



**Lumeneering
Innovations**
Intelligent Lighting Solutions

Intelligent Lighting
Solutions News

From Mike's Desk:

100% Risk-Free Financing Available For Limited Time

We're excited about how fast our business is growing and how much our customers are saving on their hydro bills. But I'm worried that not everyone realizes that the rebates now being paid by Ontario utilities through the saveONenergy won't last. Some utilities have already announced that the rebates will be reduced by 60% at the end of this year if not sooner.

To help business owners upgrade their lighting system now with no upfront investment, we're offering to let businesses pay us monthly from the hydro bill savings. At no upfront cost, Lumeneering Innovation will install a complete LED lighting upgrade with 5 years of complete lighting warranty, plus an additional 5 years of product warranty for a total of 10 years coverage. In return, customers agree to pay a portion of the energy costs they save monthly for 60 months. After 60 months, system ownership will be passed to the customer for \$1.00.

We're eager to help you stop wasting energy and money. Contact me or any of our staff to "lock in" your rebate application with our utility partners before the rebates go away again. And let us tell you more about our innovative financing offer.

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**Toyota
Dealer
Increases
Lighting,
Earns
\$28,000
Rebate**

Jackson's Toyota Scion is central Ontario's largest Toyota dealer and has served the community of Barrie for more than 40 years. Owner Bob Jackson wanted to improve his dealership's outdoor lighting so he asked his local utility, Powerstream, for more information about their rebate program and for an installer recommendation.

Bob met with Bill Bogardis of Lumeneering Innovations (LI) who is a former utility executive. The lighting upgrade included the replacement of over 125 fixtures, including canopy, floodlights, and wall-mounted lights as well as the spotlights for display cars in front of the dealership. The project earned a saveONenergy rebate from Hydro One of over \$28,000 and will generate a 1.5 year payback even with increase lighting levels in some areas.



"I'm so pleased with the outside lighting that we're planning to upgrade the indoor lighting as well. Plus, my architect is working with LI to incorporate the new lights into our new construction planned for next door," said Mr. Jackson.

General Motors Dealer Replaces Ugly Lights; Earns \$7,000 Rebate

Peter Smith of Peter Smith Chevrolet Buick Cadillac GMC in Belleville, Ontario knew his ugly 1980's style lighting fixtures needed to be replaced. He did some comparison shopping among several installers and viewed the lighting at the nearby Belleville Toyota dealership. "I chose Lumeneering Innovations because of their strong references from other car dealerships and their competitive prices that were almost half of another bid I received," said Mr. Smith.

Hydro One paid a rebate of over \$7,000 for the retrofit project that replaced 34



outdoor pole light fixtures as well five building-mounted lights that is projected to create \$7,200 annually in energy savings. Nonetheless, the dealership has never looked brighter as you can see in this photo taken at 10 p.m.

Two Curling Clubs Conduct Lighting Makeover

The Napanee and Brighton Curling Clubs, located in Ontario, have both upgraded the lights over the ice pad and in the hospitality areas. The not-for-profit, membership-owned Napanee & District Curling Club acted first after calling the saveONenergy hotline for advice. Mike Walker of LI staff replaced one of the 95-watt fluorescent lighting tubes over the ice pad in the 50-year-old building with a 15-watt light-emitting-diode (LED) tube so club members could compare. "The lighting improvement was amazing. It was like bringing daylight indoors," said Bill Ryan. The buildings are used year-round for social activities.

The Napanee club then proceeded to replace over 250 fluorescent tubes with LED tubes that use just 15 watts each. In addition, the club replaced over 10 lights in the hospitality area and installed dimmer switches to save even more.

When the Brighton and District Curling Club in the Quinte area outside Belleville heard about the Napanee upgrade, they decided to hire Lumeneering Innovations as well to upgrade their aging building. Brighton replaced over 260 fluorescent lighting tubes with LEDs

and earned a rebate of over \$2,500 from Hydro One and the saveONenergy program. "The entire lighting upgrade was installed in just 2 days and the improvement was dramatic," said Don Godden.



Uranium Processor Mines Energy Savings

A leading industrial manufacturer is upgrading its lighting to LEDs to improve production quality as well as to save energy and money. Cameco, one of the world's largest uranium producers, was referred to Mike Walker of Lumeneering Innovations by the staff of Veridian Hydro. After testing several types of lighting and conducting cost comparisons, Cameco selected LI to provide LEDs to upgrade all of its metal halide style outdoor lighting for its campus of buildings in Port Hope.

Based on the success of that first project, Cameco is working with Mike to upgrade its indoor metal halide lighting in the main

control room of its high-security property. This is one of several projects that will result in Cameco upgrading all their current lighting systems to

LED's. Cameco is one of the world's largest uranium producers providing about 16% of the world's production from mines in Canada, the US and Kazakhstan. It is also a leading provider of nuclear fuel processing services, supplying much of the world's reactor fleet.



Chickens Like LEDs, Too

Did you know that chickens are very particular about how their homes are lit? If the lighting doesn't suit them, they won't lay eggs. Brunbrae Farms, Canada's leading egg producer, contacted HydroOne's saveONenergy program and they referred them to Mike Walker of Lumeneering Innovations who helped find just the right LED lamp to meet with the chicken's approval. As a result, Burnbrae Farms has replaced over 2,000 of its 60-watt incandescent light bulbs with 10.5-watt LED lamps. The energy savings have been dramatic, the chickens are happy, and the farm has earned a rebate totally 25% of the farm's upfront investment.



Burnbrae Farms is a family owned and operated company that has been producing eggs for over 70 years. With farms in Ontario, Quebec, Manitoba and Alberta, Burnbrae Farms sells eggs and egg products to major grocery store chains, food service operations and large bakery / industrial customers throughout Canada.