

Lighting IS the low hanging fruit !



PHILIPS

Alliance for Sustainable Built Environments



LIGHTING & SUSTAINABILITY

- **ENERGY REDUCTION**
- **WASTE REDUCTION (longer life)**
- **MERCURY REDUCTION**

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Water

Materials

Energy

ENERGY CONSERVATION

LIGHTING FACTS

- Lighting accounts for up to **HALF** of building energy usage.
- **NEARLY 90%** of lighting costs are **COST OF ELECTRICITY.**
- **TOP OPPORTUNITIES ARE:**
 - 48" FLUORESCENT (T12 to T8)
 - 48" FLUOR (32W T8 to 25W T8)
 - LED lamps (replace INC & CFL)
 - HID lamps (replace with ALLSTART HID or T5/HO FLUOR)



Change the Color of your Energy

You can become more energy efficient. It's easy. Try it.

START HERE



A Simple Switch



A Simple Switch lets you discover your company's energy efficiency rating. The "Change the Color of your Energy" survey assesses your current use of energy to determine your "energy color".

Your energy efficiency is rated with a clear color-coded A to G classification, with A being the most energy efficient and G the least efficient.

Energy Color of the USA



263

COMPANIES
CHANGING COLOR

Simpler, Stronger, Sustainable

Climate change affects us all. By cutting back energy consumption we can make a meaningful and immediate difference. Philips firmly believes that corporate responsibility and community action play a key part in responding to today's climate challenges.

At Philips we use our expertise to develop sustainable solutions for people around the world.

[Read more](#)

Philips' green products

Philips Green Products can reduce costs, energy consumption and CO2 emissions. How? They offer customers, users and society a significant environmental improvement in one or more of the Philips Green Focal Areas.



[Read more](#)

News

[Reaching the Green Building Tipping Point for Retrofits](#)

[Why Business Leaders Can Ignore Climate Deniers](#)

[San Francisco's Landmark Transamerica Pyramid Goes Green](#)

[More news](#)

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Lighting Opportunities

- Excellent ROI
 - Pay back in as little as a few months
- General lighting
- Down lighting
- Parking lot lighting

ENERGY CONSERVATION

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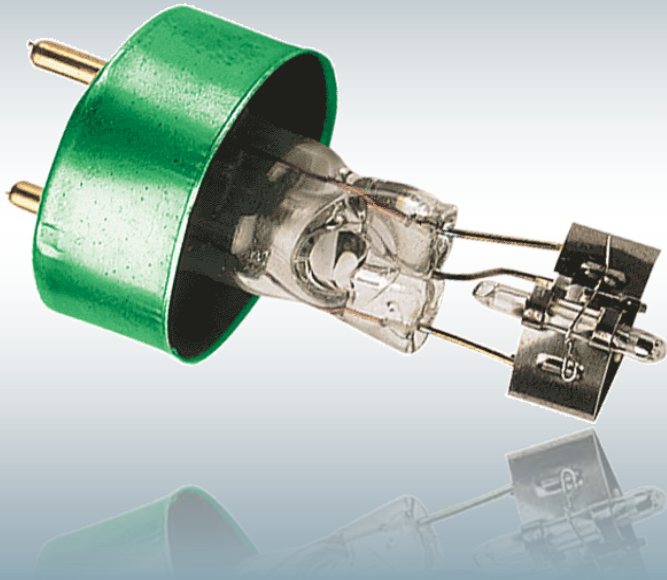
General Lighting

- Replace T12 lamps and ballast
 - Save 43%
 - T8 lamps and electronic ballast
- Replace T8 lamps
 - Save 22%
 - T8 25 watt ALTO
- Replace fixtures
 - Save 58%
 - T5 Fixtures

ENERGY CONSERVATION

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INTRODUCING PHILIPS XLL T8 LAMPS.... in 25-WATT, 28-WATT, AND 32-WATT



