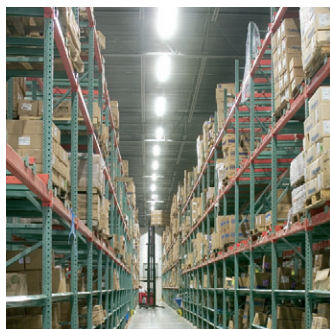
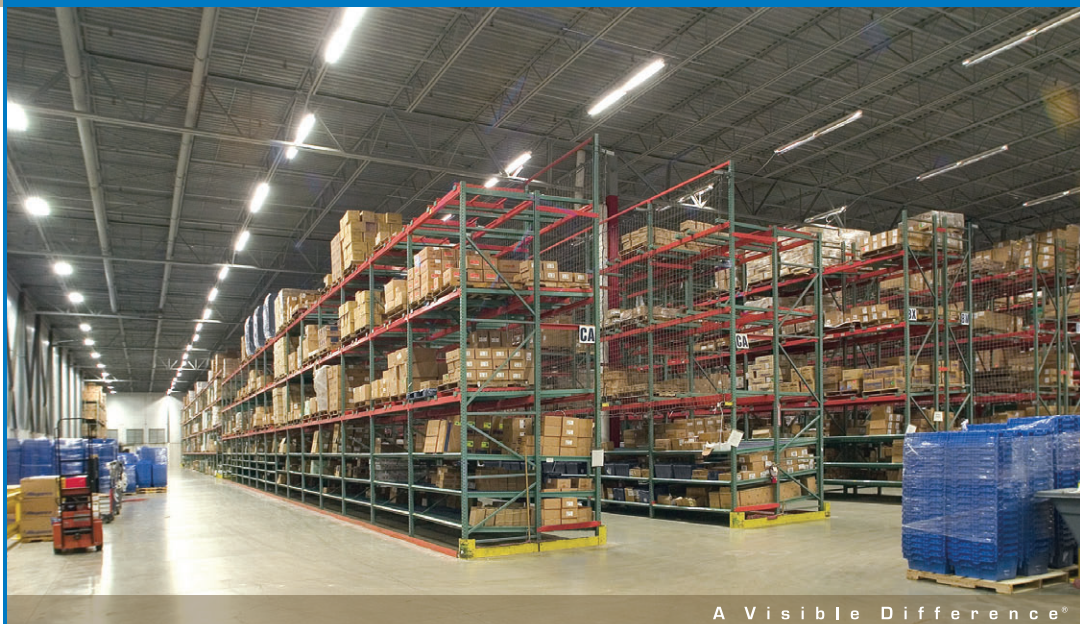


Case Study:

Medical Distributor Qualifies for Energy Rebate with Williams' 88 Series Fixtures

Cardinal Health – DePew, New York



Job Specific Information:

- 284 400-watt high pressure sodium fixtures were replaced with 376 8' Williams' 88 Series Aisle Lighter fixtures, each with two 54-watt T5HO lamps (1-lamp cross-section)
- Mounting Height: 32' above the floor
- Spacing: 13' on center, end-to-end
- Footcandle Level: 23 fc average maintained on the work floor
- Energy Costs: Reduced 67%, qualifying Cardinal Health for a \$4,800 state energy conservation rebate
- For complete 88 Series specifications, see hewilliams.com

While Cardinal Health is a leading manufacturer and distributor of medical products, it isn't immune to cost-containment pressures facing the health care industry. So it was no surprise that an expense reduction team quickly honed in on Cardinal's nationwide network of warehouse and distribution centers.

"Our engineers looked hard at those 75 facilities, studying how the company could reduce overall utility costs," said Dale Kokanovich, facilities manager at Cardinal's DePew, NY medical supply operation. "Since most of our energy use was in lighting, that was a logical area for us to make a change."

Cardinal conducted a thorough review of lighting products, based on price, product quality, and potential energy savings. At the end of the review, Williams' 88 Series Aisle Lighter, with T5HO fluorescent lamps and remote occupancy sensing option, was the clear choice to replace existing 400-watt high-pressure sodium fixtures in the 145,000 square-foot facility.

"The first thing we noticed with the new Williams lighting was how it made the work floor look much more crisp and clean," said Kokanovich. "Even better, this lighting cut our energy costs by 67 percent, which helped us earn a \$4,800 conservation rebate from the state of New York."

While improved light quality and significant energy savings were reason enough to make the change, Kokanovich credited Williams with helping make the lighting retrofit process one of the smoothest he has ever seen.

"After we met with the contractor and several people from Williams to lay out our project parameters and schedule, they followed our needs to the letter," he said. "I've gone through previous projects like this, and there is no comparison on the service and follow-through we received to make this job go smoothly."