

LED: Now An UPGRADE

The latest generation of **LED products** has now become available. These new lamps have the most recent advancements in LED technology - they give more light, have longer service lives and consume even less energy. Going LED with these new products has graduated from a "Retro-Fit" to a "Lighting Upgrade". Please note, however, that these newer LED products are generally not available at retail levels. Retail LED tends to be older generation products. To source these newer products, you need to work with a lighting expert who has direct relationships with manufacturers or distributors. Note that both Con Ed and PSEG continue to offer significant funding for LED projects. Translation - With the combination of energy savings and funding, your LED Upgrade will give you a quick return on your investment. Think in terms of pay-backs in one year - certainly less than two.

Because newer **LED products** are generally not available at retail, LED perception tends to be focused on older technology. While cost and energy savings features are recognized advantages, light quality and look are often perceived as a necessary compromise to achieve desired cost savings. However, with new technological advances, the real story is all about a true Lighting Upgrade, not a compromise. These Upgrades will not only improve the look and quality of your facility, they will self-finance your project through the combination of significant levels of energy savings and funding incentives.

Some examples of new **LED products** with wide application include:

- The "**Anything Tube**" - A new LED replacement lamp that works either as a replacement for a T12 with a magnetic ballast or other fluorescents with electronic ballasts.
- The "**Troffer Kit**" - A kit for upgrading 2X4 and 2x2 fluorescent ceiling fixtures. The kit uses the existing back box and includes a new face with a direct/indirect lighting feature.
- The "**Circleline**" - A replacement for a 40W fluorescent in a circleline fixture. The 15W LED provides a higher light level, better color rendering, and longer life.
- **Wireless controls** - Wireless control of individual fixtures is a technology that increases opportunities for additional savings and lengthens service life.

When considering a **LED Upgrade**, be sure you have an understanding of the playing field, so you get it right. You need up to date information at manufacturing levels with regard to new products, specifications and availability in order to make informed decisions with regard to your project. Additionally, you will want your project to qualify for Con Ed or PSEG funding. Be sure you understand and comply with these funding requirements before, not after your project starts.



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Think in terms of dividing your project into separate parts. The first involves selecting LED lamps for your Upgrade. You will need the advice of an industry expert to make an informed choice. Be sure to get samples of the LED products selected, so that you have an opportunity to make an on-site evaluation.

The second part involves funding and financing (up front financing is available as an option). For budgeting purposes, remember that there is an up-front investment before the savings and the funding kick in. The funding incentive will cover a significant portion of your project, but your funding will be contingent on meeting required protocols. Complying these protocols may require some expert assistance. As you navigate the funding requirements, remember that your funding sources are making a substantial contribution to your project and have a vested interest in a successful outcome.

The message is that **LED Upgrades** work, but be sure you bring needed expertise to your project to successfully navigate the process. Connect with a reliable expert who has a proven track record of successful projects, including in depth knowledge of LED product as well as funding. For more information go to www.greenpartnersny.com.