

## JERGUSON<sup>®</sup> LED Gage Glass Lumenator II™ EPL-100

- Saves Over \$280,000 in 3 Years
- Reduces Hazardous Exposure to Personnel
- Increases Process, Plant, and Personnel Safety

Refinery "X" has 800 incandescent wedge style illuminators throughout their plant. (Jerguson model EPL-56 or equivalent.) The light source on these devices is a 58 Watt bulb. This bulb is rated at ~2000 hours but normally gets changed out about 2-3 times per year. The electricity rate at this refinery is currently at \$0.10 / kWh. This refinery plans to upgrade all of their illuminators to the New Jerguson EPL-100 over the next year. Once the project is complete, it will pay for itself in electricity and maintenance savings in less than two years. After year three, the refinery will save over \$280,000 in electricity and maintenance costs! And the savings for year four and beyond continues to accelerate.

The example above was based on the following:

Electricity Rate = \$0.10 / kWh Bulb Cost = \$5.00 Each \*Direct & Indirect Labor = \$100.00 / bulb change Number of Bulb Changes in 3 years = 8 EPL-100 Power Consumption = 5 Watts



**JERGUSON**<sup>®</sup> ....Quality, Safety and Performance.

APPROVED

<sup>\*</sup> This labor estimate is very conservative. If you account for the actual time it takes to issue and close a work order, issue and close a purchase order, receive the goods and issue them out of inventory, and actually make the bulb change, this cost will well exceed \$250.00.

## Economic Impact Comparison: JERGUSON<sup>®</sup> LED Gage Glass Lumenator II™ EPL-100

Rate [\$/kWh]	1 Year	2 Years	3 Years	4 Years	5 Years	6 Years	7 Years	8 Years	9 Years	10 Ye
\$0.05	\$23.21	\$46.43	\$69.64	\$92.86	\$116.07	\$139.28	\$162.50	\$185.71	\$208.93	\$232
\$0.06	\$27.86	\$55.71	\$83.57	\$111.43	\$139.28	\$167.14	\$195.00	\$222.85	\$250.71	\$278
\$0.07	\$32.50	\$65.00	\$97.50	\$130.00	\$162.50	\$195.00	\$227.50	\$260.00	\$292.50	\$32
\$0.08	\$37.14	\$74.28	\$111.43	\$148.57	\$185.71	\$222.85	\$260.00	\$297.14	\$334.28	\$37
\$0.09	\$41.79	\$83.57	\$125.36	\$167.14	\$208.93	\$250.71	\$292.50	\$334.28	\$376.07	\$41
\$0.10	\$46.43	\$92.86	\$139.28	\$185.71	\$232.14	\$278.57	\$325.00	\$371.42	\$417.85	\$46
\$0.11	\$51.07	\$102.14	\$153.21	\$204.28	\$255.35	\$306.42	\$357.50	\$408.57	\$459.64	\$510
\$0.12	\$55.71	\$111.43	\$167.14	\$222.85	\$278.57	\$334.28	\$390.00	\$445.71	\$501.42	\$55
\$0.13	\$60.36	\$120.71	\$181.07	\$241.43	\$301.78	\$362.14	\$422.49	\$482.85	\$543.21	\$60
\$0.14	\$65.00	\$130.00	\$195.00	\$260.00	\$325.00	\$390.00	\$454.99	\$519.99	\$584.99	\$649
\$0.15	\$69.64	\$139.28	\$208.93	\$278.57	\$348.21	\$417.85	\$487.49	\$557.14	\$626.78	\$69
enance										
Average Bulb Life	on EPL-56	= 3,000 hour	s = 125 Days	= .35 Years						
Accumulated										
Bulb Changes	2	5	8	11	14	17	20	22	25	2
Bulb Cost =	\$5.00									
Labor Cost =	\$100.00									
Total Cost =	\$105.00									
Savings, Electri	cty & Mainte	enance - Sin	gle Unit							
Rate [\$/kWh]	1 Year	2 Years	3 Years	4 Years	5 Years	6 Years	7 Years	8 Years	9 Years	10 Y
\$0.05	-\$392.79	-\$54.57	\$283.64	\$621.86	\$960.07	\$1,298.28	\$1,636.50	\$1,869.71	\$2,207.93	\$2,54
\$0.06	-\$388.14	-\$45.29	\$297.57	\$640.43	\$983.28	\$1,326.14	\$1,669.00	\$1,906.85	\$2,249.71	\$2,59
\$0.07	-\$383.50	-\$36.00	\$311.50	\$659.00	\$1,006.50	\$1,354.00	\$1,701.50	\$1,944.00	\$2,291.50	\$2,63
\$0.08	-\$378.86	-\$26.72	\$325.43	\$677.57	\$1,029.71	\$1,381.85	\$1,734.00	\$1,981.14	\$2,333.28	\$2,68
\$0.09	-\$374.21	-\$17.43	\$339.36	\$696.14	\$1,052.93	\$1,409.71	\$1,766.50	\$2,018.28	\$2,375.07	\$2,73
\$0.10	-\$369.57	-\$8.14	\$353.28	\$714.71	\$1,076.14	\$1,437.57	\$1,799.00	\$2,055.42	\$2,416.85	\$2,77
Ψ0.10	-\$364.93	\$1.14	\$367.21	\$733.28	\$1,099.35	\$1,465.42	\$1,831.50	\$2,092.57	\$2,458.64	\$2,82
		\$10.43	\$381.14	\$751.85	\$1,122.57	\$1,493.28	\$1,864.00	\$2,129.71	\$2,500.42	\$2,87
\$0.11	-\$360.29						\$1,896.49	\$2,166.85	\$2,542.21	\$2,91
\$0.11 \$0.12	-\$360.29 -\$355.64	\$19.71	\$395.07	\$770.43	\$1.145.78	\$1.521.14			UZ. UTZ.Z I	
\$0.11 \$0.12 \$0.13	-\$355.64	\$19.71 \$29.00	\$395.07 \$409.00	\$770.43 \$789.00	\$1,145.78 \$1,169.00	\$1,521.14 \$1.549.00				
\$0.11 \$0.12		\$19.71 \$29.00 \$38.28	\$395.07 \$409.00 \$422.93	\$770.43 \$789.00 \$807.57	\$1,145.78 \$1,169.00 \$1,192.21	\$1,549.00 \$1,576.85	\$1,928.99 \$1,961.49	\$2,203.99 \$2,241.14	\$2,583.99 \$2,625.78	\$2,96 \$3,01

