

# CMP's Lighting Connection

Bright ideas to improve your bottom line

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

## Another CMP business customer lights their way to success

The town of Newport is known as "the hub of Maine" for its central location in the state. And Newport Industrial Fabrication, Inc. (NIF) is a hub of activity — producing custom metal fabrications that are distributed worldwide.

NIF began in 1997 in eight thousand square feet of space and has since expanded to over 25,000 square feet. The operation includes fabrication, detailing, quality control, and project management departments.

NIF's growth in a tough economy isn't just luck. It's the result of proactive management focused on delivering the highest quality products. And NIF is quick to point out the key role lighting plays in the quality of their finished goods and the success of the company.

### A day in the life of lighting a business

The right light is critical in all aspects of business performance. Take a walk with us to follow a customer order through the different departments and you'll see why!

*"Proper lighting of our fabrication and paint areas was the first step toward increasing employee safety and ensuring a high quality end product."*

*Dan Gerry, President  
Newport Industrial Fabrication, Inc.  
Newport, Maine*

### Lighting general office spaces for increased productivity

At NIF the office space is lit for success. Working with phones and computers, the NIF office staff has to be able to work efficiently and accurately to enter the order, complete the appropriate forms, and process the paper work. High quality T-8 lamps and electronic ballasts, along with localized task lighting, provide proper contrast for desktop work and good color rendition for a comfortable working environment.

### Lighting technical office spaces to promote accuracy

Next stop, engineering. Here the customer order information is turned into detailed specifications — via paper and computer — with an intricate level of detail. Computer and drawing areas need to have good directional and light level controls to reduce glare and promote accuracy. With the right light, engineers can see even the smallest detail and work effectively without excess eyestrain and fatigue.

### Lighting production spaces for better quality control

Now we move to the fabrication area, where the specs and drawings meet the metal. This area is about 18,000 square feet and needs a lot of light! High-bay 400-watt metal halide fixtures



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## Success...

tures provide an even, well-distributed lighting pattern with a white light color characteristic. The lighting scheme is ideal for productivity and quality control.

### Lighting industrial/high-tech spaces to ensure safety



*Highbay 400-watt metal halide fixtures, provide an even, well-distributed lighting pattern.*

Once the actual product structure has been completed, it's ready for a finish coat. NIF's lighting for this area meets two critical requirements. First, lighting for finish coat areas must have very even light distribution to easily reveal any in-process coverage deficiencies that may affect paint adherence and quality. Second, this step of operation requires lighting for accurate color depiction. While standard metal halide lamps do a good job with color rendition, today's technology offers the option of special color corrected lamps and filters that retrofit most fixtures.



*Proper lighting helps employees perform visual tasks faster and more effectively.*

### Lighting finished product (and retail) spaces to increase sales and customer satisfaction

Meeting or exceeding customer expectations is critical in any business. NIF is very aware of the weight that a first

impression carries with customers. High-quality lighting in finished product areas ensures that the finished goods look like what the customer expects or desires.

From start to finish, lighting is key to the manufacturing of a high quality product and the delivery of customer satisfaction for NIF — and CMP is here to help! Light the way to success for your business! Contact CMP at **1-800-649-1169** today and we'll show you how.

*Dick Bacon, a CMP 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](mailto:lighting.expert@cmpco.com), or**  
**call toll-free: 1-800-649-1169.**



## CMP Lighting Tips:

### Flag Flying Etiquette

Traditional guidelines call for displaying the flag in public only from sunrise to sunset. However, the flag may be displayed at all times if it's illuminated during darkness.

The flag should not be subject to weather damage, so it should not be displayed during rain, snow and wind storms unless it is an all-weather flag.

Our flag should be displayed on national and state holidays and special occasions.

*Source: Excerpt from U.S. Flag Code at <http://www.va.gov/pubaff/celebAm/Flagdisp.htm>*

## And the Winner is...

Congratulations to the *CMP's Lighting Connection* August 2002 contest winner! Sacred Heart Church in Yarmouth was the randomly drawn winner of a new 23" TV/VCR/DVD Player combo. Sacred Heart Church understands the value of optimum lighting and has been updating its aged lighting to better illuminate dim areas.



