



## Intelligent Lighting Solutions News

### From Mike's Desk:

#### It's About More Than Energy Savings

Closer hockey game scores, sizzling car sales, nighttime skiing, and a big check from the hydro company for doing the right thing for our future environment. I'm learning that is what Lumeneering Innovations delivers to its customers. I always thought our business was to provide turnkey light-emitting diode (LED) lighting upgrades for buildings across Canada to help them significantly reduce their hydro bill. But it's not the big energy savings that gets our customer the most excited. It's more about what the better lighting does for the people in the buildings.

In this issue, you'll learn about 3 of our proudest customers: a hockey arena, a car dealership, and a ski hill. You'll also learn that time is running out to get your own big check from the hydro company. You have until December 31 to "reserve" your rebate check for projects that are completed in 2015. Contact me for a free Lighting System Upgrade Analysis to learn how much you could be saving... and to "lock in" your rebate application.

#### Mike Freeman

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## Act Now! 2014 Hydro T-12 Rebates End Dec. 31

### Applications Received By Year-End Can Be Completed In 2015

While specific details are still being finalized, the Ministry of Energy has provided clear direction in its "Conservation First" directive regarding the 2015-2020 conservation demand management framework. Highlights include elimination of rebates for T12 fluorescent lights. However, applications received by December 31, 2014 and up to the launch of new programs will be eligible for existing incentive levels, but projects must be completed in 2015. Applications submitted after the launch date will be subject to new program rules and incentives.

That means time may be running out to take advantage of saveONenergy business incentive programs to help you save money and electricity. Your energy savings can start immediately and paybacks can be in just months. There's still time to reserve incentives up to 50% of project costs on upgrades to LED lighting. This is often

a simple one-for-one replacement. LEDs use 75% less energy and last 25 times longer than incandescents! Incentives are also available when you add motion and photo sensors (for spaces that benefit from natural light) to turn on lights only when necessary.

Lumeneering Innovations (LI) is a leading national supplier of lighting solutions focused on turnkey system upgrades for commercial and institutional businesses. Because LI is already registered with your local utility, we can "lock in" your rebate application on your behalf. That's why business owners, tenants, and managers of real estate are working with LI to take advantage of large cash rebates from the saveONenergy upgrade program currently offered by the Ontario Power Authority.

The Lumeneering Innovations Solution, coupled with utility cash rebates, can result in a payback period for the lighting system upgrade in less than three years... and often in less than two. Contact your LI representative for a free Lighting System Upgrade Analysis to learn how much you could be saving.

# Picton Hockey Arena Improves Lighting and Reduce Energy Use by 75%

## Goalies can see and hear the puck now; County earns \$8,000 rebate

The County of Prince Edward has earned a \$8,240 rebate from Hydro One for hiring Lumeneering Innovations to update the lighting above the ice surface and viewing stands in it's Picton Arena. The lighting improvements are projected to save the County over 124,000 kWh annually.

The Picton Arena is part of the Prince Edward Community Centre located in Picton, Ontario. The arena has a single ice surface, dressing rooms, referee room, concession booth, and seating to accommodate spectators. While it's busiest during the hockey season, the arena is used other times of the year for events like the fair and shuffleboard.

The 29 year old arena was previously lit by metal halide lights that were starting to dim very inconsistently. Complaints from hockey goalies that they couldn't see the puck led Lisa Lindsay, Manager of Community Centres and Events Marketing for the County to investigate upgrade alternatives. "Read Kelly of Ontario Hydro told me about how cost-effective LED (light-emitting diode) technology has become and that Hydro One rebates were available for a limited time when upgrading to this technology," says Lisa. "Once we investigated and learned about the better, more natural light due to LED technology improvements, the huge energy savings, and the hydro rebate, the decision to proceed with the upgrade was a no-brainer". The County sought competitive bids to upgrade our lighting technology and Lumeneering Innovations was the only vendor to recommend a cost-saving approach to recycle the existing fixtures with the new technology."



"It was incredible how quickly the retrofit installation was complete," notes Lisa. "It took just a couple days to install new lights above the arena ice surface and an additional lighting system for the viewing stands. The elimination of the constant hum from the older light ballasts was the very first thing we all noticed.

