

February 5, 2024

LED LIGHTING

RETROFIT

SOW: 7 LIGHTS

Prepared For :



February 5, 2024

Alex Gonzalez
SHIP8INC
2222 East Beamer Street
Woodland, CA 95776

Proposal Number: 20230125-Ship8Inc (LEDone) 7 Building Mounted Lights

Alex,

I want to thank you for allowing me the opportunity to quote this LED upgrade for you. Attached, please find the energy and financial analysis I have prepared for you. Doing a lighting upgrade provides a great financial benefit as the energy savings typically outweigh the initial investment. There are, however, many other benefits that are a result of improving your lighting such as enhanced visual comfort and safety for your patrons, lowered maintenance since your LEDs can last up to 20 years and because they use less power, this helps reduce CO2 emissions.

Thank you again for your time and the opportunity. We have been able to help many clients with their lighting needs and hope for the chance to be able to serve you best.

Warm Regards,

Tom Fernet
True North LED
1030 F Street Apt 3
Marysville, CA 95901
(661) 205-2199
tom@truenorthled.com

Summary

Energy Savings

Existing Energy Usage	30,996 kWh
Proposed Energy Usage	9,184 kWh
Energy Savings	21,812 kWh
Energy Reduction	70%

Cost Savings

Annual Energy Savings	\$3,708.04
Annual Maintenance Savings	\$40.18
Total Annual Savings	\$3,748.22
Total Savings Over 20 Years	\$100,440.00

Project Investment

Project Cost	\$4,299.61
Sales Tax	\$215.17
Net Project Cost	\$4,514.78

Return On Investment (ROI)

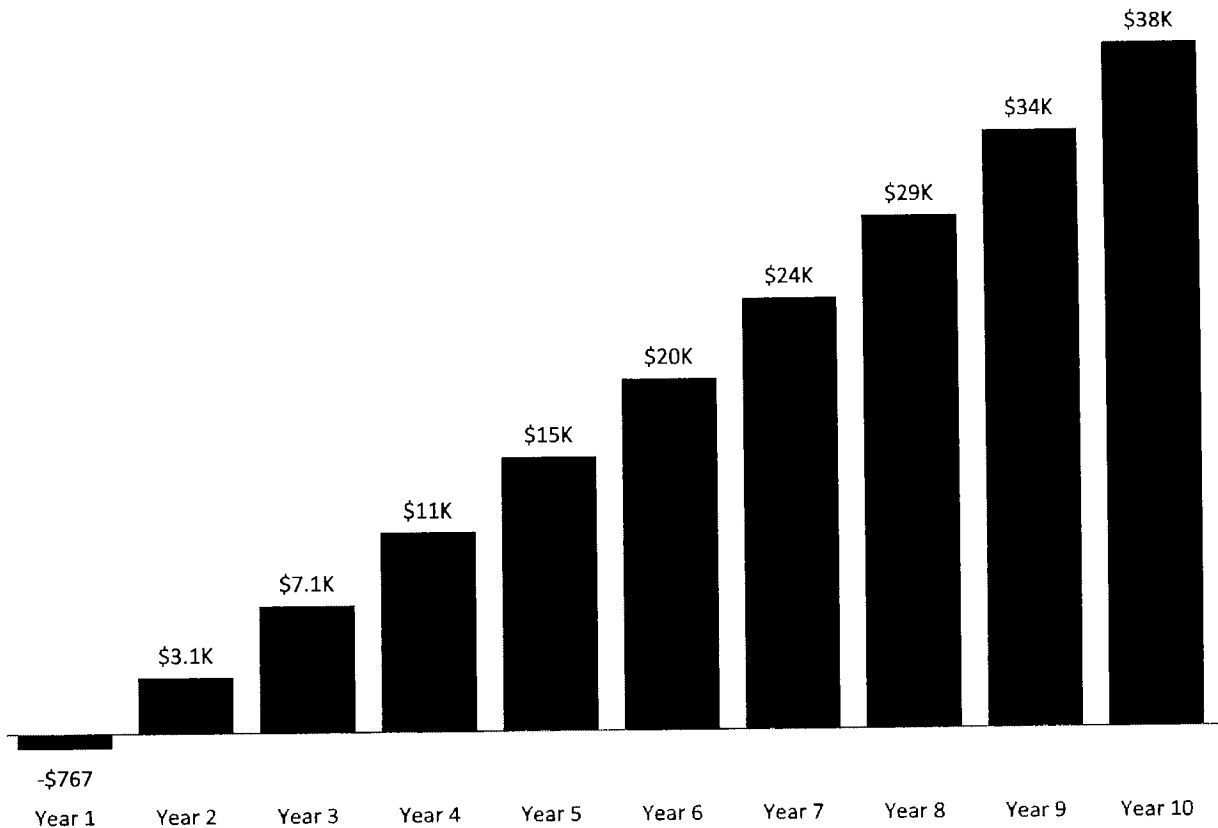
Total Return on Investment (ROI)	2324.7%
Annualized ROI (over 20 years)	116.2%
Simple Payback	1.2 Years