*Debbie Gagnon (L)  
Ann Peacock (R)  
Sacred Heart Church, Yarmouth*

# Business Lighting Survey

**Chance to Win  
One of Three  
Prizes!**

You are among a select group of customers who receive *CMP's Lighting Connection* quarterly newsletter and special editions. We hope you won't mind taking a few minutes to let us know your thoughts about the newsletter and about your organization's lighting plans. And because we appreciate and value your input so much, we will enter you in a drawing for several prize giveaways.

Upon receipt of your completed survey, we will enter your organization in a drawing to win your choice of one of three prizes (each prize valued to \$300):

- a dehumidifier
- an air conditioner, or
- a table-top style refrigerator

**There are just 2 things you need to do:**

- Review your organization's mailing information located on the back of this form and note any needed changes; and
- Return your completed survey to CMP by **November 22, 2002**.

We hope you take the time to participate — your response is extremely important to the service we offer you. Please know that the information you provide will be kept confidential. If you have any questions about this survey, please call Cherilyn Almeida in the Research Department at Central Maine Power at **1-800-565-0121 ext. 3025**.

1. Which best describes how many issues of *CMP's Lighting Connection* you have read this year?

- All 4 issues
- 3 issues
- 2 issues
- 1 issue
- None

2. Have you made any changes to the indoor or outdoor lighting of your business this year?

Yes ➔ What changes have you made? \_\_\_\_\_

- No
- Not Sure

3. Do you plan on making any changes to the indoor or outdoor lighting of your business by the end of this year?

Yes ➔ What changes do you plan on making? \_\_\_\_\_

- No
- Not Sure

4. Thinking about the changes you have made to your business' lighting or changes you may make in the future, how much influence would you say the information contained in *CMP's Lighting Connection* had or will have on your deci-

Fold here - this side out

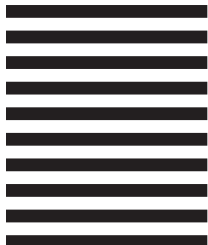


AUGUSTA ME 04330-9717  
 83 EDISON DRIVE  
 PROGRAM OPERATIONS 3-01  
**CENTRAL MAINE POWER COMPANY**

POSTAGE WILL BE PAID BY ADDRESSEE

**BUSINESS REPLY MAIL**  
 FIRST-CLASS MAIL PERMIT NO. 80 AUGUSTA MAINE

NO POSTAGE  
 NECESSARY  
 IF MAILED  
 IN THE  
 UNITED STATES



## Business Lighting Survey...

on your decision to make these changes?

- A lot of influence   
  Some influence   
  No influence   
  Did not make any changes/no changes planned  
 No/Not Sure → What keeps you from making changes? \_\_\_\_\_

5. Thinking about *CMP's Lighting Connection*, how would you rate it in terms of providing the information you need to address your business's lighting concerns? *CMP's Lighting Connection...*

- Has all the information I need to make the right lighting decisions for my business  
 Has some of the information I need to help me make the right lighting decisions for my business  
 Has none of the information I need to help me make the right lighting decisions for my business  
 Not sure what information I need to make the right lighting decisions for my business  
 Not interested in information about lighting for my business

6. What improvements could be made to *CMP's Lighting Connection* to increase its usefulness to you?

\_\_\_\_\_

\_\_\_\_\_

7. What would you like to see more of in future issues of *CMP's Lighting Connection*?

- |                                   |   |
|-----------------------------------|---|
| ___ Customer project case studies | ___ CMP's Lighting Expert Q&A           |
| ___ Products/Technology/Trends    | ___ Sources for lighting project advice |
| ___ Lighting use tips/Hints       | ___ Testimonials/Quotes                 |
| ___ Other (please describe) _____ |   |

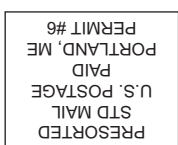
8. Would you like to receive future issues of *CMP's Lighting Connection*?

- Yes, by mail  
 Yes, by E-mail (please enter E-mail address) \_\_\_\_\_  
 I am not the best contact, please send to \_\_\_\_\_  
 No thank you

Winners will be selected randomly from all completed entries received by **November 22, 2002**. Must be 18 years old or older to participate.

*CMP's Lighting Connection* is provided by CMP as a resource to keep its business customers informed on lighting-related issues. The information provided may include references to particular products, services, and vendors. Such references should in no way be construed as endorsement by CMP of any particular product, service, or vendor that is mentioned in *CMP's Lighting Connection*.

**Win A Prize — See Details Inside!**



RETURN SERVICE REQUESTED  
 CMP's Lighting Connection  
 Program Development  
 83 Edison Drive  
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