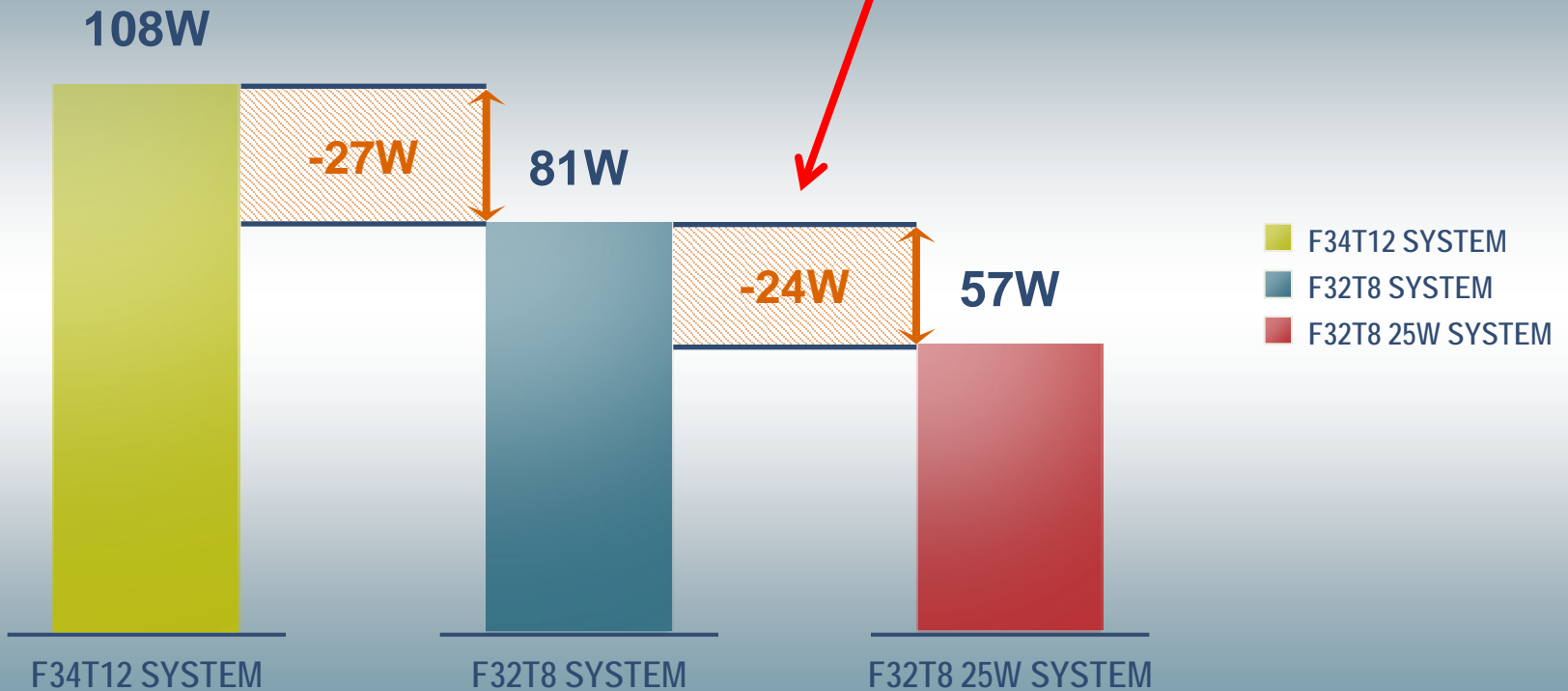
- Extra long life lamps feature ratings of **40¹– 46K²** hours
- Delivers up to **109** lumens per watt and **98%** lumen maintenance
- **85** CRI on all T8 lamps
- **4** year unlimited use warranty
- Philips **ALTO** low-mercury technology

