



NSTAR LED Lamp Giveaway

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Business Development Manager



Agenda

- ↳ NSTAR Free Lamp Accelerated Giveaway 2011
 - ↳ Program Overview
- ↳ Program Update

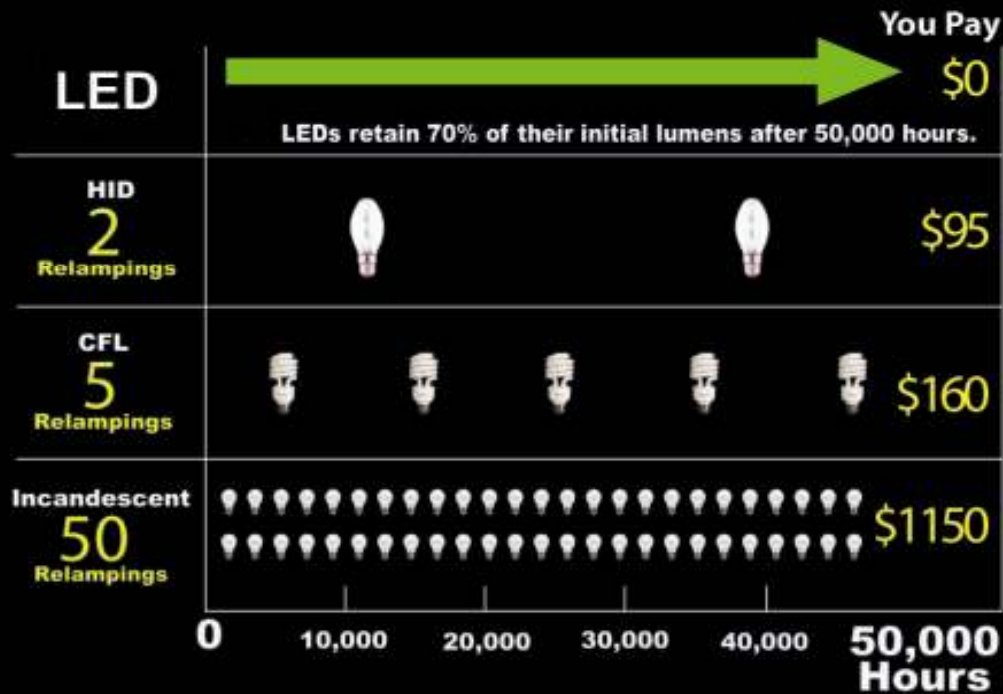
LED Lighting

- Replacing existing lighting with LED lamps can save between 50% and 90% of lighting energy costs.
- The typical payback when replacing incandescent lighting is less than one year with the help of utility rebates.
- LED lamps generate very little heat, helping to reduce HVAC costs.
- Additional savings are realized through reduced maintenance and relamp costs due to the long life of LED lamps (50,000 hours or more).



Maintenance & Relamping Savings

Save on lamps and the labor needed to change them over 50,000 hours.



Labor calculated at \$90/hr @ 15 minutes per fixture

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Program Details

Step 1: Identify Energy Saving Opportunities

- Do you currently have incandescent lamps?

Step 2: Arrange and Complete Energy Audit

- Contact your Munro Distributing Sales Representative
- Munro will provide audit and handle all utility rebate paperwork

Step 3: Sign Proposal

Step 4: Install your free lamps and start saving!

- Note: Lamps must be installed by customer within 30 days of receipt of lamps

It's not too late!

**You still have time to sign up for an audit to
participate in the program!**

NSTAR Free Lamp Accelerated Giveaway 2011

MFG	Product #	Lamp Envelope	Color Temp	MS - Code	Wattage	Watt replaced	Watt saved	Notes
Philips	ENDLED/3w/2700/B11/DIM	Candle - Flame tip	2700K or 3000k	N/A	3w	25w	22w	Frosted, clear, and flame tip Available
Philips	ENDLED/12w/2700/DIM	A-19	2700K	N/A	12w	60w	48w	L prize winner!
Sylvania	LED6MR16/DIM/827/FL36	MR16	2700k	80A	6w	35w	29w	25 Deg also available
Sylvania	LED8PAR20/DIM/827/FL36	PAR 20	2700K	80A	8w	35w	29w	25 deg also available
Sylvania	LED15PAR30LN/DIM/827/FL40	PAR30	2700K	80B	15W	50W	35W	25 and 10 Deg also available
Sylvania	LED18PAR38/DIM/827/FL40	PAR38	2700K	80B	18W	75W	57W	25 Deg also available
Sharp	DLL12P3L0A - DIM	PAR30	3000K	80B	12W	50W Hal	38W	Alt. Long neck.
Sharp	DLL16P3830A - DIM	PAR38	3000K	80B	16W	75W	59w	

- *All Lamps are Energy Star and/or Mass Save approved
- * All lamps are dimmable with correct leading edge dimmers
- * All lamps are currently in Munro stock and ready to ship

Program Update

Savings Data as of 11/28/2011

- **Completed Projects** – Savings of 737,845 kWh
- **Projects Under Construction** – Savings of 5,504,432 kWh
- **Proposed Projects** – Potential savings of 2,038,386 kWh

Program Update

CO₂ Emissions Equivalencies

10,000,000 kWh savings is equal to:

- Metric Tons of CO₂ Emissions: 7,180
- CO₂ emissions from the electricity use of 932 home for one year
- CO₂ emissions from the energy use of 640 homes per year
- CO₂ emissions from 807,649 gallons of gasoline consumed
- CO₂ emissions from 16,698 barrels of oil consumed
- Carbon sequestered annually by 184,103 tree seedlings grown for 10 years
- Greenhouse gas emissions from 1,373 passenger vehicles per year
- Greenhouse gas emissions avoided by recycling 2,418 tons of waste recycled instead of landfilled

Thank you for your attention.

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