Cash Flow Analysis

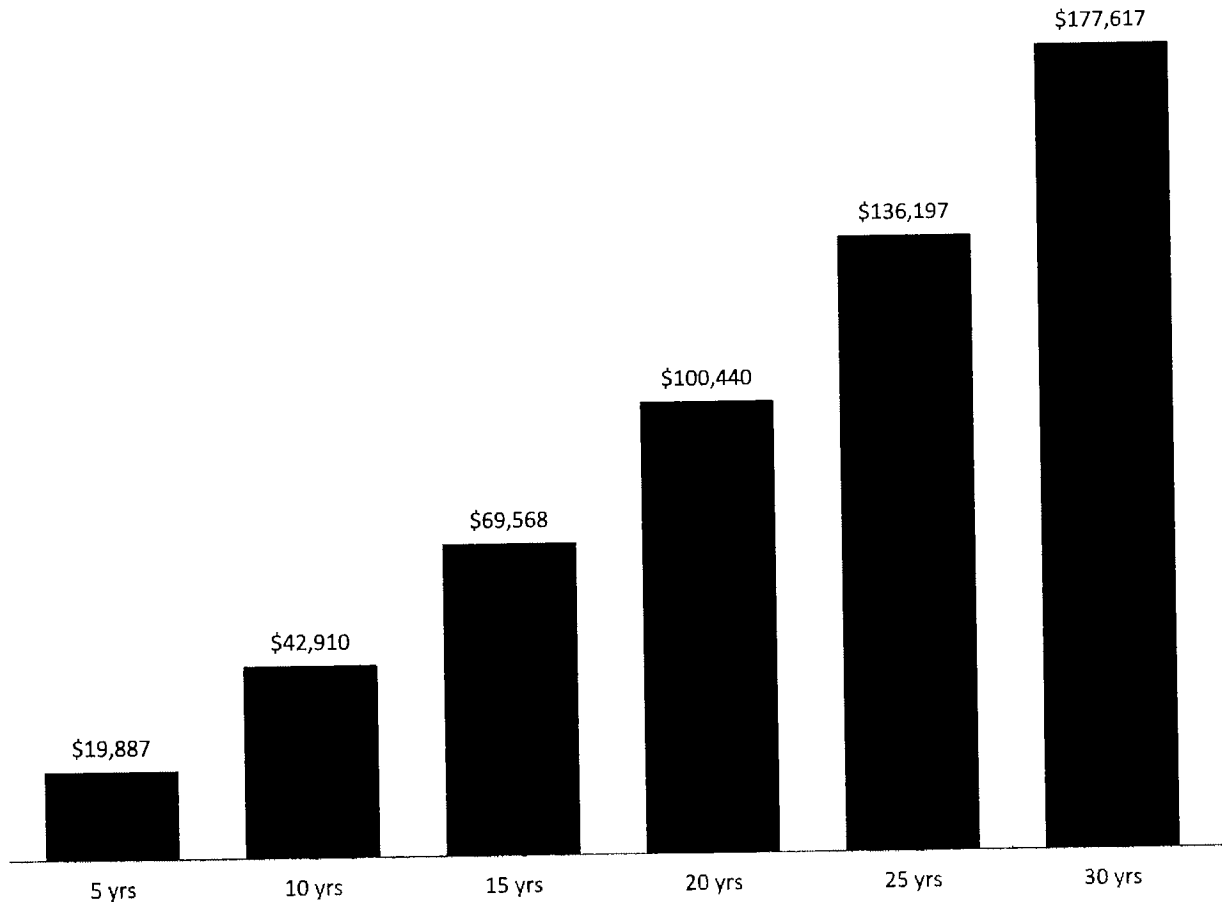
10 Year Cash Flow - Assumes annual utility escalation rate of 3%

