



Recreation Facility LED Lighting Service Frequently Asked Questions (FAQ)

Q – Who is Acuity Brands Canada?

Acuity Brands, Inc. is a North American market leader and one of the world's leading providers of lighting solutions for both indoor and outdoor applications. With fiscal year 2014 net sales of over \$2.4 billion, Acuity Brands employs approximately 7,000 associates and is headquartered in Atlanta, Georgia, with operations throughout North America, and in Europe and Asia. Acuity is recognized as a leading provider of advanced lighting technologies, systems, and solutions with dozens of brands such as Lithonia, Holophane, Peerless, Axiom, Roam, and others. Acuity offers innovative lighting solutions cover both conventional fixtures and advanced solid-state technology that can seamlessly integrate with powerful digital controls and daylighting to create greater energy efficiencies and a higher quality of light. Acuity maintains major large-scale manufacturing facilities across North America and a 60,000 square foot distribution centre and training facility in Thornhill, Ontario.

Q – Who is Conrad Lighting Solutions?

Conrad Lighting Solutions is a lighting only company that utilizes leading associates that are specialists in their own discipline. This provides the expertise and scale needed for individual projects to be completed on time and to exceed expectations. Conrad Lighting Solutions takes the lead in managing the projects and ensuring they are on schedule and being delivered with a high degree of expertise and quality. Conrad Lighting Solutions know lighting and lighting retrofits.

Q--How did LAS select its service partners?

In January of 2015, LAS put out two RFPs: one for product and another for service provision. LAS was careful to ensure that the RFP met and surpassed municipal procurement standards supporting a transparent and competitive search for suppliers and service providers offering quality products and services at an affordable price. In order to develop the RFP document, a number of specification guides, pilot studies, protocols, standards, quotes, and tender documents were referenced. Both RFP documents and subsequent submissions were reviewed by an Evaluation Committee comprised of ten (10) experts from across Ontario (including staff from Brampton, Oakville, Timmins, Hearst, North Bay), the Ontario Recreation Facilities Association (ORFA), as well as three LAS staff members. Independent third-party analysis (Welch LLP) was conducted on the financial background of the proponents, and the entire RFP process was overseen by Kim Dooling of KDE Procurement Advisors.

More information about these processes is available on our website.



Q— Why LEDs?

LED lamps do not contain a gas-filled bulb or filament but use charged electrons that jump through a semi-conductor chip and then emit photons (light) when they land on the other side. A single LED lamp may have many chips. This construction makes LEDs highly resilient and efficient. As a result, LEDs offer a number of advantages over High Pressure Sodium or Metal Halide lights including:

- **Much lower power consumption** ranging from 40-70% energy savings.
- **Long, predictable lifetime.** LED lights do not burn out. Instead, they lose brightness over time, while generally lasting many times longer than a conventional fluorescent or incandescent light. The much less frequent need to service or replace LEDs means low maintenance cost.
- **Controls.** LEDs can be dimmed when less lighting is needed, such as when the facility is not in use or has light use. Motion and occupancy sensors and pre-programmed routines are other examples of advanced lighting control applications.
- **More accurate color rendering.** The color rendering index is the ability of a light source to correctly reproduce the colors of the objects in comparison to an ideal light source.
- **Instant on.** LEDs come on with full brightness instantly. Unlike mercury vapor, metal halide and fluorescent lights, LEDs do not have a problem restarting immediately (hot ignition) following a brief power failure or inadvertent turn off.
- **Environmentally Positive.** LEDs don't contain mercury or lead, and don't release poisonous gases if damaged. As well, all components are recyclable.
- **Higher light output even at low temperatures.** While fluorescent lights are comparably energy efficient, on average they tend to have lesser light output at cold temperatures.
- **Less wasted light.** Light from LEDs is very directional and they do not require diffusers or reflectors that reduce lighting efficiency. As a result, light does not shine where it is not wanted, such as into street-side bedroom windows.

Q— Why now?

High bay LED luminaires costs have stabilized and provide an excellent payback when compared to most incumbent technologies. Factor in the cost of maintaining an old and expensive lighting system versus the immediate savings which LED lighting can provide, and the answer is clear - it pays to install LED lighting as soon as possible.



Q—What warranties are in place?

All components have a 5 year warranty. Those interested in extended warranties should contact LAS for pricing.

Q—Do you recycle the old fixtures?

Yes, our installation crew ensure that old fixtures are shipped to recycling facilities on the Recycling Council of Ontario's [Take Back the Light Program](#) list as also required to obtain the incentive funding under the IESO's saveONenergy programs.

Q—Do these types of projects qualify for Incentives?

Yes. The LAS team will work with your local distribution company and the Independent Electricity System Operator (IESO) to process a saveONenergy application. Incentive amounts are subject to change but they currently provide a sizeable amount of financial support.

Q—What other sources of capital are available?

Some municipalities choose to utilize Federal Gas Tax allocations under the Community Energy category. Some utilize loans from Infrastructure Ontario while many others are utilizing the LAS Finance Options. Financing options will be laid out in the proposals LAS and our service partners return to interested municipalities.

Q—What types of lighting are included?

The full suite of Acuity Brands Canada Lighting products is available. The focus of this service offering is on the high bay lighting. High bay lighting is commonly used in recreation facilities as well as public works garages, transit facilities, and other maintenance and storage lighting. We work with local staff and our service providers to include other lighting products such as wall packs, exit signs, and other lighting found in your facilities if so desired.

Q—Can I use my existing or some other local contractor?

Yes. LAS and our service providers will work with any identified contractor for the removal of old fixtures and installation of new ones provided the contractor in question can fulfill certain quality assurances. LAS' service providers are also capable of providing installation services where a local contractor has not been identified.

Q—Are there other ways to save money on my hydro bill?

Yes, municipalities that join the LAS Electricity Program can potentially save 10% or more on the commodity cost as a result.