

SAFE AND SOUND:

NEW LEDS LIGHT UP AMERICAN WEST CONSTRUCTION

CASE STUDY
COLORADO



Dark and dim

A couple of light posts near the outside entry at American West Construction LLC in Denver just didn't light up the building enough. The staff said it was too dark at night. Security for the staff and the fleet of heavy construction vehicles in the lot, was an issue.

American West Construction had recently acquired the building, and inherited the lighting problems.

"The building is mixed use," explained Rob Casagrande, Controller at American West. "We have a two-acre yard for construction equipment, a maintenance area, and a brand new office space that had been gutted and remodeled completely. Our top priority for the shop and yard was better lighting inside and out."

In the construction industry, especially during lean times, cash is king. Casagrande was not excited about spending more money on energy-efficient lights, but a rebate from Xcel Energy helped change his mind.

Energy education

A representative from Xcel Energy's Small Business Lighting program helped Casagrande determine which lighting options worked best for the facility and guided him through the rebate process.

LED fixtures have dropped significantly in price over the last year. In addition, Xcel Energy's new LED exterior wall pack rebates of \$35 to \$100 per fixture make a lot of sense for any company's bottom line.

Casagrande learned that his existing lights were "energy hogs," and that in addition to the rebate, the lower energy bills over time would eventually pay for the upgrade. Casagrande quickly warmed up to the idea.

"Our top priority for the shop and yard was better lighting inside and out ... I think you can see us from outer space now."

Rob Casagrande
Controller, American West



THIS IS TABLEHEAD

Lighting project	Upgraded exterior fixtures with new LED technology. Also upgraded interior lights with high-efficiency, 4-lamp T5 high bay fluorescent light fixtures
Approximate cost	\$7,960
Xcel Energy rebate	\$2,940
Cost after rebate	\$5,020
Estimated annual energy savings	\$1,520 (15,000 kWh)
Payback term	3.3 years

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Brighter and better

Casagrande started with LEDs on the exterior canopy of the building. He says the new lights are significantly brighter, so security is no longer an issue.

"I think you can see us from outer space now," Casagrande says.

From there, he tackled the inside replacing old, inefficient lighting with higher-efficiency T8s, with all new ballasts.

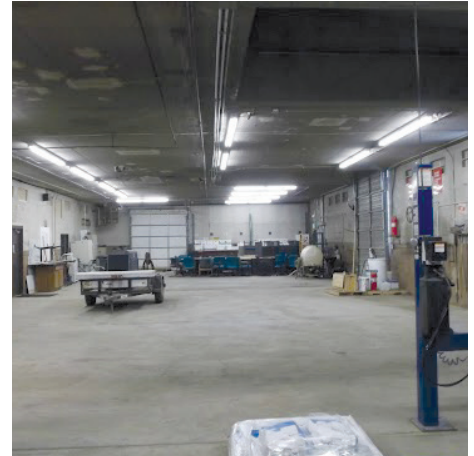
The overall cost was roughly \$7,960, but a \$2,940 Xcel Energy rebate brought his entire investment to \$5,020.

"It was totally worth it and we're really happy with it," Casagrande says. "Now I'm looking at what else we can do."

He'll work with the Small Business Lighting program to determine what other efficiency measures will make sense for him, but for now, the new lights and more secure environment are all he needs.

Discover savings for your business

Small Business customers under 50,000 square feet are eligible to receive a free, on-site energy audit which is a comprehensive audit of your facility and its energy use. In addition, for customers with a peak kW use under 100 kW the visit includes no-cost installation of instant energy saving measures such as LED screw-in lamps, and faucet aerators. Sign up for your audit today and we'll help determine what type of lighting upgrades can have the biggest impact on reducing energy costs, identify rebates and provide assistance with completing and submitting rebate paperwork.



For more information call a program representative at **877.287.2250**
or visit **[xcelenergy.com/SmallBizLighting](https://www.xcelenergy.com/SmallBizLighting)**.