	1	2	3	4	5	6	7	8	9	10
Project Cost	-\$4,515	-	-	-	-	-	-	-	-	-
Utility	\$3,708	\$3,819	\$3,934	\$4,052	\$4,173	\$4,299	\$4,428	\$4,560	\$4,697	\$4,838
HVAC Savings	-	-	-	-	-	-	-	-	-	-
Mounting	\$40	\$40	\$40	\$40	\$40	\$40	\$40	\$40	\$40	\$40
Net Cash Flow	-\$767	\$3,859	\$3,974	\$4,092	\$4,214	\$4,339	\$4,468	\$4,601	\$4,737	\$4,878
Cum. Cash Flow	-\$767	\$3,093	\$7,067	\$11,159	\$15,373	\$19,711	\$24,179	\$28,780	\$33,517	\$38,396

Cumulative Cash Flow Chart



Cost of Waiting





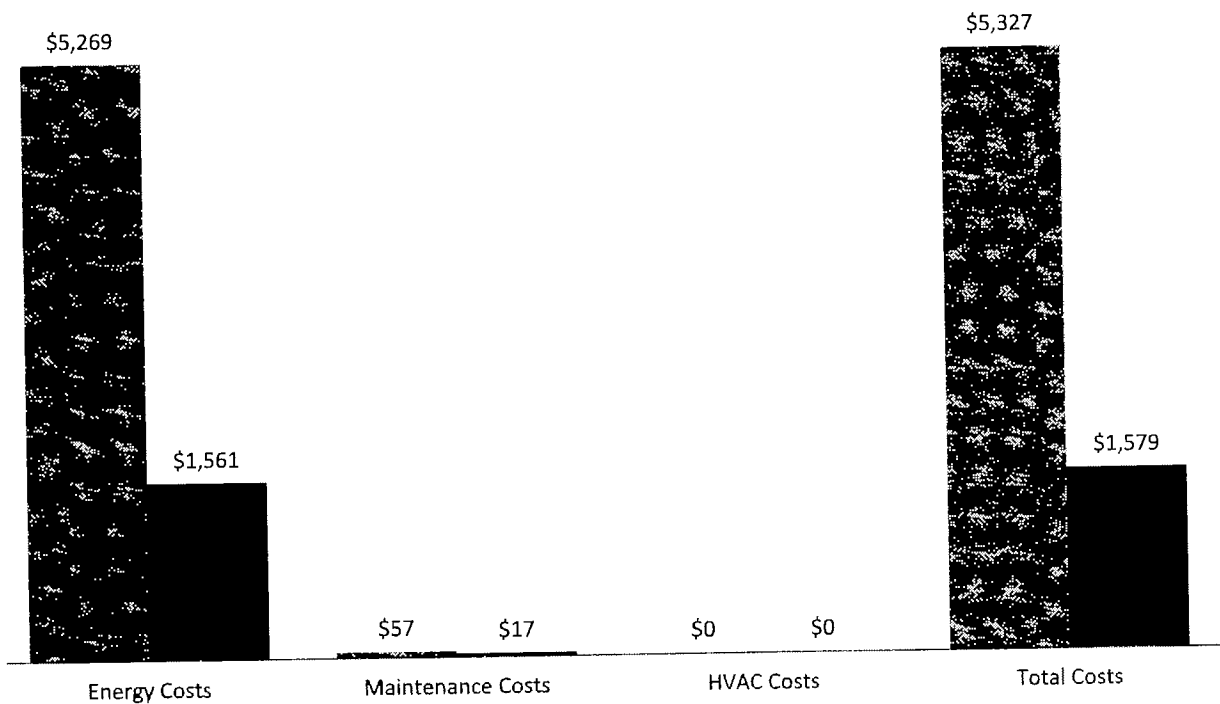
Many companies hold out on investing in energy efficient improvements because they are worried about the initial spend. The question is...does it cost to wait? The upfront investment is a small price to pay when you look at how much it will cost you if you don't upgrade. Plus, in many cases the initial investment is recouped in just a few years while you enjoy the savings over the next 20-30 years.

Savings Analysis

\$3,748
 Annual Savings

70%
 Cost Savings

 Current Costs
 Costs After Upgrades



You'll save more than just energy when you upgrade to LEDs. They use significantly less energy than older light sources and last up to 5 times longer. They also produce very little heat, which means you'll save on cooling costs too.

Environmental Impact



Trees Planted



Cars Removed



Carbon Reduction

DOING YOUR PART

LED lamps and tubes not only consume a fraction of the energy consumed by older lighting technologies like incandescent lamps, they can last almost five times as long. LEDs also contain no mercury. By doing nothing more than investing in this lighting upgrade, you've done your part to help future generations enjoy our planet.

