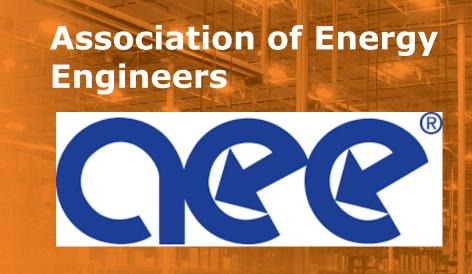


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A Practical Guide to LED Product Selection & Applications

Joe Stoner January 25, 2018



- Types of LED's
- LED Metrics
- Controls
- ASHRAE 90.1 2010







- Tubes
- Retrofit Kits
- New Fixtures





Tubes - UL Type A

- Operates directly from compatible existing ballasts
- No mechanical or electrical modification is required

Advantages

- Easy installation
- Lowest upfront cost

- Compatibility issues with existing ballast
- Still have ballast as point of failure and energy consumer
- Backwards compatible





Tubes - UL Type B

- Operates on line voltage (no ballast)
- Both single and double ended options

Advantages

- No power loss due to ballast
- No ballast = reduced maintenance costs
- Not backwards compatible with fluorescent tubes

- More labor intensive than Type A
- Some facilities may require an electrician to change lamps.





Tubes UL Type C

• System that includes an external LED driver and LED tubes

Advantages

- Drivers are more efficient than fluorescent ballasts
- Dimmable
- Not backwards compatible with fluorescent tubes

- Still has a driver present maintenance item
- Higher cost than Type A or B



Retrofit Kits - Board and Driver

• External driver with LED Boards

Advantages

- Can be used on any linear fluorescent fixture
- Dimmable
- Lower cost than a new fixture
- Longer rated life than tubes

- Additional maintenance components
- Higher cost than tubes





Retrofit Kits - Volumetric Kit

- External driver with LED Boards
- Door frame Kits change the look and light distribution of the fixture

Advantages

- Optional integral controls
- Lower cost than a new fixture

- Can only be used on troffers
- Additional maintenance components
- Higher cost than tubes



New Fixtures - Troffers

- Complete new housing
- External driver and LED boards

Advantages

- Designed around LED technology
- Optional integral controls
- Upgrade aesthetics
- Longer life

- Highest upfront cost
- Additional maintenance components





New Fixtures – High Bays

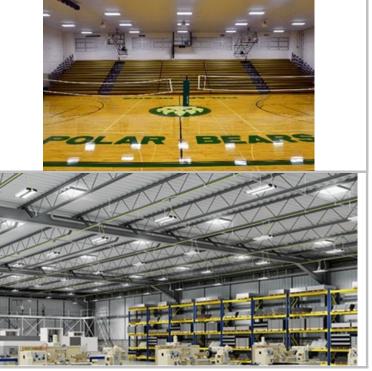
- Complete new housing
- External driver and LED boards
- Applications: Gyms, manufacturing and warehouse

Advantages

- Multiple lumen and optics options
- 480v options
- Optional integral controls
- Longer life

- Highest upfront cost
- Additional maintenance components



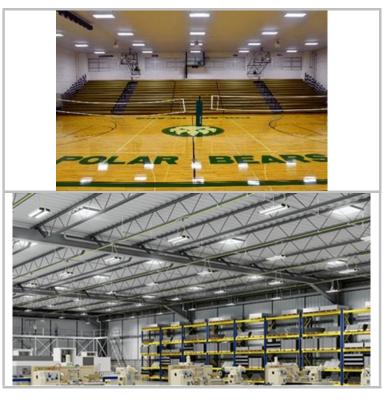




New Fixtures – High Bays Why a new fixture?

