

# A Study In...

## Retail Lighting



# Strip Retrofit



About 1200 surface strip retrofit units now equip a 115,000 sq. ft. Blain's Farm and Fleet facility. They are row mounted 10 ft. apart at 11' high from a sloped ceiling (approx. 12' to 17' at the peak). The lamps are neutral color (3500K) and produce light levels ranging from 55-60 footcandles. Operating approximately 4896 hours per year at \$.065 per Kwh, payback will be about 3 years.

### Advantages of Strip Retrofit vs. existing 2 lamp F96T12ES strip with ES magnetic ballast:

Benefit with Strip Retrofit	Feature
22% energy savings	98W vs. 126W
10% greater light output	9360 maintained lumens vs. 8536
Lamp life doubled	24,000 hours vs. 12,000 hours
Low temperature starting	0° F vs. 60° F
High color rendering	85+ CRI vs. 50+
Silent operation	silent, sound rated A vs. ballast hum, sound rated C
Less heat generation	lower A/C load vs. no additional energy savings

**Installation time is only 4-6 minutes, much less than retrofit "kits"**

**Strip Retrofit is UL listed, unlike retrofit "kits"**

**"Our goal is to save our customers both time and money, in addition to providing them with better quality lighting."**

### INVOLVED PARTIES...

Sales Agent/Distributor: Thomas Lighting – Cheryl McGuire  
 Lighting Specifier (Engineer/Architect/Designer): Thomas Lighting  
 Installing Contractor: Blain Supply, Inc. – In-house  
 Utility Company (applicable rebates): We Energy – Focus on Energy



**Day-Brite® Lighting**  
a Genlyte company

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## Blain's Farm and Fleet: Retrofit Project

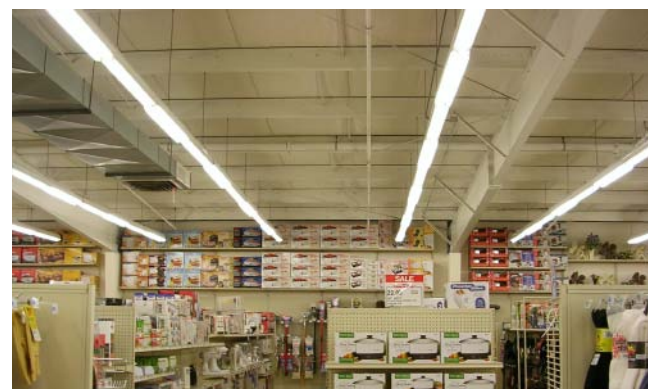
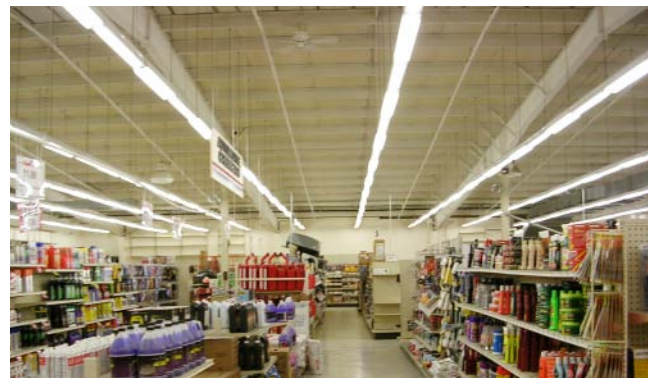
Founded in 1955 by brothers W.C. (Claude) Blain and N.B. (Bert) Blain, Blain's Farm & Fleet stores are specialty discount retailers with 33 locations throughout Wisconsin, Illinois, and Iowa. Receiving management, merchandising, and distribution services from Blain Supply, Inc., each retail store is a division of one of the Farm and Fleet Corporations, but they are not owned by or a subsidiary of Blain Supply, Inc.

Greg Kas, Facility Manager of Blain's Supply, Inc. and Blain's Farm and Fleet in Janesville, Wisconsin provides a brief summary of the needs of his facility and how the Day-Brite surface strip retrofit luminaires have met them.