Materials Summary

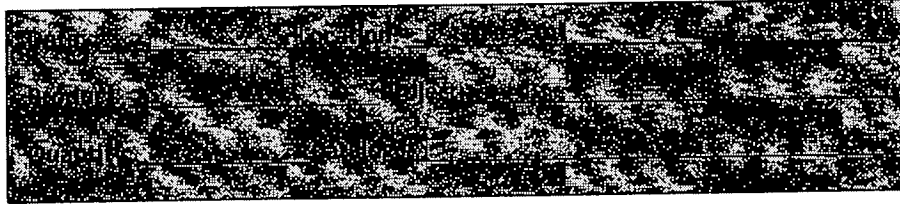
Existing Fixtures

Location	Fixture	Qty	Watts
Exterior Building Mount	Flood MH 1000W	7	1080 W

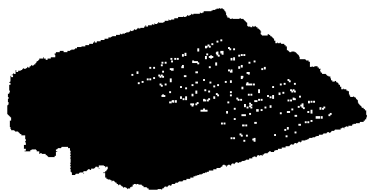
Proposed Fixtures

Location	Fixture	Qty	Watts
Exterior Building Mount	LEDone RGAL SERIES AREA LIGHT AREA LIGHT MULTI WATTAGE, MULTI CCT	7	320 W

LEDone®



LED LOC-RGAL Area Light Family Series



75W / 100W / 120W / 150W



160W / 200W / 240W / 320W

CONSTRUCTION:

Bronze die-cast aluminum housing treated by anodic oxidation.

OPTICAL SYSTEM:

Lumileds 3030 LED chips. 120° beam angle. Type 3 lens standard.

WARRANTY:

5-year limited warranty. Actual performance may differ as a result of end-user environment and application.

ELECTRICAL:

Available as 120-277V or 347-480V input. 10KV surge protection. -40°C to 40°C, -40°F to 104°F

INSTALLATION & MOUNTING:

Pole Mounting - Extruded Adjustable Arm, Adjustable Slip Fitter, Trunnion or U-Bracket.

CONTROLS & DIMMING:

0-10V dimming comes standard. Motion sensor, photocell and remote-control options available.

DEFAULT FEATURES:

- Default Wattages:
 - 150W
 - 320W
- Default CCT: 5,000K
- IP65 rated
- Full cut off
- Easy Installation and maintenance
- Corrosion and rust proof
- 50,000 hours lifetime

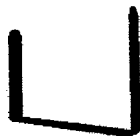
SUGGESTED APPLICATIONS:

- Warehouses
- Stadiums
- Factories
- Parking Lots
- Supermarkets
- Logistic Centers
- Exhibition Halls

MOUNTING OPTIONS:



Adjustable Arm



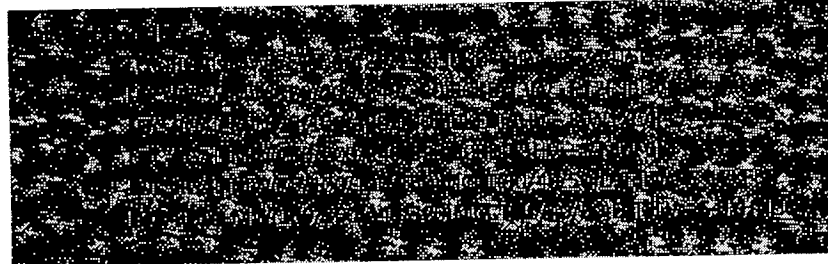
150W U-Bracket
320W U-Bracket



Adjustable Slip Fitter



Trunnion



OPTIONAL ACCESSORIES:



Microwave Sensor
LOC-ACY-S-MWS-01-G1
(Compatible with LOC-RC-WHITE-G1)



Microwave Bluetooth Sensor
LOC-ACY-S-MWS-BT-01-G1
(Compatible with App)



PIR Sensor
LOC-ACY-S-PIRS-01-G1
(Compatible with LOC-RC-WHITE-G1)



PIR Bluetooth Sensor
LOC-ACY-S-PIRS-BT-01-G1
(Compatible with App)



150W Rear Shield
320W Rear Shield



Remote Control
LOC-RC-WHITE-G1



Photocell (Daylight Sensor)
LOC-SK-101-4T
(Not compatible with remote control)