<sup>2.</sup> Labor Costs Include Estimates of Direct Labor to Change Bulb and Indirect Labor to Initiate and Close Work Orders, Enter Purchase Orders, Inventory and Other Indirect Costs.

NORTHEAST CONTROLS INCORPORATED TEL: 201 227 7660 LEAV: 201 227 2242

## Economic Impact Comparison: JERGUSON® LED Gage Glass Lumenator II™ EPL-100

Savings, Electri	icty & Mainte	nance - 50 l	Jnits							
Rate [\$/kWh]	1 Year	2 Years	3 Years	4 Years	5 Years	6 Years	7 Years	8 Years	9 Years	10 Ye
\$0.05	-\$19,639.30			\$31,092.80		\$64,914.20	\$81,824.90	\$93,485.60	\$110,396.30	
\$0.06	-\$19,407.16			\$32,021.36		\$66,307.04	\$83,449.88	\$95,342.72		-
\$0.07	-\$19,175.02			\$32,949.92	\$50,324.90	\$67,699.88	\$85,074.86	\$97,199.84		
\$0.08	-\$18,942.88	-\$1,335.76	\$16,271.36	\$33,878.48	\$51,485.60	\$69,092.72	\$86,699.84	\$99,056.96	\$116,664.08	\$134,2
\$0.09	-\$18,710.74	-\$871.48		\$34,807.04	\$52,646.30	\$70,485.56	\$88,324.82		\$118,753.34	
\$0.10	-\$18,478.60	-\$407.20		\$35,735.60		\$71,878.40	\$89,949.80		\$120,842.60	
\$0.11	-\$18,246.46	\$57.08	\$18,360.62	\$36,664.16	\$54,967.70	\$73,271.24	\$91,574.78	\$104,628.32	\$122,931.86	\$141,2
\$0.12	-\$18,014.32	\$521.36	\$19,057.04	\$37,592.72	\$56,128.40	\$74,664.08	\$93,199.76	\$106,485.44	\$125,021.12	\$143,5
\$0.13	-\$17,782.18	\$985.64	\$19,753.46	\$38,521.28	\$57,289.10	\$76,056.92	\$94,824.74	\$108,342.56	\$127,110.38	\$145,8
\$0.14	-\$17,550.04	\$1,449.92	\$20,449.88	\$39,449.84	\$58,449.80	\$77,449.76	\$96,449.72	\$110,199.68	\$129,199.64	\$148,1
\$0.15	-\$17,317.90	\$1,914.20	\$21,146.30	\$40,378.40	\$59,610.50	\$78,842.60	\$98,074.70	\$112,056.80	\$131,288.90	\$150,5
<b>S</b> :										
yback based on t	he cost of a 2	Section Size	e 9 EPL-100 :	= \$626						
yback based on toor Costs Include					ect Labor to Ini	tiate and Clos	e Work Orders	s, Enter Purch	ase Orders, In	ventory
					ect Labor to Ini	tiate and Clos	e Work Orders	s, Enter Purch	ase Orders, In	ventory
					ect Labor to Ini	tiate and Clos	e Work Orders	s, Enter Purch	ase Orders, In	ventory
oor Costs Include	Estimates of	Direct Labor	to Change B		ect Labor to Ini	tiate and Close	e Work Orders	s, Enter Purch	ase Orders, In	ventory
	Estimates of	Direct Labor	to Change B		ect Labor to Ini	tiate and Close	e Work Orders	s, Enter Purch	ase Orders, In	ventory
oor Costs Include	Estimates of	Direct Labor	to Change B		ect Labor to Ini			s, Enter Purch		
oor Costs Include	Estimates of icty & Mainte	Direct Labor	to Change B Units	ulb and Indire		tiate and Close	e Work Orders 7 Years		ase Orders, In	ventory
