



Brice Samuel, Vice President of Samuel & Company,  
with his dog, Oscar

## SEEING CLEARLY AT 5141

Samuel & Company Inc. recently completed a lighting retrofit on its 5141 Building in Phoenix as part of the SRP Standard Business Solutions program.

### AN OVERVIEW

Thanks to SRP's Standard Business Solutions program, commercial customers can benefit from energy-efficient lighting technologies and receive rebates to keep costs low.

Businesses can improve operations, productivity and security while optimizing energy usage through the Lighting Solutions component of SRP Standard Business Solutions. This program offers rebates for:

- › High performance T5 or T8 systems
- › Induction-lighting systems
- › Ceramic metal halide lamps
- › Hardwired CFLs
- › ENERGY STAR® or DesignLights™ Consortium approved LED fixtures and lamps
- › Qualified occupancy sensors

Rebates are available for retrofit and new construction projects.

### EFFICIENT COMMERCIAL LIGHTING SYSTEMS

- › Use less energy and lower your electric bill;
- › Produce less heat, which can lower air-conditioning costs;
- › Require less maintenance;
- › Enhance the appearance of facilities and products;
- › Improve employee and customer comfort with less lighting flicker;
- › Address spaces that are over-lit; and
- › Reduce your carbon footprint.



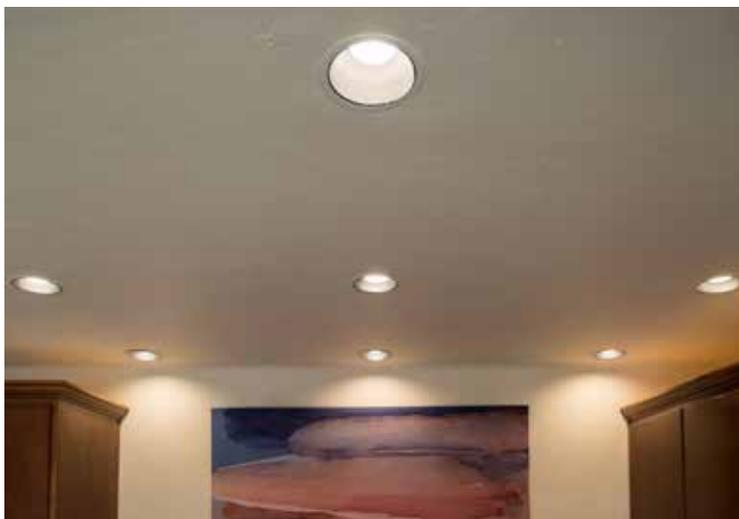
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“The program exceeded all my expectations. I did not think I would be saving so much money on my electric bill,” said Brice W. Samuel, Vice President of Samuel & Company Inc.

Samuel & Company, a commercial property management and ownership company, employs about 60 people across six western states, including Arizona. The 5141 Building is an 11,000-square-foot commercial office building in Phoenix with five suites of occupied office space. After discovering that lighting was consistently the second-highest energy user in his building, Samuel was determined to find some cost-saving solutions.

Samuel learned about the SRP Business Solutions program through the SRP website and his SRP Account Manager. He was encouraged to learn about the potential to have 50% (or more) of his project’s costs covered by the program. To get the job done, Samuel used the services of an SRP Energy Efficiency Alliance Participant located in Phoenix. The team installed nearly 250 replacement fixtures and bulbs, which were purchased through a local vendor.



## SAVING ENERGY AND REDUCING COSTS

The project included the conversion of 77 T12 fixtures to T8 fixtures on the interior of the building, as well as the replacement of 88 PAR20 Halogen (50-watt) bulbs with 9-watt LEDs and much more. The total project cost was around \$8,700. The SRP Standard Business Solutions rebate of about \$4,700 reduced Samuel’s out-of-pocket expense to less than \$4,000.

According to Samuel, the lighting retrofit reduced his annual electric bill from SRP by more than \$4,000 when compared to the previous 12 months. This means that the project paid for itself in less than one year and put some money back in his pocket!

## SAVING POWER AND MONEY

**Project:** Samuel & Company Inc. – 5141 Building (Phoenix)

**Customer:** Brice W. Samuel, Vice President

**Measures:** Lighting upgrades

**Annual Electricity Cost Savings:** \$4,000

**Project Implementation Cost:** \$4,000 after rebates from SRP of \$4,700

**Simple Payback:** Less than one year

## BENEFITS BEYOND MONTHLY SAVINGS

But energy and cost savings weren’t the only benefits of the project. Samuel explained why the upgrades will also help with tenant retention. “If I spend less on my electric bill, then I . . . won’t have to raise the tenants’ rent.” He also noticed that the heat generated by the energy-efficient lights is substantially less, which contributes to overall energy savings by reducing the building’s cooling load and providing an added bonus in the hotter months by keeping the space cool for his employees.

Samuel’s experience with the SRP Business Solutions program and the success of the 5141 Building’s lighting retrofit project had an effect on his personal life as well. “After I did the conversion at my office building, I changed all the ceiling lights in my house to LEDs,” he said.

## SRP BUSINESS SOLUTIONS OFFERS FULL PORTFOLIO OF REBATE PROGRAMS

SRP Business Solutions offers a wide range of energy-efficiency opportunities to help commercial and industrial customers save energy and money. The program is designed to help customers better manage energy usage and increase energy efficiency while taking advantage of the latest energy-saving technologies. Most measures and projects require preapproval before equipment is ordered, purchased or installed. Contact SRP before beginning any potential project for which you intend to apply for a rebate.

Specific details and program applications are available at [savewithsrpbiz.com](http://savewithsrpbiz.com) or by calling the program hotline at (602) 236-3054.