Motion Sensor
LOC-ANT-5-4T
(Compatible with LOD-RC-100)



Remote Control
LOD-RC-100

LOC-RGAL-MW(75/100/120/150)50KD-T3LV

75W	5000K	12,000LM	148.45lm/W	120-277V	70	0.974	8%	175W – 600W HID
100W	5000K	14,845LM	148.45lm/W	120-277V	70	0.974	8%	175W – 600W HID
120W	5000K	17,814LM	148.45lm/W	120-277V	70	0.974	8%	175W – 600W HID
150W	5000K	22,386LM	148.45lm/W	120-277V	70	0.974	8%	175W – 600W HID

LOC-RGAL-MW(160/200/240/320)50KD-T3LV

160W	5000K	25,600LM	144lm/W	120-277V	70	0.9	20%	600W – 1,000W HID
200W	5000K	28,800LM	144lm/W	120-277V	70	0.9	20%	600W – 1,000W HID
240W	5000K	34,560LM	144lm/W	120-277V	70	0.9	20%	600W – 1,000W HID
320W	5000K	46,000LM	144lm/W	120-277V	70	0.9	20%	600W – 1,000W HID

LOC-RGAL-MW(75/100/120/150)50KD-T3HV

75W	5000K	11,250LM	150lm/W	347-480V	70	0.9	20%	175W – 600W HID
100W	5000K	15,000LM	150lm/W	347-480V	70	0.9	20%	175W – 600W HID
120W	5000K	18,000LM	150lm/W	347-480V	70	0.9	20%	175W – 600W HID
150W	5000K	22,500LM	150lm/W	347-480V	70	0.9	20%	175W – 600W HID

LOC-RGAL-MW(160/200/240/320)50KD-T3HV

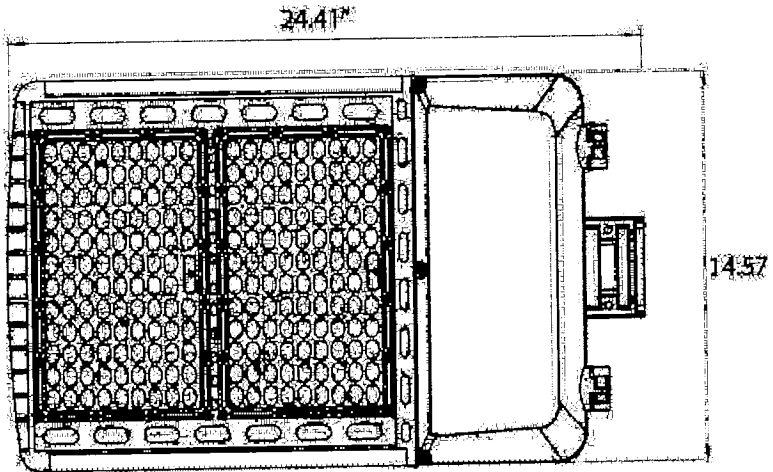
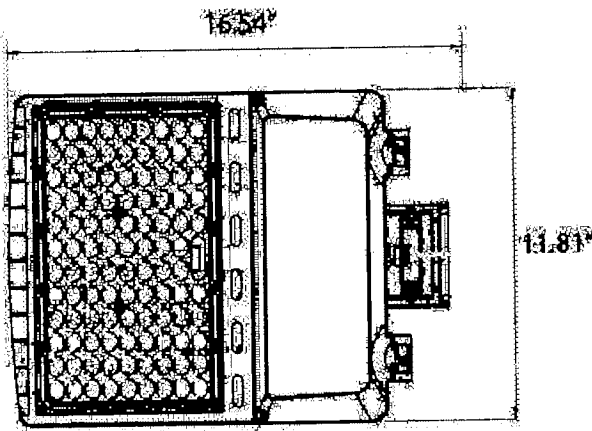
160W	5000K	24,000LM	150lm/W	347-480V	70	0.9	20%	600W – 1,000W HID
200W	5000K	30,000LM	150lm/W	347-480V	70	0.9	20%	600W – 1,000W HID
240W	5000K	36,000LM	150lm/W	347-480V	70	0.9	20%	600W – 1,000W HID
320W	5000K	48,000LM	150lm/W	347-480V	70	0.9	20%	600W – 1,000W HID

