

UP-TO-CODE

Lighting Improves the Bottom Line and the Utilities Pay

By ROGER JACOBS, Focus Lighting & Controls, Inc.

(Editor's Note: To continue the theme of energy costs, David Harchanko asked an associate to comment on energy savings with regard to lighting systems. Roger Jacobs has extensive experience with the development, manufacturing and installation of energy efficient lighting solutions. He has had great success finding savings through the use of rebates from the utility companies to pay for these improvements. This stuff really works, especially now with energy costs so high and technology so cheap, it is finally efficient to combine some sophisticated controls to electrical and heating/cooling operations that the utility companies will even help to pay for the improvements. Roger Jacobs may be reached at 952-474-9077 or e-mail at rjacobs@focusalt.com)

We are all clearly aware the energy crisis will be one of the main issues and expenses business owners are facing today and will continue to face in the coming

years. It's a safe bet for any business owner, utility costs will continue to increase operating expenses and erode the "Bottom Line" if corrective action isn't taken.

The "GOOD" NEWS is, through the proper application of Lighting Equipment now available, facility owners can improve worker productivity and, at the same time, "improve" the Bottom Line through Reducing Energy Costs.

One recent example of the above is a 250,000 sq. ft. manufacturing facility in St. Paul, Minnesota that recently received a lighting remodel for its manufacturing and warehouse areas. The lighting remodel used a combination of new fluorescent lighting fixtures and the retrofitting of some existing lighting fixtures, as well. Occupancy detection was effectively applied in warehouse and manufacturing in low activity areas to automatically con-

trol lights. The new lighting fixtures use fluorescent High Color Rendering lamps and Reflector Technology designed to specifically control lighting performance and levels in specific warehouse and manufacturing areas.

In the warehouse areas with 30' high ceiling and narrow merchandising aisles, the new Lighting Fixtures used Reflectors that distributed much higher vertical and horizontal visual task lighting levels than previously experienced on aisle shelving and floors, in turn increasing employee safety and productivity as a result. Occupancy detection was also effectively used in the warehouse aisles, further reducing energy consumption when specific aisles were not in use.

The manufacturing area also used fluorescent fixtures using reflectors designed to greatly increase both vertical and

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horizontal task lighting levels. The increase in vertical task lighting levels allowed employees to greatly improve tasks such as operating production equipment. The increased horizontal task lighting levels immediately increased proficiency for production functions, such as product assembly and packaging tasks. Increase in profits through employee productivity as a result of the lighting remodel can be difficult to qualify, but the nearly 60% in saving due to the reduction in lighting utility costs the company is now experiencing, is not hard to qualify.

More "Good News" is, the Utility "Rebate" paid to the owner by the Utility, reduced the total lighting equipment cost including installation, by 53%. Also, of significant importance, there are many great energy financing opportunities available for business owners, as well.

Many similar examples of the above have been realized by business owners in the Twin Cities area in facilities such as: auto dealership service garages, grocery stores, school gymnasiums, all types of warehousing, all types of manufacturing operations, office buildings and more. Also, similar "HVAC" opportunities are available through the proper implementation of new technology in HVAC equipment now available.

In closing, energy cost will remain high and continually increase. New Lighting and HVAC equipment now available, when properly applied, will dramatically improve the operation of any business, while reducing energy costs and improving the Bottom Line. Don't forget the additional "Good News"; the Utilities want to help us pay for these Improvements. Why not improve your Bottom Line "now"?

Stephen Garske Receives 2005 Distinguished Service Award

Stephen Garske, left, owner of Par Aide Products Company, was a deserving recipient of the 2005 MGCSA

Distinguished Service Award. Stephen has been a member of the MGCSA for the past 19 years. The course accessory business started for Steve in 1986 after

his father's death. Steve had to make a decision: give up a very successful commercial real estate business in Denver, let the family business end, or come home and run it. Well, run it he has. Par Aide's many great products, under the leadership of Steve, have made the life of a golf course superintendent a lot easier. Pictured with Stephen is Tom Johnson, who presented the award at the Awards & Recognition Banquet in December.



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