



2044 E. Muscat Ave  
 Fresno, CA 93725  
 559-435-6008  
 559-435-6048 fax  
[www.epsnow.com](http://www.epsnow.com)

High-Bay Lighting Specification Comparison

	Option 1	Option 2	Option 3	Why is this Important?
Lighting Specialist	<b>Energy Protection Systems</b>			Lighting Specialist, or Electrical Contractor?
Lighting Manufacturer (primary)	Orion Lighting			Orion Lighting dominates with the Fortune 1000 for a reason
Technology Platform	T8			We offer both T8 & T5, but T8 is what we own!
Sample Lights Installed?	Yes			Would you buy what you didn't try?
Frame/Housing Material	Aluminum			Great heat dissipation, high corrosion resistance
Thermal Management	Yes			Both conductive and convective heat release is in our design.
Lamp and Ballast Manufacturer	General Electric			A name you can trust with readily available support
Lamp Replacement Cost	\$3.00 ea.			You'll pay for this forever, its an important factor
Lamp Longevity	30,000 hours			How often do you want to be hassled with changing lamps?
Lamp Availability	Everywhere			No specialty lamps here. Can be found at a hardware store!
Time to Change Ballasts	2 Minutes			Average Labor Cost to Replace a Competitor's Ballast, \$50
Lead Time to Jobsite	1-3 Weeks (standard products)			Once you decide, you'll want to stop wasting \$\$\$ immediately!
Lumens/ Watt	102			Most Efficient Available
Power Cord Provided?	Yes, 15'			If it's not included, it will be an added installation cost
Power Cord Disconnect at Fixture?	Yes			Meets new NEC requirement.* Makes for easy "take down."
UL Listing	Portable Luminaire			Fixtures can be moved w/in 15' radius. Adaptable, Flexible!
Hanging Apparatus Provided?	Yes, Aircraft Cable			If it's not included, it will be an added installation cost
Sensor Installation Method	Plug In			Average Labor Cost to Replace a Competitor's Sensor, \$50
Reflector Design	Parabolic, 360° Reflection			97% of Light is Harvested and Focused, Most Efficient
Reflector Material	Aluminum			If it's good enough for NASA in outer space.....
Wiring Design	Parallel			Each lamp fails independently, not in multiples
Environmental Stewardship	ECO Lamps, Low Merc			"Green" Technology
Local Clients	Numerous			visit: <a href="http://www.epsnow.com">www.epsnow.com</a> for Photo Gallery and Success Stories
National Clients	Numerous			visit: <a href="http://www.orionlighting.com">www.orionlighting.com</a> for customers
Demand Response Available	Yes			A new incentive/savings program from the Utility Companies
Tradeable Carbon-Reductions	Yes			Trade your carbon credits annually... only we can do it!

**A Couple of Aspects to Consider:**

1. Focus on ENERGY and the Annual Operating Cost of each system! Lighting is just the tool being used to achieve long-term energy savings and cost reduction.
2. Besides lighting the work area, a High Bay Light MUST effectively do one process to survive in California: Dissipate Heat
3. Your new lighting will be used for 10-20 years, it better be good!
4. Unlike the paper towels in the rest room, if you make the wrong choice, you can't change your mind after it's installed.
5. The quality of your lighting impacts employee morale and productivity, and your customer's perception of your business.
6. A well lit work place is a safer work place.
7. You'll only get FREE money from the utility company once, get the best system money can buy!

\* As of January 1, 2008, the National Electric Code Handbook (NEC) requires that every high bay light fixture have a disconnecting means either at the junction box (i.e. a plug and receptacle) or at the fixture.