → < 25 Watts.....	<b>\$35.00</b>
No wattage requirement → 26-50 Watts.....	<b>\$50.00</b>

**NEW LED EXIT SIGNS**  
 LITHONIA LED FIXTURES: EDGC, SOLO



NEW FIXTURE.....	<b>REBATE</b>
No wattage requirement.....	<b>\$25.00</b>

**NEW LED STAIRWELL FIXTURES**  
 LITHONIA LED FIXTURES: WL2, WL4



NEW FIXTURE.....	<b>REBATE</b>
20-30 Watts with Integrated Sensors.....	<b>\$25.00</b>

**WALL MOUNT SENSOR WATTAGE CONTROLLED ACUITY SENSOR SWITCH: WSX**



NEW CONTROL.....	<b>REBATE</b>
50-300 Watts.....	<b>\$15.00</b>
>300 Watts.....	<b>\$25.00</b>

**CEILING MOUNT SENSOR WATTAGE CONTROLLED ACUITY SENSOR SWITCH: CM6, CM10**



NEW CONTROL.....	<b>REBATE</b>
50-300 Watts.....	<b>\$30.00</b>
>300 Watts.....	<b>\$40.00</b>

\*\* RETROFIT REBATES NOT LIMITED TO FIXTURE TYPES LISTED

**REBATES**  
  
**AVAILABLE**

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<https://www.designlights.org/QPL>

**ENERGY STAR CERTIFIED FIXTURE REBATES**  
<http://www.energystar.gov/productfinder/product/certified-light-fixtures/results>

**OUTDOOR LED AREA POLE FIXTURE**  
 LITHONIA LED FIXTURES: DSX0, DSX1, DSX2, KAD



PROPOSED NEW WATTAGE.....	<b>REBATE</b>
45-65 Watts.....	<b>\$35.00</b>
66-89 Watts.....	<b>\$35.00</b>
90-119 Watts.....	<b>\$40.00</b>
120-140 Watts.....	<b>\$50.00</b>

**LED HIGH BAY FIXTURES**  
 LITHONIA LED FIXTURES: 1BH, 1BL



PROPOSED NEW WATTAGE.....	<b>REBATE</b>
124-189 Watts.....	<b>\$125.00</b>
190-290 Watts.....	<b>\$140.00</b>
291-464 Watts.....	<b>\$165.00</b>
465-625 Watts.....	<b>\$175.00</b>

**EXTERIOR LED WALL PACK FIXTURES**  
 LITHONIA LED FIXTURES: DSXW1, DSXW2, OLWX1, OLWX2



PROPOSED NEW WATTAGE.....	<b>REBATE</b>
< 25 Watts.....	<b>\$15.00</b>
26-60 Watts.....	<b>\$30.00</b>
61-150 Watts.....	<b>\$50.00</b>

**LED PARKING GARAGE AND CANOPY FIXTURES**  
 LITHONIA LED FIXTURES: DSXPG, PGX



PROPOSED NEW WATTAGE.....	<b>REBATE</b>
25-60 Watts.....	<b>\$50.00</b>
61-83 Watts.....	<b>\$50.00</b>

**1x4, 2x2, 2x4 LED LAY IN FIXTURES**  
 LITHONIA LED FIXTURES: 2BLT, 2FSL, 2ALL



PROPOSED NEW WATTAGE.....	<b>REBATE</b>
No wattage requirement.....	<b>\$30.00</b>

**LED DOWNLIGHT FIXTURES**  
 LITHONIA LED FIXTURES: LDNG



PROPOSED NEW WATTAGE.....	<b>REBATE</b>
< 25 Watts.....	<b>\$25.00</b>
26-50 Watts.....	<b>\$40.00</b>

# Payback Comparison

## Payback without DLC Product.

### Executive Summary

#### Project Overview

##### Cost of Project

Total Material Cost and Labor (\$)	270,709
Less Rebates and Incentives (\$)	0
<b>Net Cost of Project (\$)</b>	<b>270,709</b>

##### Annual Operating Savings

Energy Savings (\$)	57,613
Maintenance Savings (\$)	10,872
<b>Total Annual Operating Savings (\$)</b>	<b>68,485</b>

