

## There Is A Free Lunch!

At our February meeting Lonnie Chenkin, Green Lumens, made a compelling case that there really could be a free lunch when you properly deploy newer technology. I say newer as we all know LED lighting is available off the shelf, saves energy and has extended service life. So what? The difference at this meeting was in the Green Lumens business model that employs that technology on a commercial scale, on their dime, in your plant to save you money from day one! How? As Lonnie says, "It's pretty simple, it's in the math". Read more to see how you can save utility costs, improve your work atmosphere and save money from day one.

Let's strip the mystery out of this and then you can get the details. The Green Lumens business model is unique in that it starts with a complete energy audit of your operations. They then focus on the specific costs attributed to lighting, usually 15-20% of the bill. Next step is to determine the cost of retrofitting your entire operations inside and out. Then comes the math - looking at the offsets from various rebates and incentives to make the switch, determining the overall net cost and monthly savings and making the decision to move forward. Their model takes all your cost risk out of the equation. They know you are going to save and they put their money where their mouth is in terms of labor and hardware. You simply share the monthly cost savings over a 60-month service contract.

[Click here](#) for a profile of their systems in various configurations including the Empire State Building. You can access a [Power Point](#), which adds more detail and process information. Check out their business model – [Lighting As A Service](#) to see how this works. This is astoundingly pain free.

In addition to lower costs and longer service life, the following practical benefits were discussed:

- Lower carbon footprint
- Ease of disposal (can be fined by OSHA for fluorescents)
- Reduced HVAC costs (produce less heat)
- Significantly better lighting. A recently switched user noted their floor lighting has moved from the 70's to state of the art.
- Increases floor visibility and safety

Yep, there just may be a free lunch with this switch! Do the math!!!