

Case Study

Forest Lighting T8 LEDs Light Up Ace Hardware Store

Retrofit Lighting Project Meets Energy Saving Goals; Reduces Maintenance Costs

Since 1924, Ace Hardware stores have served both residential and commercial customers with quality products and helpful service. The local stores are trusted partners in the communities they serve, and help drive the local economy. So it's no surprise that the Ace Hardware in Cleveland, Mississippi, managed by Allen Towles, is a successful enterprise. Part of that success is driven by Allen's desire to keep store operating costs low.



"I've been following the impact of LED lighting for several years," said Towles. "I finally decided that the technology and cost had reached a point where it could help my business. I was also tired of replacing fluorescent ballasts all the time, and it was clear that the quality of the store lighting could be improved. My customers can count on a good experience when they shop here, and I'm always trying to improve it."

"We're saving \$500 a month on our electric bill with the new Forest Lighting T8 LEDs." - Allen Towles, manager of the Ace Hardware store in Cleveland, MS, talking about his lighting retrofit.

Working with the Rexel Sustainability Team who conducted a lighting audit and developed the retrofit proposal- which was centered on Forest Lighting T8 LED Linear Lamps- Towles moved forward. "Replacing 1200 tubes is not an easy process. But it was clear that we could become more energy efficient, and even reduce the amount of heat generated by the lights."

Bob Fulton, Division Energy Solutions Manager for Rexel, added, "We looked at several options for new LED lighting, but none met Allen Towles' financial goals until we ran the numbers with Forest Lighting's direct wire T8 LED Linear lamp. The combined savings with the Forest product, both maintenance and energy, clinched the deal. It turned out to be a good decision, we came in on-time and under budget. But the best part? The new lighting looks great."



FOREST LIGHTING
Sustainable illumination

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The new Forest Lighting T8 LEDs were installed at the Ace store by David Robinson, CEO of Robinson Electric in Cleveland. "My team and I are very pleased with this retrofit, the Forest T8 is an outstanding product. It's easy to install, and there have been no call-backs since we finished the job. The color is crisp, and the aisle displays really look sharp. I know the owner is pleased, and I plan to use Forest Lighting LEDs for future jobs."



The project was a success, concluded Towles. "All our goals were met. We are now saving \$500 a month on our electric bill, and the new Forest Lighting T8 LEDs have made the store look even better. Because our kilowatt-hour rate is low, we estimate payback for this retrofit project is a little over 4 years, and I expect we will beat that."

Quick Calculator for LED Retrofits

Cost of Project

Total Material & Labor	\$25,000
Less rebates & incentives	(\$5000)
NET COST OF PROJECT	\$20,000

Annual Operating Savings

Energy Savings	\$3600
Maintenance Savings	\$2200
ANNUAL OPERATING SAVINGS	\$5800 (10 years = \$58,000)

(Figures are approximate and do not represent exact Ace project calculations)