"I had been looking for a retrofit fixture or kit that would replace our 25 year old light system with a new technology that would provide a better light source, extend lamp life, improve lumen depreciation, and reduce energy consumption. We were spending a great deal of time and money on the maintenance of those fixtures because the existing fixtures were 25 years old. The Day-Brite retrofit fixture met all of those requirements."

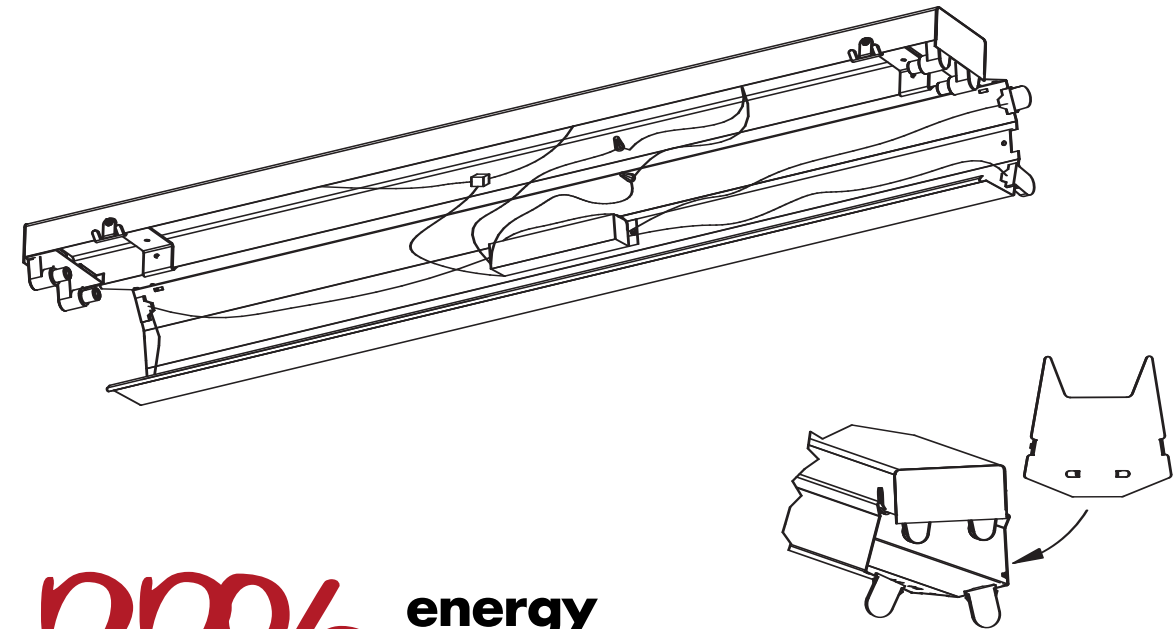
The retail sales floor of Blain's Farm and Fleet in Waukesha, Wisconsin used two 8' T12 lamps and were either equipped with an energy saving magnetic ballast consuming 125 watts or an electronic ballast consuming 109 watts. Approximately 75% of the ballasts were the magnetic style. The Day-Brite surface strip retrofit luminaire draws only 94 watts, producing between 20%-25% energy savings and providing a better light source with over a 25% increase in lamp life and improved lumen depreciation.

Note how Blain's Farm and Fleet Retail Sales floor is capitalizing on the energy savings of the retrofit by continuous row mounting.



Day-Brite® Lighting's surface strip retrofit is designed to easily upgrade existing 4' or 8' surface strip luminaires from T12 slimline to rapid start T8 lamps. It utilizes new lamp and ballast technology to significantly reduce energy consumption while providing high light levels, and it is suitable for retrofit on individual or continuous row mounted strip luminaires. The unique patent pending design promotes easy installation without removal of the existing luminaire.

**Average time to retrofit an 8' strip is less than 4-6 minutes!**



**22%** energy savings!

