



MIKE MORRIS – DEDICATED TO CONSERVATION

Conservation Program Manager Mike Morris has been working in the commercial lighting industry for more than 27 years. Mike focused on energy efficiency from the beginning of his career because it's good for business, the customer and the environment.

His work helps businesses save money, energy and enhance their productivity. Morris has seen a lot of change in the lighting industry over the years and keeping up with that growth allows Mike to continue serving his customers well.

"Today we have more light sources, a wider variety of color temperatures, lamp sizes and new dimming technology that gives customers more control," Morris said. "There are a lot more variety and options to choose from."



Bob, Mitch and Gary Mullan
Mullan's Collision Center



New lighting helps employees with precision and color matching for optimal efficiency.

Power Programs

As you plan energy-efficiency upgrades to your business, start by taking advantage of Tacoma Power's rebates and incentives.

- WALK-THROUGH ENERGY AUDIT
- ENERGY BILL PROFILE
- ZERO-INTEREST LOANS

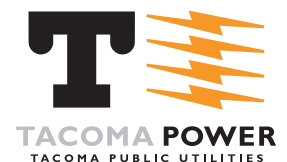
Case study T8 Lighting Project

"The difference was clear right away. We just didn't know what we were missing until we had something to compare it to."

–Gary Mullan, co-owner

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Lighting upgrade enhances precision work, energy and cost savings at Mullan's Collision Center

TACOMA POWER PAYS FOR NEW LIGHTING

Family-owned Mullan's Collision Center's commitment to quality auto body work has earned them repeat and word-of-mouth business for more than 70 years. Switching from T12 to newer, energy-efficient T8 lighting reinforces that commitment through energy savings while improving illumination and saving money.

When third-generation Mullan's Co-owner Gary Mullan learned Tacoma Power offered incentives to upgrade lighting through its Bright Rebates Program, he and his partners jumped at the chance to improve efficiency and working conditions. Those improvements not only help employees with their work, but also increase customer service.

"The T8 lamps don't dim as quickly and are easier for color matching customers' vehicles. Lights appear brighter and seem to create more light," Gary Mullan said. "The T12 lights didn't put out as much light, particularly on a grey Washington day—it's good to do what we can to improve light in this business."

COLOR MATCHING AND DETAIL WORK REQUIRE THE BEST LIGHTING

Quality lighting is important to auto body repair for replicating color with more precision. The improvement in workspace lighting was dramatic, with positive feedback from staff. Employees at Mullan's can now color match, sand and conduct fine detail work with less eyestrain.

"Our techs aren't complaining that they can't see, like they were before. The T8 lamps are great for color matching, particularly for metallics. Good lighting helps create more even layers," Mullan said. "The difference was clear right away. We just didn't know what we were missing until we had something to compare it to."

THE RIGHT COLOR RENDERING IS CRITICAL

Tacoma Power insists on using high quality T8 lamps in upgrades that offer superior color rendering and efficiency. Color rendering focuses on how colors appear in a workspace. This makes color matching in businesses like Mullan's Collision easier. Mullan's also was able to eliminate light shields, and employees no longer have to direct light while working.

"Actual light levels at Mullan's did increase, but because of the dramatic improvement in color rendering, the project turned out better than we anticipated," said Tacoma Power Conservation Program Manager Mike Morris. "The space really pops and colors are more vibrant and distinct."

HIGH STANDARDS SAVE

Lamps used in a Tacoma Power program upgrade must also be on the Consortium for Energy Efficiency's list of qualifying products, which eliminates use of some first-generation lamps that don't provide nearly as much energy savings. Incentives from the utility covered more than \$7,500 in costs for the nearly \$11,000 project, which took only about three months from start to finish.

The project converted 112 T12 fixtures to T8 at Mullan's Collision. The new lights and ballasts not only save energy and cost on utility bills, but also help avoid excess maintenance costs by doubling lamp life. Many products last 30,000 to 60,000 hours with upgraded ballasts.

"Between the Tacoma Power incentives, cost savings, environmental benefits, and workplace enhancements, I can't see a reason not to upgrade," said Co-owner Mitch Mullan. "It's a win-win for everyone."

AT A GLANCE

PROGRAM OVERVIEW

Tacoma Power can improve your facility's lighting and pay cash incentives for large and small projects.

INCENTIVES: 17 cents per first-year kilowatt-hour saved, up to 70 percent of the total project cost.

ELIGIBILITY: Incentives available for commercial/industrial facilities in the Tacoma Power service area.

PROJECT OVERVIEW

MULLAN'S COLLISION CENTER GOALS

- Improve working conditions by improving light levels
- Improve color matching
- Reduce electric consumption
- Reduce maintenance costs

EQUIPMENT INSTALLED

- High-performance T8 fluorescent lamps
- High-efficiency programmed start ballasts

FINANCIAL ANALYSIS

Annual kWh savings:	50,121
Equipment cost:	\$10,974
Financial incentive from Tacoma Power:	\$7,280
Net customer cost:	\$3,694
Projected annual cost savings:	\$2,901

PAYBACK PERIOD

1.3 years