1. Based on 12 hour starts Instant Start ballast

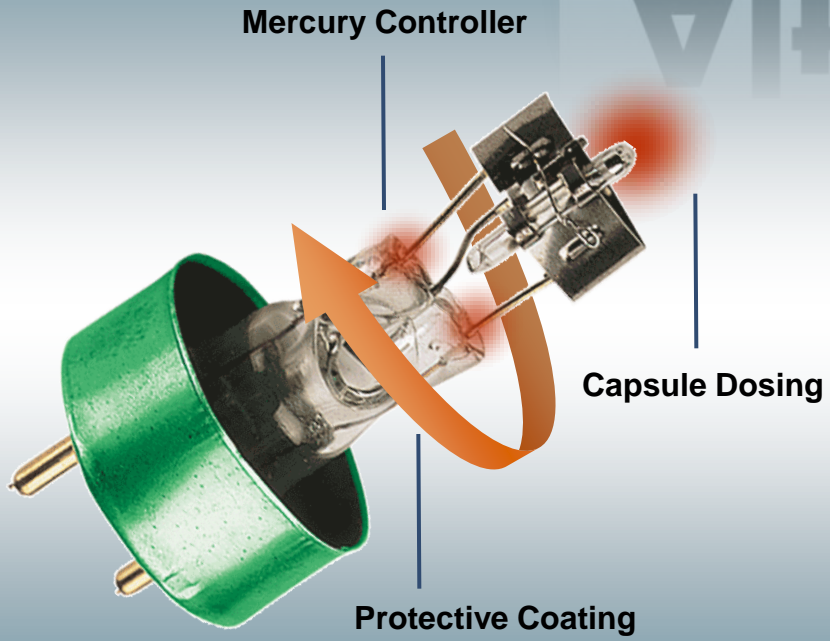
2. Based on 12 hour starts Program Start ballast

3-LAMP FLUORESCENT SYSTEM AVERAGE ENERGY USAGE

34-WATT T12 LAMPS, 32-WATT T8 LAMPS, 25-WATT T8 (XLL) LAMPS



WHAT IS ALTO LAMP TECHNOLOGY?



- Mercury controller is applied to the lead wire / mount interface
- Capsule injection dosing system
 - ALTO T12 4.4 mg
 - ALTO T8 1.7 mg
 - ALTO T5 1.4 mg

INDUSTRY OVERALL AVERAGE 8.3 MG

- Barrier materials keeps mercury in arc stream by preventing mercury from becoming bound to glass wall

ALTO HAS PREVENTED 20 TONS OF MERCURY FROM ENTERING THE ENVIRONMENT!

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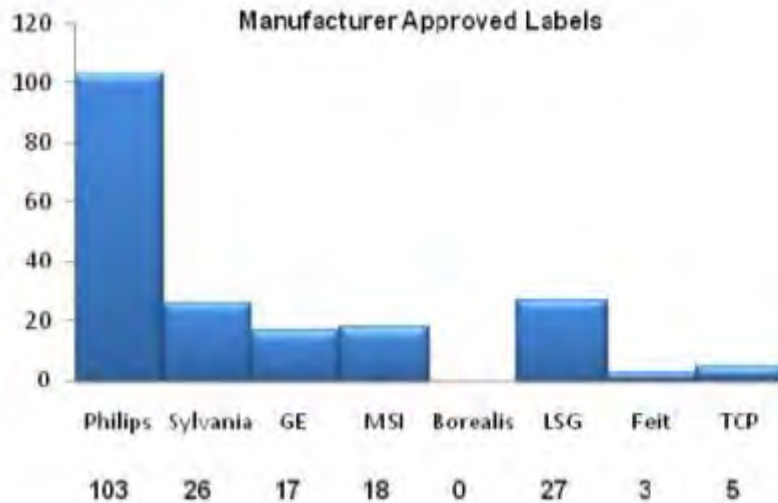
Down Lighting

- Retrofit down light fixtures with LED lamps
 - Save 74%
 - LED Par 38 17 watts
 - 25X lamp life of halogen lamps
 - Philips 3-Year written guarantee
- Replace fixtures with LEDs
 - Save 67%

ENERGY CONSERVATION

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US Dept of Energy Lighting Facts – LED approvals



898 total Lighting facts approved SSL products.

