



LOOK
Up!

What do you See?

If it is a fluorescent lighting fixture, the information contained in this pamphlet could be very useful!

**A few minutes of your time can
SAVE YOU A LOT OF MONEY
FOR YEARS TO COME!**



36 – 20th Avenue NW – Birmingham, AL 35215
Phone 205.854.2611 – Fax 205.853.6178
Web: <http://thefilterbulbquy.blogspot.com>



You are looking at...

three different types of fluorescent light bulbs (or tubes, if you prefer). If your fixtures are over ten years old, the chances are that the bulbs you will find in your fixture will look like the large one at the top. This is called a T12, typically known as a *Cool White* bulb. This means they generate less heat, use less current, and are more efficient than incandescent light bulbs.

The problem is they don't last very long (a little over a year on average), the light they put out looks "artificial" and they tend to buzz and flicker after a short time in use. To make matters worse, our government doesn't like them. As a result, production ceased in April of 2012. The bulbs that are available now are the remnants of the stock in inventory. After the stock is depleted, there will be no more T12's.

The bulb in the center, known as a T8 has a smaller diameter (1 inch versus 1.5 inch). The T8 has better color, less flicker, and uses 20% less energy to produce the same light output. The bulb at the bottom is known as a T5 with an even smaller diameter (5/8 inch) and even greater (10-15%) efficiency than a T8. Now, let's look at this from YOUR perspective!



So the real need is to develop a plan!

The options are fairly simple. You can buy a large stock of the old style bulbs (because they are cheap) and live with the fact that they will "get you by" until better times come back. We are OK with that. We have a good stock of T12 bulbs in both 4 foot and 8 foot lengths. The prices are right - \$10.99 for the 4 foot bulbs rated at 40 watts or \$20.99 for the 8 footers rated at 75 watts and that is with a 60 month warranty! Just remember, when they are gone, there will be no more.

You could convert to the T5 type bulbs but you would have to replace all your fixtures, and maybe even your wiring, along with the cost of applying for a building permit and re-certification to current codes. The payback would be close to five years. Not a good alternative in our opinion.

The better option (in our opinion) would be to go with an advanced design T8 which would work with your existing ballasts and fixtures. You would pay a little more than you would pay for T12's, but the brighter, more natural light and longer operating life (40,000 hours versus less than 20,000) would make them a good value. For now it is important only to remember that the old style magnet ballasts are not as efficient as the new electronic ballasts.

The best news is that we now have a better, brighter, long life light with energy savings. It's called the F40 Sky-Lite Plus (SLP). You are about to be VERY impressed!

A Tale of Two Lights.....



Ordinary Light

Sky-Lite Plus

In the photo above, at the left, is a typical fluorescent fixture with four foot tubes. As you can see, the light isn't natural. It's kind of yellow. Things don't look natural under this light. The fixture at the right has a new kind of bulb. It is called the Sky-Lite Plus.

The light is natural, much like the light you would have from a sky light. Unlike a sky light, the Sky-Lite Plus gives you natural daytime brilliance either day or night, and you don't have to knock a hole in the roof to enjoy near day light conditions. But this is only part of the story.....

You get more natural light with HALF the number of bulbs! Sky-Lite Plus bulbs are directly interchangeable with regular electronic or magnetic ballasts, and Sky-Lite Plus bulbs are guaranteed for FIVE FULL YEARS! If you ever need to replace a ballast, we have replacements for both four and eight-foot bulbs that are also covered by a five-year warranty!

The point of all this is that you start your plan by upgrading from T12's or T8's to the new Sky-Lite Plus and THIS WILL SAVE YOU MONEY! Here's how it works.....



WE'VE GOT A MONEY SAVING PLAN JUST FOR YOU!

It begins with replacing your existing fluorescent bulbs with new F40 Sky-Lite Plus bulbs. They will fit your old fixtures and work with your existing ballasts. We can give you better light, reduce labor and recycling cost associated with light maintenance, and SAVE MONEY ON YOUR POWER BILL!

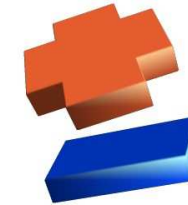
It all starts with using two high energy, low current drain, color enhanced bulbs in place of every four bulbs you are now using!

It's fairly easy to calculate energy saving. All we need to know is the number of fixtures, the number of bulbs per fixture, type of bulbs currently used, the watts used per bulb and the number of hours per week that the bulbs are used. Let's use an example of a small office building with 30 fixtures using four 4' T12 bulbs per fixture for 60 hours per week.

Our calculations are made as follows: Four Clear White (CW) T12 bulbs in a single fixture will draw 40 watts each or a total of 160 watts per fixture. Two of our F40 Sky Lite Plus (SLP) bulbs will draw 80 watts. The purchase of the new bulbs will save 80 watts per fixture. We multiply this number by the hours in use per year. We will assume 60 hours per week, or 3120 hours per year, which equals 249,600 watts or 249.60 kilowatts.

Assuming the cost of a kilowatt hour to be \$.10, our savings are \$24.96 per fixture. If we assume 30 fixtures, our savings come to a total of \$748.80 per year, or \$3,734 for the five year life of the bulbs!

Lookup.Bro 11/2012



Summing it all up!

Looking at things in perspective, our bulbs have a 5 year warranty and a one time cost of \$33.98 per 4 bulb fixture using our Sky-Lite Plus (SLP) bulbs. Installation is optional at \$2 per fixture if we do it and \$2 per fixture if we dispose of old bulbs).

Compare this to a standard T12 Clear White (CW) bulb with a cost of around \$24 per fixture with no warranty. We assume replacement bulbs every 18 months compared to once every five years for the Sky-Lite Plus (SLP) bulbs. This means the "economy" bulbs actually have a HIGHER ownership cost than the SLP's (\$102 versus \$37.98 including installation and disposal cost over a five year period).

If you prefer, you can calculate your own savings with the following chart using other types of bulbs, but the SLP always saves you money! We have inserted our previous calculation examples in gray:

Savings Guide for 60 Hours Per Week of Operation

	80	Watts saved per fixture
x	3120	Hours Per Year
=	249,600	Watts Saved Per Year
-	1000	Covert watts to kilowatts
=	249.600	Kilowatt (KWH) hours Saved
x	\$.10	Cost per KWH
=	\$24.96	\$ Savings per fixture per year
x	30	Number of light fixtures
=	\$748.80	Total Savings per Year

Put us to work today. We can save you money!



Phone 205.854.2611 - Email ServngU@falcondirect.com