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**Pricing shown may not be applicable for all properties.**

## ***Real Tips # 5 – New Regulations***

### **Real Questions:**

**Am I still using incandescent light bulbs? Is it time to switch?**

### **Real Answers:**

California is the U.S. leader for energy policy and reductions, including lighting regulations. As of January 1, 2011 for California, and January 1, 2012 nationally, more stringent lumen/watt requirements for incandescent “A” lamps will be enforced. For the same lumens, today’s 100W bulb will be derated to 72W. These same de-ratings begin taking effect over the next 3 years (40W being the last change in 2014). These new light bulbs will be much more expensive than the current models. If you will need to order A lamps after this date, this is a good opportunity to convert to CFL’s.

### **Real Solutions:**

**Below is an energy calculator for compact fluorescent light bulbs.**

## ROI CALCULATOR FOR LIGHT BULBS

QTY	BULB	NEW BULB	New Use	Saved	HRS/DAY	COST OF ITEM	\$/Day Saved
1	100A	CF26C/27K	26	74	24	\$3.00	\$0.18
1	75A	CF19C/27K	19	56	24	\$2.50	\$0.13
1	60A	CF13C/27K	13	47	24	\$2.00	\$0.11
1	40A	CF9C/27K	9	31	24	\$2.25	\$0.07
\$0.10	<--- Cost of electricity kW/h						
\$182.21	<--- Total savings per year (average)						
\$9.75	<--- Total project cost						
0.64	<--- ROI - # months payoff						

### **Real Facts:**

**There are significant savings where these bulbs are used on a daily basis. Many typical applications are hallways, restrooms, common areas, laundry rooms, and maintenance areas. Most bulbs typically last for 10,000 hours. They are also available in a variety of colors – 27K = Warm White (Incandescent Color), 41K (Cool White) or 50K (Bright White). These bulbs are NOT recommended for high heat areas or tight/enclosed spaces since excessive heat reduces lamp life.**

***We have Real experience with many applications. Please call us for help!***