Another significant improvement is the fact that the new lighting system operates on automatic sensors which means the lights only come on when the arena is actually in use – resulting in even more energy savings.

Government-owned as well as privately owned building owners across Ontario are working with Lumeneering Innovations and other qualified installers to take advantage of cash rebates for up to 75% of the project cost from the Save on Energy upgrade program offered by the Ontario Power Authority and local utilities, including Toronto Hydro, PowerStream, Hydro One, Horizon Utilities, Viridian, and Guelph Hydro, among others. The utility programs provide cash incentives for upgrading existing lighting systems with new high-efficiency LED lighting solutions.

"We're seeing many building owners like the County of Prince Edward significantly slash their energy use while dramatically improving the lighting system quality," noted Michael Freeman, President of Lumeneering Innovation, an Ontario Hydro qualified lighting design and installation company. "The Centre's lighting energy use decreased from 470 watts on the ice surface to 120 watts which is a 75% savings, while the lighting in the audience seating reduced over 75% from 470 watts to 75 watts. Plus, the system comes with a five-year warranty which is important to protect the County's investment. But as much as we focus on the energy savings, it's always the non-energy benefits that grab the building occupants. In this case, after we were

completed, the highest praise we received from the goalies was that with the old lighting ballast hum eliminated they can now hear the puck as it slides down the ice. For us, that means we scored a win!"

For a free lighting system analysis of your building, contact Michael Freeman at [mfreeman@lumeneeringinnovations.com](mailto:mfreeman@lumeneeringinnovations.com) or 888-509-9778.

# Paul Sadlon Motors Improves Sales While Cutting Energy Costs

## \$21,000 Rebate Helps Cut Outdoor Lighting Cost by 90%



Paul Sadlon Motors in Barrie is a commercial demonstration of an innovative lighting solution from LI. The light-emitting diode (LED) lighting with wireless control and dimming has the potential to cut the dealership's lighting costs for its outdoor showroom by up to 90 per cent as compared to fluorescent lighting, making the upgrade investment pay for itself in as little as two years. The retrofit consisted of installing 200 LED T8s in the service department, 420 LED panels in the showroom, and 52 LED floodlights outside. Powerstream, the local electric distribution company, and Ontario Power Authority provided the project funding.

This is not the first energy-saving collaboration for Mr. Sadlon as he was one of our first customers back when we introduced compact fluorescent lighting technology that slashed energy use by 50% in the 1980's. "Our company is always looking for ways to lower our costs so we can continue to offer greater savings to our customers," said Mr. Sadlon. "We have been the value leaders in Barrie and the surrounding area since 1971 and will continue to provide the best service on to our community while helping the environment."

For more information, go to our web site at [LumeneeringInnovations.com](http://LumeneeringInnovations.com)



# Batawa Ski Hill is First in Canada To Demonstrate Innovative Outdoor Lighting Technology

## New LED Lights Improve Nighttime Skiing, Help the Environment

Batawa Ski Hill in Quinte West became the first ski facility in Canada to demonstrate an innovative outdoor lighting system from Lumeneering Innovations (LI) of Belleville in December 2013. The most popular runs of Smokey and Old Smokey received enhanced lighting, and for the first time ever, the Boomerang run is now lit. Michael Freeman and Michael Walker of LI joined Andrew Rusynyk of Batawa Ski Hill for a press conference and VIP preview at the venue at its season opening.



"After an exhaustive search for a cutting edge solution, Batawa Ski Hill selected

LED lights that will provide superior illumination on the runs with significant power efficiencies over traditional lights used for night skiing", said Andrew Rusynyk. "This is important as Batawa's overriding goal is to be environmentally and fiscally responsible while providing a quality experience for our guests."



Bryan Watson of LI oversaw the entire project — from redesign to installation to proper disposal of the hazardous materials in the previous fixtures. "It's exciting to work with market leaders like Andy Rusynyk," said Michael Freeman. "Batawa Ski Hill understands the value of doing what's right for nighttime skiers while also doing what's right for our environment."

For more information,  
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