



# CMP's Lighting Connection

Bright ideas to improve your bottom line

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

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## Where lighting meets productivity, FutureGuard has it covered!

When Don Buteau, owner of FutureGuard, an awning manufacturing company in Lewiston, Maine, needed a new location for his expanding business, he found a former shoe factory that met his needs. There was one problem – while the square footage was perfect, the lighting was woefully inadequate. The fixtures were old fluorescent strips that depended on the ceiling to act as a reflector. The ceiling in the building had become very dirty and was not reflecting well at all.



Don Buteau, President & CEO  
FutureGuard  
Auburn, Maine

### Better Lighting priority number 1

So, where to start? Don knew from his present operation that to produce the high quality awnings that his customers require, his employees need to see well to work well. Future Guard found out that the better you prepare for a lighting job, the better the return will be in higher quality work. So he called the lighting experts at CMP!

### Understand your lighting needs

The first step was to improve the reflective value of the lighting. Before FutureGuard moved any equipment, a group of employees rolled up their sleeves, cleaned the ceilings, and grabbed rollers and brushes and painted the new manufacturing area. That step alone made a big improvement. According to Don, "Even with the old inefficient fixtures the lighting about doubled, but I knew we

needed more improvements to provide a more uniform light."

### Take advantage of the latest lighting technology for production benefits

Working with his local contractor and CMP's lighting expert, Dick Bacon, the team developed a new lighting layout. It included using 250-watt Pulse Start Metal Halide low bay fixtures with diffusing lenses. These can be used at mounting heights of less than 20 feet and have photometrics that allow mounting approximately 30 feet apart. Lens diffusion means no glare, and that helps ensure good, high product quality. Metal Halide light is a crisp white light with good color rendition — a critical requirement when producing colored awnings. The pulse start feature is a new technology for Metal Halide lighting which starts the lamp faster, and if shut off, eliminates the cool down/start up process that regular Metal Halide lamps go through. The Pulse Start lamps will cut the start or restart time in half or better — keeping production on schedule!

Now FutureGuard has the working light they need. The system is efficient, controllable, and will provide high-quality lighting for years to come.

### Is your lighting working for you?

Are you one of those businesses that hasn't really looked at the lighting since it was installed? Walk through your business with the list on the next page.

- continued on page 2



Regular evaluations of your lighting needs is key to a successful business

#### More inside this issue:

- . What's new with lighting.....2
- . Ask the Lighting Expert.....4

## Where lighting meets productivity...

Good lighting is a good investment, so check yours out and make sure our lighting is working for you.

- ✓ Review your work areas: are the walls and ceilings reasonably clean and a light color?
- ✓ Have you ever changed your lamps other than when one burns out?
- ✓ Do you have fixtures that require the ceiling to reflect light onto the work plane?
- ✓ Do the fixtures have lenses? Are they clean, discolored, or even all in place?
- ✓ Are the reflectors clean and shiny?
- ✓ Is the lamp clean?

## What's new with lighting?

### Longer lasting lamps with other great features

- A completely mercury-free flat panel lighting system, the Planon®, that is projected to have a 100,000 hour life – from Osram-Sylvania
- A long-life induction lamp, the QL system, that also lasts 100,00 hours, and provides a clear, white light and operates under a wide range of temperatures – from Philips
- A long-life metal halide lamp, the StayBright™, that maintains its light output and good color-rendering ability significantly longer than standard metal halide lamps, from GE.



## Call us! We'd like to be your lighting partner

We can help your business be more profitable. We'll work with you to set your lighting goals. We can give you ideas to help ensure your project is on track. Our role is to educate, present options, and to promote the proper use of electricity, so your business can be more profitable. With over 100 years of experience in the lighting business, we can help you like we've helped hundreds of companies in Maine. Call us today.

In addition to recommending lighting changes, we can assist you in establishing a maintenance plan to help you minimize early light system failure.

Are your customers and employees in the dark on what your business has to offer? Improve the lighting! Customers will feel safer, more comfortable, see your products more clearly — and employees will work more effectively and efficiently.

If you're designing a new lighting project, or updating an existing design, give CMP a call today at **1-800-649-1169**. Make a small change or a big change. And see what lighting can do for your business!



Dick Bacon  
CMP Lighting Expert

## Lighting help is only a click away...



Some of you who responded to our survey in November asked for information on web sites that can provide useful lighting information. Here's a site that can help a variety of businesses and organizations improve their bottom line and increase safety and security by improving their lighting. It's the National Lighting Bureau (NLB) site – check it out at [www.nlb.org](http://www.nlb.org).

Their comprehensive site has links to other excellent online lighting resources too. The NLB is a non-profit organization founded in 1976 to provide education on the benefits of proper lighting. Make that investment in lighting and you'll see a bright return.



## Not reading your issues of *CMP's Lighting Connection*? Your competitors are!

Many Maine businesses are benefiting from the advice they get from our lighting experts. Here's what some of our readers said about *CMP's Lighting Connection* newsletter:

*"The CMP's Lighting Connection newsletter is informative and a useful tool."*

David Harris, Owner  
Harris Electric, Winthrop

*"Based on the information from the newsletter, It is amazing that some very small, inexpensive changes can make such a difference."*

Gary Woodlock  
Round Top Ice Cream  
Damariscotta

*"I do enjoy every issue of the CMP's Lighting Connection! Sometimes I'm not sure about what my needs are and reading about someone else's decisions helps me to expand my knowledge base!"*

Mark Brown, Owner  
National Telephone & Technology  
Gorham



Mark Brown

# ASK the LIGHTING EXPERT

**Q. You've talked about how better lighting can improve productivity. Can you cite some specific examples and statistics?**

A. Sure. There are many specific examples of companies that have benefited from a boost in productivity resulting from lighting system improvements. And studies continue to be done, so you can expect to see more information on this topic. For example, the Department of Energy's Pacific Northwest National Laboratory is completing a 4-year study on productivity and lighting this year. We'll let you know when their report is out, and share some of their findings in future issues.

These well-known companies experienced increased productivity after upgrading their lighting. Here are the numbers:

- ✓ Pennsylvania Power & Light: Productivity in the drafting department increased 13% with a lighting upgrade to provide more illumination and less glare.
- ✓ Lockheed: Engineering & Development facility increased productivity by 15% with a new lighting upgrade.
- ✓ US Post Office: Reno, Nevada facility — saved \$400,000 per year when a new lighting system was installed.
- ✓ West Bend Mutual Insurance: Claims Processing department — increased productivity by 16% with overall lighting changes.

## All companies have the potential to increase productivity by improving their lighting.

The benefits of the improvement depends a lot on the state of your current lighting system, and every company is different. But ask yourself what a 10-20% increase in productivity could mean to you. Better quality control? Fewer mistakes? Less waste? Lower absenteeism? Higher morale? Every one of these results can be translated into a dollar and cents statistic — and show up right in your bottom line. Do a little math and you'll find it adds up!

Even without statistics, seeing is believing. Our *CMP's Lighting Connection* will continue to bring you stories about Maine businesses that have seen for themselves the benefits provided by improved lighting. And we'll continue to give you ways to make and benefit from lighting upgrades of your own!

*\*From the National Lighting Bureau, Solar Today, and the Rocky Mountain Institute.*

**Contact our Lighting Expert:  
email: [cmpprograms@cmpco.com](mailto:cmpprograms@cmpco.com),  
or  
call (toll-free): 1-800-649-1169**

*Dick Bacon, a CMP Lighting Expert, has helped over 800 businesses improve their bottom line with better business lighting. Are you next?*




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.

Call or email us for more  
lighting information.  
See details inside!

Return Service Requested

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