



New York Energy SmartSM Small Commercial Lighting Program

July 2004

Newsletter Number 29

To: SCLP Ally

Program News and Highlights



Reminder:
***The 3rd Quarter
2004
Installation
Competition
ends on
September 30,
2004.***

***Winners of the
2nd Quarter
Installation
Competition
will be
announced next
month!***

***Please pass this
newsletter along
to your colleagues
or customers who
might find the
contents valuable.***

* **Live From New York** No, it's not Saturday Night Live, it's the newly redesigned SCLP web site, which went live at the end of May. If you haven't checked out the site recently, please do. We're sure you'll be pleased at how much easier it is to navigate, and to find and access tools and resources. We're at www.nyserdera.org/sclp.

* **Changes to Participation Agreements.** SCLP announces that a change has been made to **Participation Agreements** for **Ally Distributors** and **Ally Designers**. The change will make it easier to participate, and remove a barrier to becoming an SCLP Ally. Under the old Participation Agreements, these types of Allies were required to submit at least one qualifying project per month to maintain Ally status. That requirement has been permanently waived. Here's what to do:

- ❖ If you are an existing Ally Designer or Ally Distributor, you can ignore that clause in the Participation Agreement you previously signed.
- ❖ If you are considering becoming an Ally Designer or Ally Distributor, but have not yet signed your Participation Agreement, you may cross off the paragraph that describes maintaining Ally status (please initial it). If you prefer, you may download a new Participation Agreement from the SCLP web site (or contact SCLP toll-free at 1-866-698-8177 for a new one).

Since Ally Contractors or Other Allies were never subject to the one project per month requirement, this change does not apply to them.

* **New SCLP Newsletter Distribution Process.** The SCLP newsletter has been distributed by broadcast fax for over two years. As more and more of our Allies have been providing us with their e-mail addresses, we have started using that mechanism for getting the SCLP word out, too. If we have a valid e-mail address for you, you will be receiving the newsletter directly via your e-mail account rather than by fax. If we don't have one, we will continue to deliver the newsletter to you by fax. If you are receiving the fax version and would prefer the e-mail version, please provide us with your e-mail address. This is easy: just send an e-mail with "E-MAIL NEWSLETTER" in the subject line and your first and last name and company name in the message body to sclp@icfconsulting.com and we'll take it from there. If anyone else at your company would like to receive the newsletter by e-mail, have them send us an e-mail the same way. Remember, this newsletter contains your "official" notifications of important changes to SCLP regarding project criteria, incentives, and other program elements. Please let us continue to stay in touch.

* **Walking on Thin Ice?** SCLP offers a unique incentive award to Ally Contractors submitting their first qualifying lighting project. Appropriately called the "**Break-the-Ice**" Incentive, this additional **\$300 award check** has been sent to two dozen of our Ally Contractors since last September. Why not be among that number? Your Account Manager can help you take use SCLP's tools and resources to come up with effective, energy-efficient lighting designs that are great for your customers, and reward you for a little extra effort.

Contacting the New York Energy SmartSM Small Commercial Lighting Program

Phone (toll-free):
1-866-698-8177

Fax:
518-452-2149

E-mail:
sclp@
icfconsulting.com

We're on the Web!
www.nyscrda.org/sclp

Please pass this newsletter along to your colleagues or customers who might find the contents valuable.

Lighting Tip: High Performance T-8

A technology with which all SCLP Allies *should become familiar is **High Performance T-8 systems***. As national and state energy codes become more restrictive, we need to find ways to provide our customers with the proper light levels using the least amount of energy. High Performance T-8 systems may be the answer in many applications.

The systems consist of High Performance Super T-8 ballasts combined with High Performance Super T-8 lamps in linear fluorescent fixtures. The lamp/ballast combinations can be used in almost any style linear fixture including recessed, parabolic, wraps, industrials, direct/indirect, cove, or high bay. Their primary advantage is that they provide more light with less wattage. This is demonstrated in the following table, which compares the efficacy of a typical High Performance T-8 system to alternative lighting systems.

Number of Lamps	Lamp Type	System Type	CRI	System Watts	Ballast Factor	Mean Lumens per Lamp	Adjusted Mean Lumens per Lamp	System Lumens	Lumens per Watt	Average Lamp Life
8	F32T8/700	Standard T-8	70+	228	0.90	2,520	2,268	18,144	80	20,000
8	F32T8/700	Standard T-8	80+	228	0.90	2,714	2,443	19,544	86	20,000
8	F32T8/800/XPS	High Performance	80+	188	0.74	2,992	2,214	17,712	94	24,000
4	F54T5/HO	T-5 HO at 77 degrees	80+	234	1.00	4,136	4,136	16,544	69	20,000
4	F54T5/HO	T-5 HO at 95 degrees	80+	234	1.00	4,650	4,650	18,600	78	20,000
1	M250/PS	Pulse Start Metal Halide 250 Watt	65	288	1.00	19,200	19,200	19,200	67	15,000

In this comparison, the High Performance T-8 lamp/ballast combination provides more lumens per Watt (94) than any of the other systems, reducing energy costs. As a bonus, the lamps have a longer life (24,000 hours) than the other systems, reducing maintenance costs for lamp replacement as well. These systems are available from all the major manufacturers, and are distinguished by brand names such as "Super", "Ultimate", "Ultra", and "Extreme."

High Performance T-8 systems can help you meet the Lighting Power Allowance criteria for SCLP incentives by reducing the fixture wattages or the number of fixtures needed within a space. To save your client money over the life of the system, select fixtures, ballasts, and lamps that provide the proper light level for the application but use the least amount of energy. The SCLP Life Cycle Cost Tool can help you show your client the benefits of the High Performance T-8 systems.

And keep in mind that High Performance T-8 Systems may qualify for additional financial incentives for your customer through other **New York Energy SmartSM** programs, such as Smart Equipment Choices.

Allies in Action

The Hite Company's Olean N.Y. branch is a proactive SCLP ally that completed the self-qualification process and submitted its first project only a few weeks later, which netted them a **\$1,000 Project Incentive**. The Hite Company's **Mike Anastasia** was aware of the SCLP's lighting criteria and knew what to look for in a project. It took him less than two weeks to find another SCLP opportunity: a local college with a dining room lighting upgrade. Anastasia contacted his SCLP Account Manager and explained the particulars of the project, and together they made sure the upgrade would qualify for another incentive. The following month, the college had their much-anticipated dining room lighting upgrade and started realizing energy cost savings. And The Hite Company had their second successful SCLP project – one that one that qualified for another **\$750 Project Incentive** check.