##### Operating Savings Over 10 Years

Energy Savings (\$)	576,135
Maintenance Savings (\$)	108,720
<b>Total Operating Savings Over 10 Years (\$)</b>	<b>684,855</b>

Payback Period (years)	4.3
Net Present Value (\$)	239,176
Internal Rate of Return (%)	23.16

## Payback WITH DLC Product.

### Executive Summary

#### Project Overview

##### Cost of Project

Total Material Cost and Labor (\$)	270,709
<b>Less Rebates and Incentives (\$)</b>	<b>(51,075)</b>
<b>Net Cost of Project (\$)</b>	<b>219,634</b>



##### Annual Operating Savings

Energy Savings (\$)	57,613
Maintenance Savings (\$)	10,872
<b>Total Annual Operating Savings (\$)</b>	<b>68,485</b>

##### Operating Savings Over 10 Years

Energy Savings (\$)	576,135
Maintenance Savings (\$)	108,720
<b>Total Operating Savings Over 10 Years (\$)</b>	<b>684,855</b>

Payback Period (years)	3.4
Net Present Value (\$)	288,785
Internal Rate of Return (%)	29.75



Evan Kirk

Sales Leader, Lighting Team – Rocky Mountain Region  
Graybar

# Who is Graybar?

- A Fortune 500 company specializing in supply chain management services and is a leading distributor of high-quality components, equipment and materials for a number of industries.
- \$6.1 billion in revenue in 2015
- Over 5,000 employees
- More than 260 locations across North America (US, Canada, and Puerto Rico)
- Headquartered in St. Louis, MO
- Employee Owned since 1929
- Primarily serve the following markets: construction, commercial, institutional and government, industrial, and utility markets



# Graybar's Lighting Services

## NEW CONSTRUCTION

### STEP 1. Specification Assistance

- Ensure code compliance
- Provide photometric and lighting layouts

### STEP 2. Design and Quotation

- Assist with various options available
- Double check counts for accuracy
- Volume pricing discounts

### STEP 3. Project Management

- Customized delivery
- Provide ship schedules and material tracking
- Staging and kitting
- Extensive lighting inventory
- Jobsite services

### STEP 4. Project Financing

- Rebate Assistance
- Graybar Financial Services® (GFS)

## RENOVATION

### STEP 1. Assess

- Lighting and lighting controls assessments
- Data collection

### STEP 2. Design

- Provide photometric and lighting layouts
- Develop customized solutions

### STEP 3. Deploy

- Coordinate installation
- Project management
- Customized delivery
- Recycle replaced items

### STEP 4. Fund and Measure

- Rebate assistance
- Graybar Financial Services® (GFS)
- Measure savings





# Randy Breske

## NALMCO

interNational Association of Lighting  
Management Companies



# Mission Statement:

NALMCO® is an organization that establishes and promotes the highest professional standards for lighting management professionals.

Founded in 1953- 63 Years in the industry





## NALMCO Role:

We are the spokesperson for the industry at meetings of regulatory bodies, other associations, and business gatherings where an opportunity exists to further the position of lighting management.



- We provide certification programs as a vehicle to recognize individual achievement and professionalism.
- NALMCO offers four nationally recognized certifications which identify professionals who demonstrate a high degree of competence and knowledge.

How has the traditional distribution model changed as LED has entered the market?

How has the DLC Qualified product list changed the way that you order, stock and/or sell products?

# How can the DLC better collaborate with your organizations?

What new partnerships have you seen  
evolve in the distribution channel  
(distributors and manufacturer reps?  
Installing contractors and distributors?  
Lighting maintenance organizations?)

How can we evolve collaboration  
between your organizations and  
efficiency programs?

Has the introduction of Advanced  
Lighting Controls Systems also had a  
similar impact?



# Open Q&A with audience

# Thank you to our sponsors.

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**Efficiency Vermont** **STD** Standard-Tech  
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 HONGKONG TEST TESTING SERVICES

**CREE** **VaOpto**  
 LED Manufacturer

**DIGITAL LUMENS**



**LUTRON**

**FOREST LIGHTING**  
 Sustainable Illumination