oor Costs Include	Estimates of icty & Mainte	nance - 100  2 Years	Units 3 Years	ulb and Indire	5 Years	6 Years	7 Years	8 Years	9 Years	10 Ye
Savings, Electri Rate [\$/kWh]	icty & Mainte  1 Year  -\$39,278.60	enance - 100  2 Years -\$5,457.20	Units 3 Years \$28,364.20	4 Years \$62,185.60	<b>5 Years</b> \$96,007.00	<b>6 Years</b> \$129,828.40	<b>7 Years</b> \$163,649.80	8 Years \$186,971.20	<b>9 Years</b> \$220,792.60	10 Ye
Savings, Electri Rate [\$/kWh] \$0.05 \$0.06	Estimates of icty & Mainte  1 Year  -\$39,278.60 -\$38,814.32	enance - 100  2 Years  -\$5,457.20 -\$4,528.64	Units 3 Years \$28,364.20 \$29,757.04	4 Years \$62,185.60 \$64,042.72	<b>5 Years</b> \$96,007.00 \$98,328.40	<b>6 Years</b> \$129,828.40 \$132,614.08	<b>7 Years</b> \$163,649.80 \$166,899.76	8 Years \$186,971.20 \$190,685.44	<b>9 Years</b> \$220,792.60 \$224,971.12	10 Ye \$254,6 \$259,2
Savings, Electric Rate [\$/kWh]  \$0.05 \$0.06 \$0.07	Estimates of icty & Mainte  1 Year  -\$39,278.60 -\$38,814.32 -\$38,350.04	2 Years -\$5,457.20 -\$4,528.64 -\$3,600.08	Units 3 Years \$28,364.20 \$29,757.04 \$31,149.88	4 Years \$62,185.60 \$64,042.72 \$65,899.84	<b>5 Years</b> \$96,007.00 \$98,328.40 \$100,649.80	<b>6 Years</b> \$129,828.40 \$132,614.08 \$135,399.76	<b>7 Years</b> \$163,649.80 \$166,899.76 \$170,149.72	8 Years \$186,971.20 \$190,685.44 \$194,399.68	<b>9 Years</b> \$220,792.60 \$224,971.12 \$229,149.64	10 Ye \$254,6 \$259,2 \$263,8
Savings, Electric Rate [\$/kWh]  \$0.05 \$0.06 \$0.07 \$0.08	Estimates of icty & Mainte 1 Year -\$39,278.60 -\$38,814.32 -\$38,350.04 -\$37,885.76	2 Years -\$5,457.20 -\$4,528.64 -\$3,600.08 -\$2,671.52	Units  3 Years  \$28,364.20 \$29,757.04 \$31,149.88 \$32,542.72	4 Years \$62,185.60 \$64,042.72 \$65,899.84 \$67,756.96	<b>5 Years</b> \$96,007.00 \$98,328.40 \$100,649.80 \$102,971.20	<b>6 Years</b> \$129,828.40 \$132,614.08 \$135,399.76 \$138,185.44	<b>7 Years</b> \$163,649.80 \$166,899.76 \$170,149.72 \$173,399.68	8 Years \$186,971.20 \$190,685.44 \$194,399.68 \$198,113.92	<b>9 Years</b> \$220,792.60 \$224,971.12 \$229,149.64 \$233,328.16	10 Ye \$254,6 \$259,2 \$263,8 \$268,5
Savings, Electric Rate [\$/kWh] \$0.05 \$0.06 \$0.07 \$0.08 \$0.09	Estimates of icty & Mainte 1 Year -\$39,278.60 -\$38,814.32 -\$38,350.04 -\$37,885.76 -\$37,421.48	2 Years -\$5,457.20 -\$4,528.64 -\$3,600.08 -\$2,671.52 -\$1,742.96	Units  3 Years  \$28,364.20 \$29,757.04 \$31,149.88 \$32,542.72 \$33,935.56	4 Years \$62,185.60 \$64,042.72 \$65,899.84 \$67,756.96 \$69,614.08	<b>5 Years</b> \$96,007.00 \$98,328.40 \$100,649.80 \$102,971.20 \$105,292.60	<b>6 Years</b> \$129,828.40 \$132,614.08 \$135,399.76 \$138,185.44 \$140,971.12	<b>7 Years</b> \$163,649.80 \$166,899.76 \$170,149.72 \$173,399.68 \$176,649.64	8 Years \$186,971.20 \$190,685.44 \$194,399.68 \$198,113.92 \$201,828.16	<b>9 Years</b> \$220,792.60 \$224,971.12 \$229,149.64 \$233,328.16 \$237,506.68	\$254,6 \$259,2 \$263,8 \$268,5 \$273,1
Savings, Electric Rate [\$/kWh] \$0.05 \$0.06 \$0.07 \$0.08 \$0.09 \$0.10	Estimates of 1 Year  -\$39,278.60 -\$38,814.32 -\$38,350.04 -\$37,885.76 -\$37,421.48 -\$36,957.20	2 Years -\$5,457.20 -\$4,528.64 -\$3,600.08 -\$2,671.52 -\$1,742.96 -\$814.40	Units  3 Years  \$28,364.20 \$29,757.04 \$31,149.88 \$32,542.72 \$33,935.56 \$35,328.40	4 Years \$62,185.60 \$64,042.72 \$65,899.84 \$67,756.96 \$69,614.08 \$71,471.20	5 Years \$96,007.00 \$98,328.40 \$100,649.80 \$102,971.20 \$105,292.60 \$107,614.00	6 Years \$129,828.40 \$132,614.08 \$135,399.76 \$138,185.44 \$140,971.12 \$143,756.80	7 Years \$163,649.80 \$166,899.76 \$170,149.72 \$173,399.68 \$176,649.64 \$179,899.60	8 Years \$186,971.20 \$190,685.44 \$194,399.68 \$198,113.92 \$201,828.16 \$205,542.40	9 Years \$220,792.60 \$224,971.12 \$229,149.64 \$233,328.16 \$237,506.68 \$241,685.20	\$254,6 \$259,2 \$263,8 \$268,5 \$273,1 \$277,8
Savings, Electric Rate [\$/kWh] \$0.05 \$0.06 \$0.07 \$0.08 \$0.09 \$0.10 \$0.11	Estimates of 1 Year  -\$39,278.60 -\$38,814.32 -\$38,350.04 -\$37,885.76 -\$37,421.48 -\$36,957.20 -\$36,492.92	2 Years -\$5,457.20 -\$4,528.64 -\$3,600.08 -\$2,671.52 -\$1,742.96 -\$814.40 \$114.16	Units  3 Years  \$28,364.20 \$29,757.04 \$31,149.88 \$32,542.72 \$33,935.56 \$35,328.40 \$36,721.24	4 Years \$62,185.60 \$64,042.72 \$65,899.84 \$67,756.96 \$69,614.08 \$71,471.20 \$73,328.32	5 Years \$96,007.00 \$98,328.40 \$100,649.80 \$102,971.20 \$105,292.60 \$107,614.00 \$109,935.40	6 Years \$129,828.40 \$132,614.08 \$135,399.76 \$138,185.44 \$140,971.12 \$143,756.80 \$146,542.48	7 Years \$163,649.80 \$166,899.76 \$170,149.72 \$173,399.68 \$176,649.64 \$179,899.60 \$183,149.56	8 Years \$186,971.20 \$190,685.44 \$194,399.68 \$198,113.92 \$201,828.16 \$205,542.40 \$209,256.64	9 Years \$220,792.60 \$224,971.12 \$229,149.64 \$233,328.16 \$237,506.68 \$241,685.20 \$245,863.72	\$254,6 \$259,2 \$263,8 \$268,5 \$273,1 \$277,8 \$282,4
