

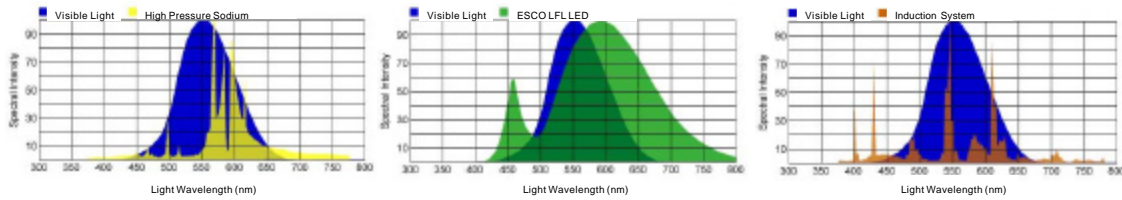


For over thirty-five years, Esco Lighting, Inc. has been in the business of designing, and manufacturing commercial, industrial, specialty and custom lighting fixtures. Esco Lighting is a pioneer in designing lighting fixtures utilizing energy efficient technology. We are in our third generation of induction fixture designs and are experts in this field. We have recently added to our energy efficient product line with a series of high-powered LED lighting fixtures.



These photographs show a practical example of our energy efficient LED products in the field. We replaced 400 watt high pressure sodium tunnel fixtures with Esco LFL 120 watt tunnel fixtures.

The Esco LFL 120 watt streetlights delivered a 76% energy savings over the pre-existing 400 watt high pressure sodium streetlights, and improved the quality of light.



Utilizing Philips and Osram Sylvania energy-saving LED and ICETRON and QL induction lighting systems, our lighting fixtures are backed by the most comprehensive system warranties in the industry.

General Information	Metal Halide	High Pressure Sodium	Induction	Esco LFL Array
Lamp Life	5,000-20,000*	16,000-24,000*	100,000	50,000
Lighting Efficiency (Lumen per watt)	70-115*	50-140*	65-90	100
CRI (color rendering index)	>70* (fair)	>25* (poor)	>80 (good)	>80 (good)
Color Temperature	Varies	Limited range*	3,000-5,000k	5,600k
Hot Restart	Delayed*	Delayed*	Instant	Instant
Mercury	Low -High*	Low – Medium*	Low	None

\*Information from the U.S. Department of Energy.



**Cost Analysis**

	400 watt High Pressure Sodium	250 watt High Pressure Sodium	150 watt High Pressure Sodium	Induction (150W ICETRON / 150W QUICTRONIC generator)	Esco LFL120 Array (120 watt LED)	Esco LFL96 Array (96 watt LED)
<b>System Watts</b>	<b>467</b>	<b>295</b>	<b>188</b>	<b>160</b>	<b>150</b>	<b>120</b>
<b>Annual Burn Hours (365 days - 12 hours per day )</b>	4380	4380	4380	4380	4380	4380
<b>Total Kilowatts</b>	2,045	1,292	823	700	657	525
<b>Kilowatt Rate</b>	\$.10	\$.10	\$.10	\$.10	\$.10	\$.10
<b>Annual Cost</b>	\$204.50	\$129.20	\$82.30	\$70.00	\$65.70	\$52.50
<b>10 Year Energy Cost (365 days - 12 hours per day )</b>	<b>\$2,045.00</b>	<b>\$1,292.00</b>	<b>\$823.00</b>	<b>\$700.00</b>	<b>\$657.00</b>	<b>\$525.00</b>
<b>10 Year Burn Hours (365 days - 12 hours per day )</b>	43,800	43,800	43,800	43,800	43,800	43,800
<b>Useful Lamp Life</b>	20,000 hours	20,000 hours	20,000 hours	100,000 hours	50,000 hours	50,000 hours
<b>10 Year Re-Lamps</b>	2.19	2.19	2.19	0	0	0
<b>Lamp Replacement Cost</b>	† \$8.50	† \$8.50	† \$8.50	\$0	\$0	\$0
<b>Labor Replacement Cost</b>	† \$30 per	† \$30 per	† \$30 per	\$0	\$0	\$0
<b>10 Year Maintenance Cost</b>	<b>\$84.32</b>	<b>\$84.32</b>	<b>\$84.32</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Total 10 Year Energy and Maintenance Cost</b>	<b>\$2,129.32</b>	<b>\$1,376.32</b>	<b>\$907.32</b>	<b>\$700.00</b>	<b>\$657.00</b>	<b>\$525.00</b>
Note: The above comparisons based on single fixtures. † Denotes estimated cost.				<b>Energy Savings over 400W High Pressure Sodium</b>	<b>66% savings</b>	<b>68% savings</b>
						<b>74% savings</b>



3254 North Kilbourn Avenue Chicago, Illinois 60641-4505  
Phone: 773-427-7000 Fax: 800-217-1260 [www.escolighting.com](http://www.escolighting.com)

**A Woman-Owned Business**  
**Established 1975**