

FPL's Business Lighting Program: Delivering Fresh Savings To A Florida Produce Business

Profile: Global Organic/Specialty Source, Inc.

Global Organic/Specialty Source, Inc. imports and distributes organic produce throughout the southeastern United States.

New lighting serves 30,000 square feet of refrigerated space and dry storage areas.

The FPL Participating Contractor was Eco-Smart, Inc. in Sarasota, Florida.

Problem

Global Organics has 600,000 cubic feet of refrigerated space and wanted to find a way to control lighting expenses. The company had a super-efficient water cooling system for refrigeration but the existing high-bay, metal-halide fixtures were consuming too much energy, taking too long to warm up and turn on, and putting off a lot of heat. That extra heat was working against the purpose of refrigeration – to keep Global Organics' products cool.

“Our lights are basically always on because we virtually operate 24/7,” said Mitch Blumenthal, owner of Global Organics. “We suspected our lighting could be improved, so we called FPL to ask for an energy analysis.”

Analysis

An FPL Energy Expert performed a free Business Energy Evaluation of the warehouse and distribution facility, confirming what Blumenthal already suspected – that the existing lighting was costing his business a fortune.

“FPL told us we were spending more to light our coolers than to run our refrigeration system.” Blumenthal said. “It was definitely time to do something.”

FPL discussed various options and made a recommendation to Blumenthal, which he then brought to Eco-Smart. The FPL Participating Contractor performed a point-to-point lighting analysis and confirmed FPL's choice of T-5 fluorescent fixtures with electronic ballasts.

Solution

Eco-Smart replaced one-for-one a total of 24 fixtures with 450-watt metal halide lamps for 234-watt T-5 fluorescent lamps. Over the course of the lighting retrofit, Global Organics also added two new coolers.

“We experienced absolutely wonderful savings because at the same time we retrofitted the lights we also added quite a large third cooler, but our energy bills didn't go up. We've now added a fourth cooler and as a result expect our electricity bills to rise but we know they would have been that much higher had we not replaced our lighting system,” Blumenthal said.

Benefits

FPL's Business Lighting Program offers a number of benefits to Global Organic/Specialty Source, as well as other customers who qualify for the program. Broken down into dollars and "sense" and energy, the company achieved the following results:

5.4 kW reduction
47,514 kWh/yr savings
Total cost savings of \$3,000/yr
FPL incentive of \$407

T-5 fluorescent fixtures benefit Global Organics in a number of ways:

Less heat output in its coolers, which helps control refrigeration costs

Higher color rendering, which produces truer colors

Lights are instantly back on, as opposed to the 10-15 minute warm-up the old lamps required

Longer lamp life and lower maintenance, because T-5 fluorescents stay brighter longer and lose less light output over the long-term than metal-halides

"The quality of our new lighting is far superior. We now have more natural light in our warehouse that makes it easier for us to inspect our product for imperfections," Blumenthal said. "Energy conservation is a natural for us because being in the organic produce business we believe in sustainability, recycling and energy efficiency. It was a good business decision and the morally right thing to do."

Take The Next Step

More information about FPL's Business Lighting Program, and how it can help your company, can be found by visiting our Web site at www.FPL.com. Click on For Your Business, then Rebates & Incentives. Or, you can call our Business Care Center at 1-800-FPL-5566.

Eco-\$mart, Inc. can be reached at 888-329-2705 or www.ecosmartinc.com