



Lighting Retrofit Solutions for Convenience Stores



HUBBELL®
Lighting



CONVENIENCE STORE SOLUTIONS

In the hyper-competitive convenience and petroleum retail market, maximizing in-store sales and maintaining tight controls of costs can mean the difference between profit and loss.

Despite almost 15 percent of every dollar spent in the convenience store space, average convenience store profits are only 1% annually. The convenience store owner who markets their business better and provides a well lit, safe environment for patrons recognizes that effective lighting can represent a competitive advantage.

With continually increasing energy costs, lighting is the second largest energy expense convenience store owners are faced with behind HVAC. Reducing your lighting costs can represent an opportunity to not only improve your profitability, but also the attractiveness of your business to potential customers.

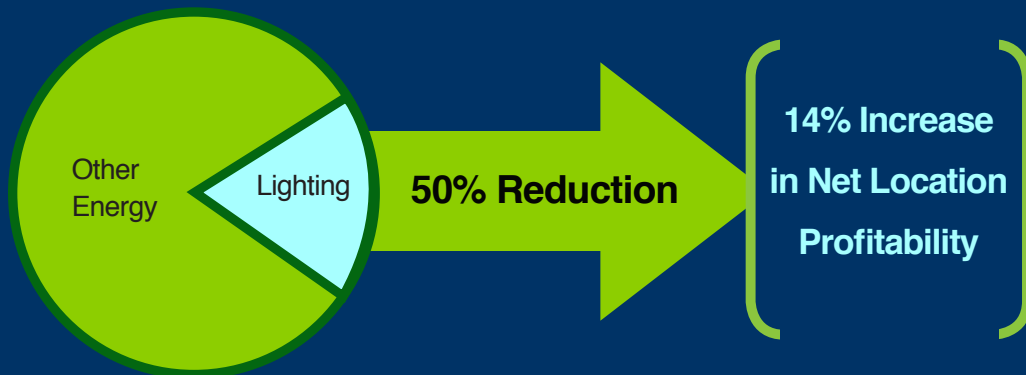
From the site lighting and the gas canopy to the interior and cooler lighting, Whiteway, a division of Hubbell Lighting, can provide high performance energy solutions reducing lighting cost by over 50% while virtually eliminating maintenance costs; thus improving store profitability by as much as 14%!

Our Goal is for You to....

- Reduce your lighting electrical costs by over 60%
- Achieve a simple payback in 3 years
- Improve lighting & reduce your monthly utility bill

Did You Know?

Lighting is the second largest energy cost beyond HVAC at 25% of typical spending. Traditional light sources produce heat, increasing HVAC usage. Whiteway LED products produce minimal heat, keeping HVAC down.



Based on average \$50,000 annual energy expenditure. Source: NACS

BENEFITS OF USING WHITEWAY

Reduce Maintenance

Whiteway's lighting solutions harness the power of LED lighting where, via leading edge engineering and quality controls will last at least a minimum of 50,000 hours, which is 2.5 - 25 times longer than existing light sources

Light Source	Common Locations	Life	Avoided Service Intervals
Incandescent Halogen	Interior Store	2,000 hours	25
250 Watt Metal Halide	Exterior Wall Mount	10,000 hours	5
320 Watt Metal Halide	Gas Canopy	20,000 hours	3
Linear Fluorescent	Interior Store	20,000 hours	3



Controllability

From the exterior area lights to the storage rooms, all of Whiteway's luminaries can be controlled. Utilizing Hubbell Building Automation's lighting fixture life is increased while energy usage is reduced. The most energy efficient lighting package available can be achieved by using HBA occupancy sensors, photocells, dimming-controls, and timers.



Rebate Approved!

Utility rebate programs, where available, typically require products to be Design Lights Consortium or Energy Star qualified. Whiteway maintains one of the most extensive collections of DLC and Energy Star qualified products available to reduce project costs and quicken payback periods!



Cash Flow Positive

The payback on a quality lighting retrofit program can often be recaptured in just a few years. Whiteway's leasing programs can enable qualified business owners to fund the projects costs while assuring their monthly savings exceed the cost of the project helping business owners generate immediate income!



