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Case Study: Financial Institution/Regional **Banking Lighting Project**

About Our Customer: Brian is the property manager of an active bank location in St. Louis. He performs his job mindful of his employers unwavering commitment to serve the local community. Providing a safe, productive, and energy efficient environment for staff and customers supports their 100-year legacy of providing exceptional customer service.



Project Objective: Proper lighting is a key component to remaining a leading provider of banking services, while fostering a steadfast commitment to serving clients – and treating them like family. Brian's existing fluorescent, 4-lamp fixtures posed several challenges and opportunities:

- **Varying ages and illumination colors detracted from desired light levels.**
- **Improve economics by taking advantage of utility rebate program.**
- **Inefficient lighting drove higher than desired consumption.**
- **Increase energy levels and extend life of lighting.**

Starbeam's Project Strategy: Retrofit nearly 2,000 outdated fluorescents within a 135,000 square foot operation facility to reduce consumption, achieve utility rebates and improve light levels.

Featured Lighting: **EiKO LED T8 Direct Fit Replacement Lamps:** Eiko LED18T8/F/48/840-G6DR
GLASS DIRECT FIT DLC V3.1 T8 4FT 14W-1800LM LIGHTS



1. Group re-lamp delivered uniform light levels
2. Five-year warranty reduces/eliminates future material costs.
3. Anticipated life at current burn time in excess of 10 years

Project Results: Working closely with Brian, Starbeam's team of lighting experts executed a well-developed plan to achieve the greatest results from this client's retrofit project objectives:

- √ Retrofitted 2,000 innovative light fixtures along with sensors in some areas.
- √ Achieved energy savings in excess of 80%.
- √ Realized minimum of 40% in all areas.