442 total replacement lamps.

103 Philips approved replacement lamps.

•As of July 28, 2010, visit the [Lighting Facts](#) website for more details.



- Water
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Parking Lot Lighting

- Retrofits existing fixture
 - Save 14%
 - Improved efficiency
 - Reduce maintenance
 - ALLSTART CERAMIC MH LAMPS

ENERGY CONSERVATION



ALLSTART (CERAMIC metal halide) retrofit lamps replace 175W, 250W, and 400W std. metal halide lamps



Philips Energy Advantage
CDM lamps with
AllStart™ Technology

Ideal for high-ceiling
industrial, retail and
distribution centers as well
as outdoor applications

Energy Advantage

ALLSTART™
TECHNOLOGY

Direct retrofit with
immediate energy savings!

Philips Energy Advantage CDM lamps with AllStart™
Technology. A high-efficiency protected CDM
lighting solution that provides energy savings without
compromising light quality.

Introducing AllStart Technology

- Direct retrofit lamp to both Probe and Pulse Start ballasts
- A true universal operation that does not affect lamp life

Better for the environment

- Reduced maintenance and recycling costs
- Energy savings up to 18%*
- Long life ≥ 20,000 hrs

Light quality

- Lumen maintenance >80%
- Excellent color rendering of CRI >85
- Crisp white light
- 100 lumens per watt

* 120W CDM lamp with AllStart Technology compared to 400W standard metal halide lamp

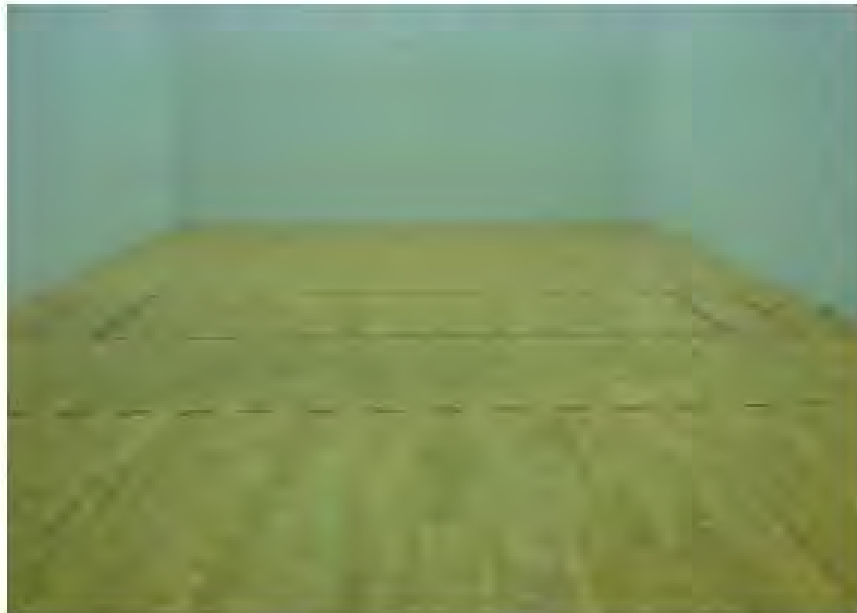
PHILIPS
sense and simplicity

Operates on ALL metal halide ballasts in ALL burning positions!

Philips ALLSTART metal-halide retrofit lamps.

- Longer lamp life.
- 20% less energy usage.
- Higher maintained light levels.
- Dramatic improvement in SEE-ABILITY!

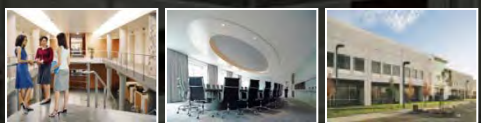
BEFORE STD MH 400/U



AFTER ALLSTART 330W!



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Lighting Possibilities

- Energy reductions
- Cost reductions
- Emissions reductions



ENERGY CONSERVATION





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Thank You

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