CASE STUDY

Quantity	Location	Existing Fixture	Daily Operation	Annual Savings*	Energy Reduction	Payback	Lifetime Savings
10	AREA	400 watts	12 hrs	\$2,448	71%	2.1	\$33,529
36	CANOPY	400 watts	12 hrs	\$8,196	74%	1.2	\$112,267
6	WALL	250 watts	12 hrs	\$975	85%	1.3	\$13,353
50	INTERIOR TROFFER	128 watts	24 hrs	\$3,766	64%	2.5	\$29,888
8	INTERIOR TRACK	75 watts	24 hrs	\$475	80%	1.5	\$3,773
10	COOLERS	102 watts	24 hrs	\$1,842	83%	2.0	\$14,621
10	INTERIOR DOWNLIGHT	52 watts	24 hrs	\$472	79%	2.0	\$3,746

Total Annual kW Saved:
120,363

Total Annual Savings:
\$18,174

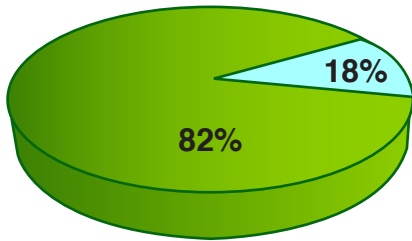
Total Lifetime Savings:
\$211,179

Payback:
1.7 years

Total Utility Rebates:
\$3,448**

Total Energy Reduction:
67%

Annual Operating Cost Comparison

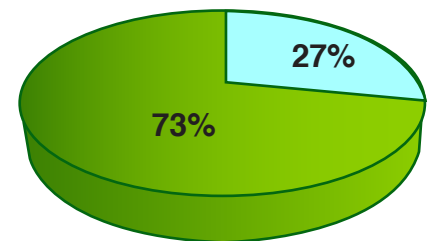


Existing System:
\$20,275

● Energy ● Maintenance

Retrofit Solution:
\$5,444

● Savings ● Energy



*Savings includes annual energy and maintenance costs

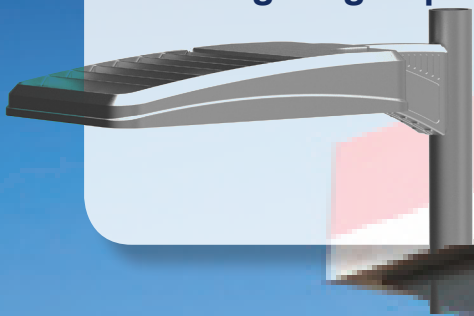
**Based on \$.15 per kW saved



RETROFIT SOLUTIONS

Retrofitting your current fixtures has never been easier. Whiteway offers a complete one for one LED solution for every application in a convenience store achieving an updated and aesthetically pleasing appearance for store owners. By utilizing LED fixtures ranging from 80-132 lumens/watt, you will see immediate energy savings.

Area Lighting: Viper



This high power ultra efficient area light offers a one for one replacement of 1000w HID sources delivery over 27000 lumens

- Energy savings: 71%
- Annual Savings: \$2,448
- Lifetime Savings: \$33,530

Canopy Lighting: CLED Surface Mount Canopy



Retrofit existing canopy (175w-400w) offering clean white light giving greater visibility to each location

- Energy Savings: 74%
- Annual Savings: \$8,196
- Lifetime Savings: \$112,267

Wall Mount Lighting: Laredo



High powered security light mounted 12-16 feet Replaces 175w-250w

- Energy savings: 85%
- Annual Savings: \$975
- Lifetime Savings: \$13,353

Did You Know About The Environmental Benefit?

The LED light source is a complete green light source. These highly efficient fixtures contain no mercury or lead of any kind. A complete LED retrofit solution can provide greater than 60% total annual energy savings.

RETROFIT SOLUTIONS

Recessed Downlighting



Retrofit any existing 4" or 6" recessed housing. Lumen packages from 500-1100

- Energy Savings: 80%
- Annual Savings: \$472
- Lifetime Savings: \$3,746

Track Lighting



Replace existing 75 watt halogen lamp with 15 watt LED lamp

- Energy savings: 80%
- Annual Savings: \$475
- Lifetime Savings: \$3,773

Interior Lighting: LCAT Architectural Troffer



Luminaries delivering a powerful combination of performance and efficiency

- Energy savings: 64%
- Annual Savings: \$3,766
- Lifetime Savings: \$29,888

Cooler Lighting: ECO Star



Highlights your interior cooler products designed with advanced LEDs and lens technology

- Energy savings: 83%
- Annual Savings: \$1,842
- Lifetime Savings: \$14,621

HUBBELL[®] **Lighting**

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