



Westinghouse



## DISTRIBUTION CENTER

### SEA GULL LIGHTING

Burlington, New Jersey

### COST SAVINGS

Annual Savings vs. Metal Halides: **\$80,000**

Annual Savings vs.  
T8 Fluorescent System: **\$26,000**



## PROJECT BACKGROUND

Sea Gull Lighting, the country's second largest residential lighting company, grew rapidly and needed to build a new 503,000 square foot distribution center in their home state of New Jersey. When choosing light fixtures, the company's owners evaluated the costs of energy and maintenance over the next 10 years rather than purchasing the lowest priced fixtures.

Initially, Sea Gull considered (660) 400 watt metal halide high bays, typical for this type of facility, to achieve the 10 foot candles that were specified. The owners soon realized that fluorescent lighting was the better value. They compared a "one size fits all" T8 solution with an optimized Westinghouse Lighting Solutions' system. In their analysis, they saw a staggering difference in the cost of ownership: the Westinghouse system would cost hundreds of thousands of dollars less over the anticipated "life" of the system.

Additionally, the "add-on" new construction savings, with up to triple the number of fixtures per circuit (due to 75% lower amperage per fixture), and savings like reduced lighting panels, less conduit, fewer breakers and less "home runs", amount to tens of thousands of dollars of additional savings.

## THE WESTINGHOUSE SOLUTION

Sea Gull chose the Westinghouse optimized solution. A combination of 2-lamp, 117 watt T5HO narrow-beam aisle lighters was installed for the racked space, and 3-lamp 176 watt T5HO medium-beam fixtures were installed for the shipping and receiving area. Not only did the Westinghouse solution use 75 fewer fixtures than either a metal halide system or an off-the-shelf T8 system would have used, but Westinghouse also beat the lighting specification, delivering 14 average foot candles when only 10 were specified. In fact, the specified light levels were beaten in all areas of the facility while using nearly 70% less energy.

## RESULTS

Sea Gull Lighting's owners would have spent a staggering \$850,000 in additional energy costs in just 10 years if they chose the 400 watt metal halide system. When compared with the "one size fits all" T8 solution they had considered, over 10 years the Westinghouse solution saved \$260,000 in energy costs and \$135,000 in maintenance costs due to spot relamping of the 2,709 additional lamps.

"We're thrilled that Sea Gull Lighting wanted to compare the Westinghouse precision beam system to other industry standard fixtures, and we appreciate that the ownership of Sea Gull looked at their facility lighting as an investment rather than just an expense. They clearly understood the difference between the cost of buying a system and the cost of owning a system," said Jay Goodman, managing director, Westinghouse Lighting Solutions. "We were able to help Sea Gull save energy, reduce maintenance costs, and provide more foot candles on aisle operations so their employees could read the packaging labels more easily."

“Our new facility is 2½ times the size of our previous facility, but our energy costs have not increased at all. After two years, our light levels are as bright and uniform as they were the day they were installed. We are very pleased with the service and support provided by Westinghouse.”

– Doug Fauver,  
Quality Assurance Manager,  
Sea Gull Lighting

## PRODUCT FEATURES & BENEFITS

### • Precise Optics & Advanced Reflector Technology

Customized reflector systems offer numerous beam spreads, which allow for the perfect solution based on the specific area and location to be lighted.

### • Light Weight Aluminum Body

The aluminum body contributes to optimal thermal management of the ballast and the lamp.

### • Snap Down Ballast Cover & Lock-in Mounting Bracket

Proprietary easy-access ballast design; no need for tools or to remove the lamps and reflectors to access the ballast. The mounting bracket provided allows for a quick install of the products.

### • Instant On – No Buzzing or Flickering

No downtime due to power outages.

## CASE PROFILE

Headquartered in Riverside, New Jersey, Sea Gull Lighting LLC is a leading manufacturer and marketer of decorative and functional lighting for residential, commercial and architectural applications, selling more than 3,500 light fixtures and lighting products.

You can be sure...if it's Westinghouse 

For more information call 1-877-445-5900 or email [info@NationalEnergy.biz](mailto:info@NationalEnergy.biz)