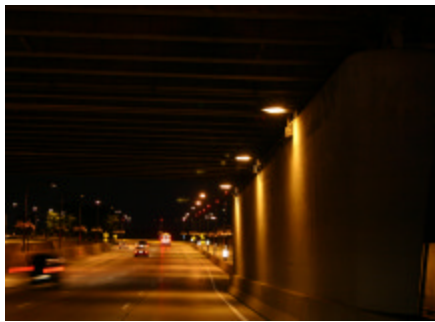




For over thirty-five years, Esco Lighting, Inc. has been in the business of designing, and manufacturing commercial, industrial, specialty and custom lighting fixtures. Esco Lighting is a pioneer in designing lighting fixtures utilizing energy efficient technology. We are in our third generation of induction 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.

EXAMPLE

The following 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.

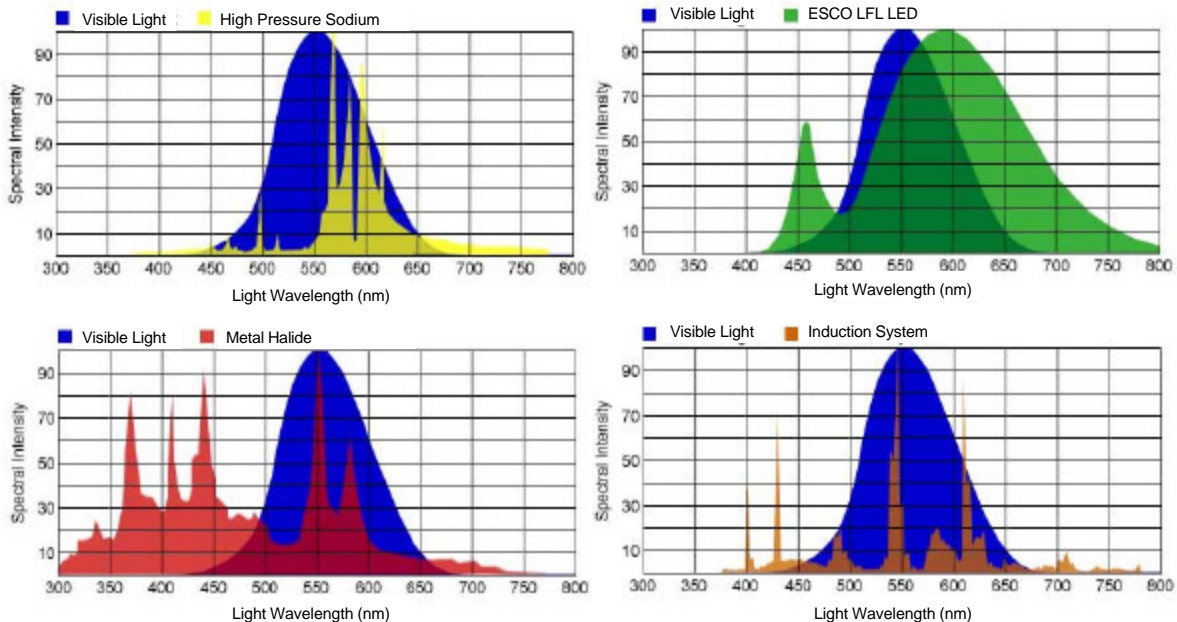


Before: 400 watt high pressure sodium tunnel fixtures. Yellowish tinge creates poor color rendering (25 CRI).



After: Energy efficient 120 watt Esco LED tunnel fixtures. Bright white light LEDs create excellent color rendering (80 CRI).

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

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Established 1975