

# Incentives for Lowering Your Company's Energy Bill

Jeston Morris  
Product Launch Engineer  
SFI

# Company Overview

- SFI Founded in 1956
- 667,000 Square Foot Facility
- Commercial and Military Steel Fabrication

# Issue

- Factory Lighting was Outdated
  - Wasted Wattage
  - High Replacement Costs for Materials
  - High Frequency of Replacements

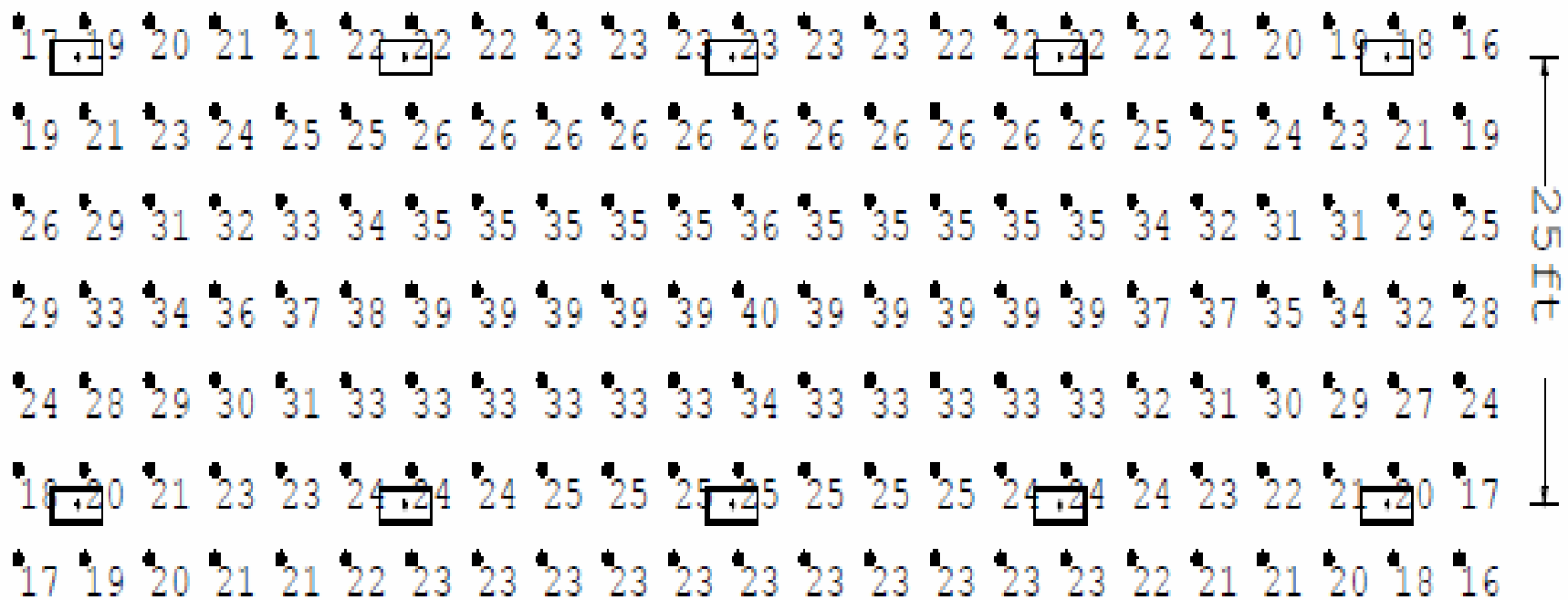


# Mission

- Received Permission from Executive Board to Proceed
- Contacted 3 Vendors to Quote
- Inspections
- Selected Best Plan
- TVA Inspection
- Installation
- Complete Paperwork

# Lighting Layouts

Luminaire Schedule						
Symbol	Label	LLF	Description	LLD	LDD	BF
•	FHB40651NN	0.893	6-LAMP T5 51 WATT	0.940	0.950	1.000



# Solution

from



to

**VAPOR TIGHT HIGH BAY**



**FLUORESCENT HIGH BAY T5 HO**





# Options

## SFI Fabrication Memphis, Tennessee

Revision	Base Bid	Alternate #1 - Replace Twin 6T5 Fixtures	Alternate #2 - Add Sensors to Base Bid	Alternate #3 - Add Sensors to Alt. #1
Payback	-0.02	0.06	-0.03	0.06
Project Price	\$221,899	\$297,375	\$260,521	\$348,321
Estimated Tax Savings	\$71,752	\$73,561	\$85,260	\$87,061
Estimate TVA Rebates	\$155,000	\$208,000	\$182,000	\$243,000
Net Project Price	(\$4,853)	\$15,814	(\$6,740)	\$18,256
Energy Savings	\$222,391	\$259,544	\$240,639	\$283,319
Material Savings	\$12,925	\$15,722	\$14,417	\$17,679
Maint. Labor Savings	\$0	\$0	\$0	\$0
Total Annual Savings	\$235,315	\$275,266	\$255,055	\$300,999

# Questions?



Stuart Taylor, CEM  
VP Sales / Energy Engineer  
stuart.taylor@xlm.com  
(512) 423-8456



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Product Launch Engineer  
jeston.morris@sfifab.com