



Smart Energy Savings for Today's Grocer



SOLUTIONS FOR YOUR ENTIRE BUILDING

As a grocer, you know every penny counts. Profit margins are thin — what you save here, you reinvest there. It's how you grow your business and compete.

We're here to help. Universal Lighting Technologies offers a complete lighting package — from indoor and outdoor illumination to specialty lighting and multiple control strategies — all designed to substantially cut your energy bills with a low initial cost.



Why Partner with Universal Lighting Technologies?

The grocery business today is as competitive as ever. Every square foot of floor space is an asset that can and *must* provide a return on your investment. Universal Lighting Technologies understands. That's why we want to significantly reduce your energy costs per square foot through intelligent lighting solutions.

Universal's comprehensive product line, expert sales professionals, and strategic partnerships allow us to help customize a plan that will result in proven energy savings. We will work with you to develop custom-fit solutions that actually improve your lighting environment while significantly reducing consumption of electricity.



Strength, Experience & Know-How

- Local inventory available across the United States
- Top-tier ballast manufacturer for over 60 years
- Lighting specialists to assist with *your* unique solution
- Experienced team working with large accounts
- Proven success in your space
- Strategic partners can expand your savings by incorporating refrigeration, HVAC, and other controls into one seamless system (ask your sales professional for more details)



Energy Savings You Have to See to Believe

With energy expenditures on the rise, it is essential for grocers to be proactive when making energy-saving decisions for both profitability and sustainability in the marketplace. DEMANDflex and DCL systems provide accelerated savings when compared to other technologies in the market.

\$0.12 Per kWh	74 Initial Fixture Wattage
168 Hours Per Week	30% Savings Over Baseline
52 Weeks Per Year	22.2 Watts Saved Per Fixture
8736 Hours Per Year	

\$23.27 Annual Savings Per Fixture
\$23,272.70 Annual Savings for 1,000 Fixtures



The Floorplan: Maximum Energy Savings



BATHROOMS, CLOSETS

(infrequently occupied spaces):
DCL with DEMANDflex ballasts/
Ballastar® high-efficiency program-
mable ballasts – These ballasts can be
automated with occupancy sensors to
prevent wasting energy.



HVAC:

Let Universal's professional team
introduce you to one of our strategic
partners or work with your existing
system integrator to help you
realize the benefits of integrating
refrigeration, HVAC, lighting, and
other systems into a consolidated
energy management strategy.



INDOOR SIGNAGE

(Deli, Menu Boards, etc.):
Just like our outdoor lighting,
Universal's Signa brand sign
ballasts and LED line provide
the same or better illumination
at a lower monthly energy cost.



OUTDOOR SIGNAGE:

Signa LED/Signa ESB – Universal
has efficient solutions available
for all outdoor signage.





WAREHOUSE SPACE:

DCL with DEMANDflex ballasts/Ballastar® high-efficiency programmable ballasts – DCL works well in high bay applications such as warehouse or stockroom areas.



MAIN SALES FLOOR:

DCL® with DEMANDflex™ ballasts – The most efficient and hassle-free energy management lighting system available today. No control wires and full compatibility with BAS systems, or use our simple grocery store control module.



PRODUCE SECTION:

eHID – Electronic HID gives you the design flexibility and energy efficiency you need while providing excellent color and illumination to help your produce look its best.



OUTDOOR AREA LIGHTING:

LED – Universal supplies high-efficiency light engines for your outdoor fixtures. Our technology works with any major fixture manufacturer. Increase your savings even more by combining photo sensors and Time of Day Scheduling.





Let Our Proven Success Work for You

In May 2008, Hy-Vee, Inc., agreed to test Universal's DCL® Energy Management Systems in two new stores: one in Mission, Kansas, and one in Owatonna, Minnesota. The savings were immediate.

First, installation costs were \$6,000 less per store than Hy-Vee's traditional lighting control system because DCL operates over existing power circuits without the need for additional control wiring.

Second, DCL uses DEMANDflex™ lighting ballasts, which are individually "tuned" during installation to the exact illumination level necessary for its specific location. This saves money by eliminating the common problem of over-lighting. At Hy-Vee, the tuning process reduced energy consumption per ballast by 5%.

At the same time, the DCL system met all of Hy-Vee's performance needs—including daylight harvesting (the ability to detect sunlight and automatically reduce artificial light levels accordingly) and automated scheduling (raising and reducing light levels at specific times of the day).

Performance, lower installation cost *and* less energy use? It's no surprise that Hy-Vee has installed DCL technology in 34 stores with more planned for this year.



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All specification information is subject to change without notification.