

January 30, 2009

Rich,

Over the last few nights we did a side by side comparison of our current 100 Watt hps cobra head fixtures to your 40,80 and 100 watt induction fixture a screw in LED cobra head replacement lamp and a dedicated dual LED street light head.

The first steps we have taken have been decidedly un-scientific I simply asked people which they liked best, while there was some debate over the different brightness's levels, everyone was in agreement that the induction fixtures gave off a far better aesthetic light quality than either the LED and the HPS. Colors were easily identifiable, glare was minimal and it was easy to read under them.

Your 100 Watt Induction fixture clearly blows away the light output of all the other fixtures, in fact we all agreed that it was to much light for a residential side street. While we have eliminated the LED's and can't argue with the reduced power consumption over existing HPS technologies, the Jury is still out on the 40 vs. 80 watt fixtures. Given that your fixtures operate at the advertised wattage, +-1 watt after a short warm-up period, the energy savings are an easy no-brainer calculation. The final decision is going to be on a purely subjective basis, but either option is going to greatly reduce our street light energy consumption.

Over the next few weeks I will be collecting more opinions and data and looking into return on investment and budgeting variables. I will keep you posted as we venture down the road to reduced energy consumption.

Thanks

Les Endo Jr.  
Supervisor Electric Service  
Freeport Electric  
lendo@freeportelectric.com  
516-377-2235 Fax--516-377-2359