Objective

• At previous DLC meetings, we heard perspectives from a manufacturer, efficiency program and designer

• Dig deeper into the supply chain to learn about new opportunities for collaboration with different partners
Lighting Supply Chain

Manufacturer

- Manufacturer Rep
- Rep Agency
- General Distributor
- ESCO’s

Distributor

- Electrical Distributor
- Electrical Contractor
- General Contractor

Retailer / Contractor

- Lighting Maintenance Company
- Designers/Specifiers

Lighting Supply Chain

End-Use Customer

Manufacturers Rep/Agents
Distributors
Contractors, ESCOs

Image Credit: Kyle Hemmi, CleaResult
How Programs Engage with Partners

- Trade Ally Programs
- Midstream Programs
- Rebate Specialists

- Upstream Programs
  - Utility Rebate Specialists

- Manufacturer
- Manufacturer's Representative
- Electrical Distributor
- Contractor
- Key Account Managers

- CUSTOMER
Our Panelists

• Manufacturer Rep Agency:
  – Jason Solis, The Lighting Agency

• Distributor:
  – Evan Kirk, Graybar

• Lighting Maintenance Contractor:
  – Randy Breske, NALMCO (ECO Engineering)
Jason Solis
The Lighting Agency
Inventory of Electrical Distributors has changed from cases and pallets of lamps in the WHS......

....To a few types of stocked LED Modules or new LED Fixtures... but some new LED Fixtures are project driven (retrofit) vs. MRO driven.
1 Fixture Type.  3 manufacturers.

Lithonia Fixture, 3 Lamp T8.
2PM3N  88 watts

Advance Ballast
ICN 3P32 N

GE Lamps
F32T8 SP35 ECO

Now all components are by 1 manufacturer.... 39 watts. But how many things do they stock?
• AND ME.
### Payback Comparison

#### Payback without DLC Product.

**Executive Summary**

**Project Overview**

<table>
<thead>
<tr>
<th>Cost of Project</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Material Cost and Labor ($)</td>
<td>270,709</td>
</tr>
<tr>
<td>Less Rebates and Incentives ($)</td>
<td>0</td>
</tr>
<tr>
<td>Net Cost of Project ($)</td>
<td>270,709</td>
</tr>
</tbody>
</table>

**Annual Operating Savings**

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Energy Savings ($)</td>
<td>57,613</td>
</tr>
<tr>
<td>Maintenance Savings ($)</td>
<td>10,872</td>
</tr>
<tr>
<td>Total Annual Operating Savings ($)</td>
<td>68,485</td>
</tr>
</tbody>
</table>

**Operating Savings Over 10 Years**

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Energy Savings ($)</td>
<td>576,135</td>
</tr>
<tr>
<td>Maintenance Savings ($)</td>
<td>108,720</td>
</tr>
<tr>
<td>Total Operating Savings Over 10 Years ($)</td>
<td>684,855</td>
</tr>
</tbody>
</table>

Payback Period (years) 4.3
Net Present Value ($) 239,176
Internal Rate of Return (%) 23.16

#### Payback WITH DLC Product.

**Executive Summary**

**Project Overview**

<table>
<thead>
<tr>
<th>Cost of Project</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Material Cost and Labor ($)</td>
<td>270,709</td>
</tr>
<tr>
<td>Less Rebates and Incentives ($)</td>
<td>51,075</td>
</tr>
<tr>
<td>Net Cost of Project ($)</td>
<td>219,634</td>
</tr>
</tbody>
</table>

**Annual Operating Savings**

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Energy Savings ($)</td>
<td>57,613</td>
</tr>
<tr>
<td>Maintenance Savings ($)</td>
<td>10,872</td>
</tr>
<tr>
<td>Total Annual Operating Savings ($)</td>
<td>68,485</td>
</tr>
</tbody>
</table>

**Operating Savings Over 10 Years**

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Energy Savings ($)</td>
<td>576,135</td>
</tr>
<tr>
<td>Maintenance Savings ($)</td>
<td>108,720</td>
</tr>
<tr>
<td>Total Operating Savings Over 10 Years ($)</td>
<td>684,855</td>
</tr>
</tbody>
</table>

Payback Period (years) 3.4
Net Present Value ($) 288,785
Internal Rate of Return (%) 29.75
Evan Kirk
Sales Leader, Lighting Team – Rocky Mountain Region
Graybar
Who is Graybar?

• A Fortune 500 company specializing in supply chain management services and is a leading distributor of high-quality components, equipment and materials for a number of industries.

• $6.1 billion in revenue in 2015
• Over 5,000 employees
• More than 260 locations across North America (US, Canada, and Puerto Rico)
• Headquartered in St. Louis, MO
• Employee Owned since 1929
• Primarily serve the following markets: construction, commercial, institutional and government, industrial, and utility markets
Graybar’s Lighting Services

NEW CONSTRUCTION

STEP 1. Specification Assistance
- Ensure code compliance
- Provide photometric and lighting layouts

STEP 2. Design and Quotation
- Assist with various options available
- Double check counts for accuracy
- Volume pricing discounts

STEP 3. Project Management
- Customized delivery
- Provide ship schedules and material tracking
- Staging and kitting
- Extensive lighting inventory
- Jobsite services

STEP 4. Project Financing
- Rebate Assistance
- Graybar Financial Services® (GFS)

RENOVATION

STEP 1. Assess
- Lighting and lighting controls assessments
- Data collection

STEP 2. Design
- Provide photometric and lighting layouts
- Develop customized solutions

STEP 3. Deploy
- Coordinate installation
- Project management
- Customized delivery
- Recycle replaced items

STEP 4. Fund and Measure
- Rebate assistance
- Graybar Financial Services® (GFS)
- Measure savings
Randy Breske
NALMCO
interNational Association of Lighting Management Companies
Mission Statement:

NALMCO® is an organization that establishes and promotes the highest professional standards for lighting management professionals.

Founded in 1953 - 63 Years in the industry
NALMCO Role:
We are the spokesperson for the industry at meetings of regulatory bodies, other associations, and business gatherings where an opportunity exists to further the position of lighting management.
• We provide certification programs as a vehicle to recognize individual achievement and professionalism.

• NALMCO offers four nationally recognized certifications which identify professionals who demonstrate a high degree of competence and knowledge.
How has the traditional distribution model changed as LED has entered the market?
How has the DLC Qualified product list changed the way that you order, stock and/or sell products?
How can the DLC better collaborate with your organizations?
What new partnerships have you seen evolve in the distribution channel (distributors and manufacturer reps? Installing contractors and distributors? Lighting maintenance organizations?)
How can we evolve collaboration between your organizations and efficiency programs?
Has the introduction of Advanced Lighting Controls Systems also had a similar impact?
Open Q&A with audience
Thank you to our sponsors.