

# Lighting Retrofit

**TOP SHELF**  
INTEGRATED SOLUTIONS



**Customer Mission:** Helping Give Women an Opportunity to Own Their Own Business

## Improving Quality of Light

*Sales • Parts • Rental • Service  
Leasing • Fleet Management*

### KEY SAVINGS POINT

*\$2.1 million in energy savings over life of fixtures and an annual carbon footprint reduction equivalent to saving 109,852 gallons of gas per year!*

### Executive Summary

Top Shelf consulted with the client to help reduce their energy consumption, improve quality of light throughout the facility, generate meaningful ROI, and reduce ongoing maintenance costs.

### Challenges

The client needed over 3,400 lighting fixtures retrofitted/converted to new T8 fixtures and ballasts. The installation work was to be performed during off-peak hours.

## Solution

Top Shelf retrofitted/converted (3,424) T12 office and task light fixtures with high efficiency T8 fixtures and ballasts. Top Shelf also provided flexible financing for this project with cash savings greater than the monthly lease payment resulting in positive cash flow from the outset of the project as well as a cash windfall of \$86K to the client from the utility rebate.

## The Result, Return on Investment and Future Plans

This project generated over \$107,000.00 in annual electrical savings and a rebate amount of \$86,981.00 that lowered the ROI of this project to 2.76 years.

*"In addition to the quality of light output, the immediate positive cash flow coupled with the windfall rebate from the utility made this project a real financial benefit. We appreciated Top Shelf's flexibility on the financing as well installation during off-peak hours. Overall, we consider this project a tremendous success and would encourage others to partner with Top Shelf on energy management opportunities."*

*– Vice President of Operations*



*New T8 Fixtures & Ballasts Installed*



*Much Improved Quality of Light in the Facility*