LOC-RGAL-MW(75/100/120/150)MCCT(30/40/50)D-T3LV

75W	3000K / 4000K / 5000K	10,240.5LM	145LM/W	120-277V	71	0.974	8.3%	175W – 600W HID
100W	3000K / 4000K / 5000K	13,654LM	145LM/W	120-277V	71	0.974	8.3%	175W – 600W HID
120W	3000K / 4000K / 5000K	16,384.8LM	136.54LM/W	120-277V	71	0.974	8.3%	175W – 600W HID
150W	3000K / 4000K / 5000K	20,481LM	136.54LM/W	120-277V	71	0.974	8.3%	175W – 600W HID

LOC-RGAL-MW(160/200/240/320)MCCT(30/40/50)D-T3LV

160W	3000K / 4000K / 5000K	23,200LM	145lm/W	120-277V	70	0.9	20%	600W – 1,000W HID
200W	3000K / 4000K / 5000K	29,000LM	145lm/W	120-277V	70	0.9	20%	600W – 1,000W HID
240W	3000K / 4000K / 5000K	34,800LM	145lm/W	120-277V	70	0.9	20%	600W – 1,000W HID
320W	3000K / 4000K / 5000K	46,400LM	145lm/W	120-277V	70	0.9	20%	600W – 1,000W HID



75W / 100W / 120W / 150W

160W / 200W / 240W / 320W

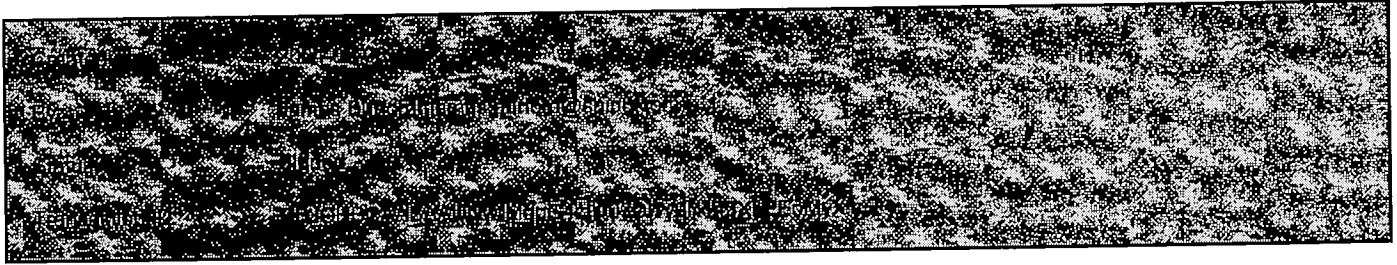
MODEL	QUANTITY	WEIGHT	UPC CODE
LOC-RGAL-MW(75/100/120/150)50KD-T3LV	1	8.25lbs	00810050941327
LOC-RGAL-MW(160/200/240/320)50KD-T3LV	1	15.25lbs	00810050941723
LOC-RGAL-MW(75/100/120/150)50KD-T3HV	1	8.25lbs	00810050942782
LOC-RGAL-MW(160/200/240/320)50KD-T3HV	1	15.25lbs	00810050942775
LOC-RGAL-MW(75/100/120/150)MCCT(30/40/50)D-T3LV	1	8.25lbs	00810050941709
LOC-RGAL-MW(160/200/240/320)MCCT(30/40/50)D-T3LV	1	15.25lbs	00810050942768

WATTAGE	BUG RATING	EPA
75W	B3-U2-G2	0.96
100W	B3-U2-G3	0.96
120W	B3-U2-G3	0.96
150W	B4-U1-G3	0.96
160W	B5-U3-G3	1.96
200W	B5-U3-G3	1.96
240W	B5-U3-G4	1.96
320W	B5-U3-G4	1.96


True North LED - WDC - 02.06.24 - SHIP8, INC. - Purshace Req Form - Proposal # 20230125 - 7 Exterior Lights

Final Audit Report


2024-02-06





"True North LED - WDC - 02.06.24 - SHIP8, INC. - Purshace Re q Form - Proposal # 20230125 - 7 Exterior Lights" History

 Document created by James Burford (james.burford@ship8.com)
2024-02-06 - 2:17:04 PM GMT

 Document emailed to Ron (ron.capranos@ship8.com) for signature
2024-02-06 - 2:17:11 PM GMT

 Email viewed by Ron (ron.capranos@ship8.com)
2024-02-06 - 2:19:16 PM GMT

 Document e-signed by Ron (ron.capranos@ship8.com)
Signature Date: 2024-02-06 - 2:21:04 PM GMT - Time Source: server

 Agreement completed.
2024-02-06 - 2:21:04 PM GMT