



Portraits

Metal Sales Manufacturing Lowers Energy And Maintenance Costs With Universal's LED Linear High Bay Luminaires

Founded in 1963, Metal Sales Manufacturing Corporation has steadily grown from a single facility to 21 locations across the United States. The company's 100,000 sq. ft. facility in Rogers, Minnesota is both a manufacturing location and storage area for the architectural metal components made there, including roofing panels, siding panels and accessories that are then shipped to customers and installed by local contractors and builders.

Metal Sales Manufacturing has already upgraded some of its other facilities to LED lighting, and they were impressed with the technology's energy savings and reduced maintenance. "We had a mixture of T8 and T5 fluorescent lamps in our location that had been there for around 20 years," said Carey Cross, general manager of the Rogers facility. "We were wanting to get better lighting in here and to eliminate the maintenance hassles of constantly changing fluorescent lamps."

In consultation with Universal distributor Crescent Electric, Metal Sales Manufacturing chose to install 166 BLC48 LED Linear High Bay Fixtures in the Rogers facility.

"Better lighting, no maintenance hassles, fast payback—switching to LED was a no-brainer."

"Installation was very easy," said Cross. "The crew just unplugged the fluorescent lamps and plugged in the new ones."

Cross immediately noticed a dramatic difference in the quality of light. Universal's LED technology provides very consistent color temperatures with none of the

flickering and intensity problems associated with fluorescent lighting.

"During the installation, we could compare the LED lighting with the fluorescent and the LED fixtures created almost a wall of light in comparison. When we stood in the LED-lit areas and looked at the

fluorescent lighting, it was like peering into a cave." Cross added that the 42 employees at the facility have already noticed a huge difference in lighting quality.

Anticipating Rapid Payback

"When we started working with Crescent on the rebates and ROI calculations, the switch to LED was a no-brainer," said Cross. "We estimate that the installation will have a payback period of just over two years. It's hard to find a capital project where you get a payback that fast."

In Brief

Project:

Metal Sales Manufacturing Corp.

Location:

Rogers, Minnesota

Products Used:

EVERLINE® BLC48 LED Linear High Bay Luminaires

Features & Benefits:

- Universal's EVERLINE BLC48 LED Linear High Bay Luminaires deliver up to 50% greater energy efficiency than fluorescent technology. These rugged fixtures boost productivity in storage, warehouse and manufacturing areas by increasing lumen output while reducing energy costs. They also lower maintenance costs by eliminating the need to replace fluorescent lamps and ballasts.
- The BLC48 LED Linear High Bay Luminaires are backed by Universal's 5-year warranty and 110,000-hour lumen maintenance performance.

For More Information:

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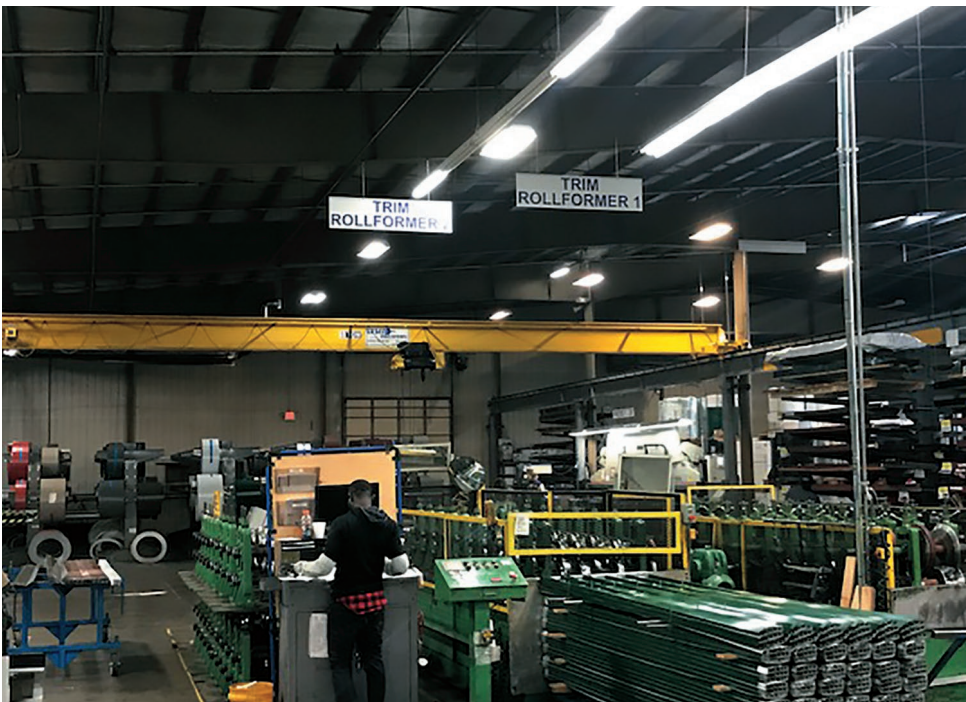


Energy Savings & Cost Analysis

System	Fixtures	Lumens	# Lamps/ Fixture	Watts/ Fixture	Operating Hours	Total kWh	Utility Rate	Annual Energy Cost
Existing	276	13,200	4	175.58	4,698	227,665	\$0.15	\$33,854
Proposed	166	26,391	0	186.89	4,698	145,750	\$0.15	\$21,673
Savings				-11.31	0	81,916		\$12,181

Annual Lighting Savings: \$12,181

Annual Energy Savings: 36%



About Panasonic Lighting Americas, Inc.

Panasonic Lighting Americas, Inc., a subsidiary of the Panasonic Group, operates Douglas Lighting Controls, Inc. (Douglas) and Universal Lighting Technologies, Inc. (Universal), two lighting leaders in the industry. Universal engineers LED Drivers, LED Modules, Fluorescent, HID, and connected devices. Douglas systems include networked and stand-alone solutions using wired and wireless technology. Together, with over a century of combined experience and recognized for their expertise and quality, Douglas and Universal provide customers with the most advanced lighting controls and LED solutions on the market today. Learn more about Douglas at www.douglaslightingcontrols.com and Universal at www.unvlt.com.

About Universal Lighting Technologies, Inc.

Universal Lighting Technologies, Inc. a member of the Panasonic group and a subsidiary of Panasonic Lighting Americas, Inc., engineers, manufactures, and markets innovative solutions for commercial lighting across North America, including LED Drivers, LED Modules, Fluorescent, HID, and connected devices using wired and wireless technology. Universal's EVERLINE® LED retrofit continuum provides a range of solutions for upgrading fluorescent to LED. With over 70 years of experience, the company is recognized for its commitment to quality and customer service. Learn more about Universal at www.unvlt.com. Like us on Facebook and follow us on LinkedIn and Twitter.



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