Savings, Electric Rate [\$/kWh] \$0.05 \$0.06 \$0.07 \$0.08 \$0.09 \$0.10 \$0.11 \$0.12	Estimates of 1 Year -\$39,278.60 -\$38,814.32 -\$38,350.04 -\$37,885.76 -\$37,421.48 -\$36,957.20 -\$36,492.92 -\$36,028.64	2 Years -\$5,457.20 -\$4,528.64 -\$3,600.08 -\$2,671.52 -\$1,742.96 -\$814.40 \$114.16 \$1,042.72	Units  3 Years  \$28,364.20 \$29,757.04 \$31,149.88 \$32,542.72 \$33,935.56 \$35,328.40 \$36,721.24 \$38,114.08	4 Years \$62,185.60 \$64,042.72 \$65,899.84 \$67,756.96 \$69,614.08 \$71,471.20 \$73,328.32 \$75,185.44	\$96,007.00 \$98,328.40 \$100,649.80 \$102,971.20 \$105,292.60 \$107,614.00 \$109,935.40 \$112,256.80	6 Years \$129,828.40 \$132,614.08 \$135,399.76 \$138,185.44 \$140,971.12 \$143,756.80 \$146,542.48 \$149,328.16	7 Years \$163,649.80 \$166,899.76 \$170,149.72 \$173,399.68 \$176,649.64 \$179,899.60 \$183,149.56 \$186,399.52	8 Years \$186,971.20 \$190,685.44 \$194,399.68 \$198,113.92 \$201,828.16 \$205,542.40 \$209,256.64 \$212,970.88	9 Years \$220,792.60 \$224,971.12 \$229,149.64 \$233,328.16 \$237,506.68 \$241,685.20 \$245,863.72 \$250,042.24	\$254,6 \$259,2 \$263,8 \$268,5 \$273,1 \$277,8 \$282,4 \$287,1
Savings, Electric Rate [\$/kWh] \$0.05 \$0.06 \$0.07 \$0.08 \$0.09 \$0.10 \$0.11 \$0.12 \$0.13	Estimates of  1 Year  -\$39,278.60 -\$38,814.32 -\$38,350.04 -\$37,885.76 -\$37,421.48 -\$36,957.20 -\$36,492.92 -\$36,028.64 -\$35,564.36	Pirect Labor  2 Years  -\$5,457.20 -\$4,528.64 -\$3,600.08 -\$2,671.52 -\$1,742.96 -\$814.40 \$114.16 \$1,042.72 \$1,971.28	Units  3 Years  \$28,364.20 \$29,757.04 \$31,149.88 \$32,542.72 \$33,935.56 \$35,328.40 \$36,721.24 \$38,114.08 \$39,506.92	4 Years \$62,185.60 \$64,042.72 \$65,899.84 \$67,756.96 \$69,614.08 \$71,471.20 \$73,328.32 \$75,185.44 \$77,042.56	\$96,007.00 \$98,328.40 \$100,649.80 \$102,971.20 \$105,292.60 \$107,614.00 \$109,935.40 \$112,256.80 \$114,578.20	6 Years \$129,828.40 \$132,614.08 \$135,399.76 \$138,185.44 \$140,971.12 \$143,756.80 \$146,542.48 \$149,328.16 \$152,113.84	7 Years \$163,649.80 \$166,899.76 \$170,149.72 \$173,399.68 \$176,649.64 \$179,899.60 \$183,149.56 \$186,399.52 \$189,649.48	8 Years \$186,971.20 \$190,685.44 \$194,399.68 \$198,113.92 \$201,828.16 \$205,542.40 \$209,256.64 \$212,970.88 \$216,685.12	9 Years \$220,792.60 \$224,971.12 \$229,149.64 \$233,328.16 \$237,506.68 \$241,685.20 \$245,863.72 \$250,042.24 \$254,220.76	\$254,6 \$259,2 \$263,8 \$268,5 \$273,1 \$277,8 \$282,4 \$287,1 \$291,7
