

CMP's Lighting Connection

Bright ideas to improve your bottom line

Central Maine Power Company, 83 Edison Drive, Augusta, Maine 04336

Lighting changes to improve image and bottom line

In March, we wrote about The Dunlap Corporation's proposed lighting retrofit of their Auburn building. Today, we bring you a follow-up interview with James Arel, Real Estate Manager for Dunlap, with results of how the process and project worked for Dunlap.

Here's what James Arel shared with us.

What got the lighting project started and what was the first step?

"I was already thinking about lighting when two things happened. First, I received a copy of *CMP's Lighting Connection* newsletter and read about the effects of quality lighting. Next, a customer, Tom Hayes of Quality Conservation Services, Inc., suggested we take a look at our lighting. Tom completed a full lighting audit, and suggested a funding package that used efficiency gains to pay for the work. I had CMP review the recommendations and comment on the project. The end product here was a well-thought out, step-by-step lighting plan."

What factors did you weigh for go/no go?

"Cost was a big concern prior to the planning phase, but you need to consider the benefits. The lighting plan showed that the benefits of the lighting project far exceeded the proposed cost. The additional benefits of quality lighting: excellent color, productivity gains, less eye strain, and

"The lighting project provides excellent light and color, ends much of our time-consuming spot lamp or ballast replacements, and all projects have a pay back which makes this an excellent project that will serve Dunlap Corporation well. It is remarkable just how much improvement you get with quality lighting!"

James Arel
Real Estate Manager
The Dunlap Corporation
Auburn, Maine

reduced facility maintenance all add to the bottom line. Trying out some of the proposed lighting changes in advance — we replaced a number of fixtures with the new electronic ballasts and 70 CRI, 4100 K lamps to see their effect — was a critical step for acceptance. In addition, there was even an incentive that CMP offered that helped in making the return on investment look more

attractive." (for more information about that incentive, contact CMP at 1-800-565-0121, ext. 3883)

Did you encounter any unexpected problems?

"I kept expecting something to come up, but everything went very well.

Planning and testing helped keep big issues out of the picture. We were able to address all issues and take care of each immediately."

What was the company's reaction to the completed lighting project?

"Even better than anticipated! Our new lighting provides excellent light and color, ends much of our time-consuming spot lamp or ballast replacements, and will have a pay back which makes this an excellent



James Arel (front center)
and some Dunlap employees

Cont. on
page 2



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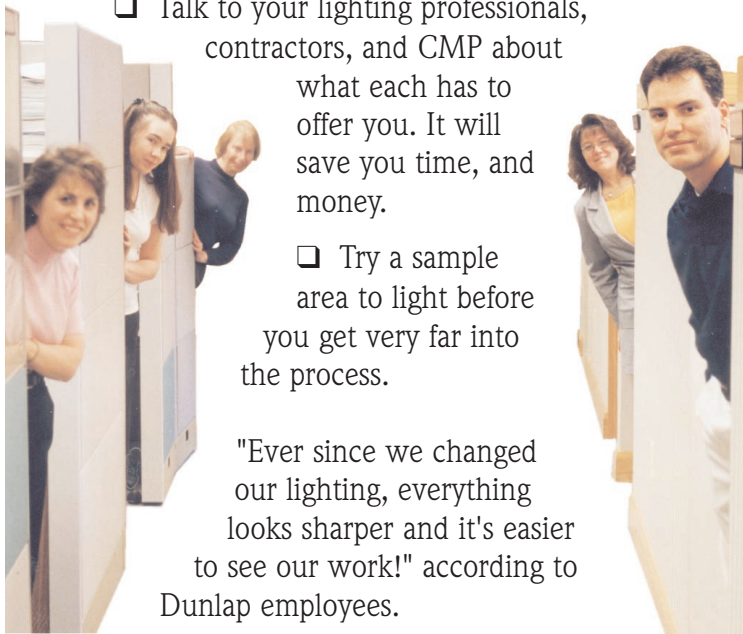
Here are James' top three tips to help you in your lighting project:

❑ Don't let the thought of pulling this type of project together stop you from doing it. With the right players it is very easy.

❑ Talk to your lighting professionals, contractors, and CMP about what each has to offer you. It will save you time, and money.

❑ Try a sample area to light before you get very far into the process.

"Ever since we changed our lighting, everything looks sharper and it's easier to see our work!" according to Dunlap employees.



Upgrade your lighting to upgrade your bottom line!



The Dunlap Corporation is another example of a company which took on the challenge, for its' employees and customers. And with the help of experts, like Dick Bacon, they were able to see past the initial expense and on to the many ways a lighting upgrade pays a business back - you can't afford NOT to make changes. Call Dick today!

CMP's Lighting Connection includes profiles of successful projects, helpful information on lighting equipment, color balance, and more. And see Dick Bacon's "Ask the Lighting Expert" column for answers to your questions. Why not start your free subscription today? Call 1-800-649-1169 to subscribe, or read it on-line at www.cmpco.com.

Dick Bacon, CMP's Lighting Expert, has over 25 years of experience in the lighting business working for major electrical wholesalers and Central Maine Power Company. Dick is a member of the Illuminating Engineering Society of North America (IESNA). Contact our Lighting Expert: E-mail: lighting.expert@cmpco.com, or call toll-free: 1-800-649-1169.

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