Savings, Electric Rate [\$/kWh] \$0.05 \$0.06 \$0.07 \$0.08 \$0.09 \$0.10 \$0.11 \$0.12 \$0.13 \$0.14	**Estimates of text	2 Years -\$5,457.20 -\$4,528.64 -\$3,600.08 -\$2,671.52 -\$1,742.96 -\$814.40 \$114.16 \$1,042.72 \$1,971.28 \$2,899.84	Units  3 Years  \$28,364.20 \$29,757.04 \$31,149.88 \$32,542.72 \$33,935.56 \$35,328.40 \$36,721.24 \$38,114.08 \$39,506.92 \$40,899.76	4 Years \$62,185.60 \$64,042.72 \$65,899.84 \$67,756.96 \$69,614.08 \$71,471.20 \$73,328.32 \$75,185.44 \$77,042.56 \$78,899.68	\$96,007.00 \$98,328.40 \$100,649.80 \$102,971.20 \$105,292.60 \$107,614.00 \$109,935.40 \$112,256.80 \$114,578.20 \$116,899.60	6 Years \$129,828.40 \$132,614.08 \$135,399.76 \$138,185.44 \$140,971.12 \$143,756.80 \$146,542.48 \$149,328.16 \$152,113.84 \$154,899.52	7 Years \$163,649.80 \$166,899.76 \$170,149.72 \$173,399.68 \$176,649.64 \$179,899.60 \$183,149.56 \$186,399.52 \$189,649.48 \$192,899.44	8 Years \$186,971.20 \$190,685.44 \$194,399.68 \$198,113.92 \$201,828.16 \$205,542.40 \$209,256.64 \$212,970.88 \$216,685.12 \$220,399.36	9 Years \$220,792.60 \$224,971.12 \$229,149.64 \$233,328.16 \$237,506.68 \$241,685.20 \$245,863.72 \$250,042.24 \$254,220.76 \$258,399.28	\$254,6 \$259,2 \$263,8 \$268,5 \$273,1 \$277,8 \$282,4 \$287,1 \$291,7 \$296,3
Savings, Electric Rate [\$/kWh] \$0.05 \$0.06 \$0.07 \$0.08 \$0.09 \$0.10 \$0.11 \$0.12 \$0.13	Estimates of  1 Year  -\$39,278.60 -\$38,814.32 -\$38,350.04 -\$37,885.76 -\$37,421.48 -\$36,957.20 -\$36,492.92 -\$36,028.64 -\$35,564.36	2 Years -\$5,457.20 -\$4,528.64 -\$3,600.08 -\$2,671.52 -\$1,742.96 -\$814.40 \$114.16 \$1,042.72 \$1,971.28 \$2,899.84	Units  3 Years  \$28,364.20 \$29,757.04 \$31,149.88 \$32,542.72 \$33,935.56 \$35,328.40 \$36,721.24 \$38,114.08 \$39,506.92 \$40,899.76	4 Years \$62,185.60 \$64,042.72 \$65,899.84 \$67,756.96 \$69,614.08 \$71,471.20 \$73,328.32 \$75,185.44 \$77,042.56 \$78,899.68	\$96,007.00 \$98,328.40 \$100,649.80 \$102,971.20 \$105,292.60 \$107,614.00 \$109,935.40 \$112,256.80 \$114,578.20	6 Years \$129,828.40 \$132,614.08 \$135,399.76 \$138,185.44 \$140,971.12 \$143,756.80 \$146,542.48 \$149,328.16 \$152,113.84 \$154,899.52	7 Years \$163,649.80 \$166,899.76 \$170,149.72 \$173,399.68 \$176,649.64 \$179,899.60 \$183,149.56 \$186,399.52 \$189,649.48 \$192,899.44	8 Years \$186,971.20 \$190,685.44 \$194,399.68 \$198,113.92 \$201,828.16 \$205,542.40 \$209,256.64 \$212,970.88 \$216,685.12 \$220,399.36	9 Years \$220,792.60 \$224,971.12 \$229,149.64 \$233,328.16 \$237,506.68 \$241,685.20 \$245,863.72 \$250,042.24 \$254,220.76 \$258,399.28	\$254,6 \$259,2 \$263,8 \$268,5 \$273,1 \$277,8 \$282,4 \$287,1 \$291,7

<sup>1.</sup> Payback based on the cost of a 2 Section Size 9 EPL-100 = \$626

<sup>2.</sup> Labor Costs Include Estimates of Direct Labor to Change Bulb and Indirect Labor to Initiate and Close Work Orders, Enter Purchase Orders, Inventory and