- 6 12.5w TLED tubes = 10,500L
- 6 18.5w TLED tubes = 15,600L
- This is **INITIAL** at 50k hours your at 7,000 or 11,000
- If you started with an 18L fixture **you'll** be at over 15,000L at 100,000k **hours...twice** as long









Retrofit – Corn Cob

 New driver and boards with a base that matches the existing lamp

Advantages

- Re-use the existing fixture housing
- Low Cost

- Inconsistent quality
- Fit can be a challenge
- No optics
- No surge protection
- Shorter rated life than a new fixture







Retrofit – Externally driven units

Used for acorn or post top fixtures

Advantages

- Keep the existing fixtures
- Low cost (not as low as the corn cob)
- Some units have optics
- Optional built-in controls
- Surge protection

Disadvantages

Limited applications



New Fixtures

- Complete new housing
- External driver and LED boards

Advantages

- More efficient than a retrofit
- Aggressive savings not lumen for lumen
- Directional precision optics
- Multiple options for every application
- Longest rated life
- Dimmable/Controllable

Disadvantages

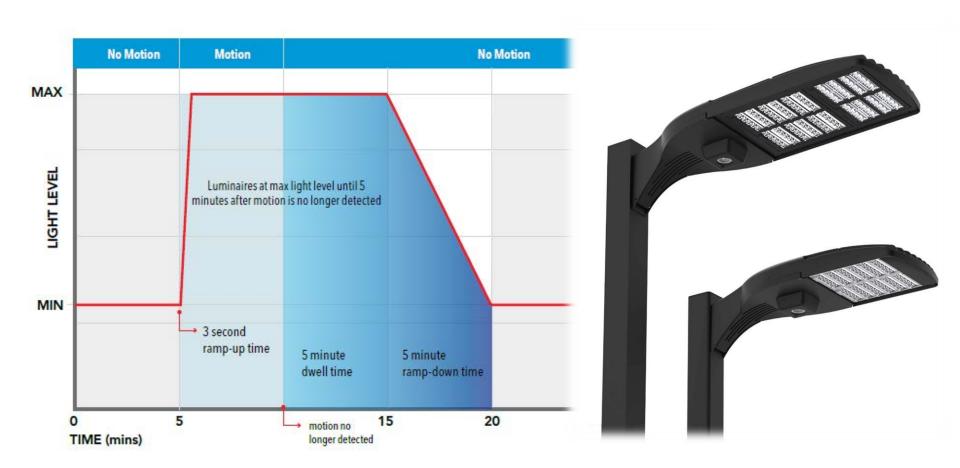
• Higher cost than a retrofit





Exterior Control





LED Metrics



LM79	IESNA approved method for the Electrical and Photometric Measurements of Solid-State Lighting. It measures an LED luminaire or integral lamp as a whole system according to a standard process using specified equipment.
LM80	IESNA approved standard for measuring lumen maintenance of LED light sources. LM-80 apply to the LED package, array, or module alone, not a complete system, it is testing a component level
TM21	IESNA approved method for taking LM-80 data and making useful LED lifetime projections. The standards apply to lifetime projection of LED package, array or module alone.
L70	 A term used to express the useful life span of an LED by indicating the # of hours before the light output drops to 70% of it's initial output. Reported vs. calculated



Why is an L rating important?

- A longer L70 allows designers to use lower wattage fixtures on the upfront design
- Provides insight to the quality of the fixture
- Everyone SHOULD be using the same metrics
 even playing field







LED High Bay



ELECTRICAL — L88 at 60,000 hours L70>100,000 hours. Dtilizes a 90°C case temperature driver for maximum life at high temperatures. 0.90 power factor and 3kA/6kV level of surge protection is standard. Optional 5kA/10kV surge protection available. Available as 120-277V or 347-480V input. 0-10V dimming standard for a dimming range of 100% to 10%.

LED Metrics



LED High Bay

PROJECTED LUMEN MAINTENANCE

IBG 2ft & 4ft						
Operating hours	0	15,000	30,000	45,000	60,000	100,000
Lumen maintenance factor	1	0.97	0.95	0.93	0.91	0.86
IBGN						
IBGN Operating hours	0	15,000	30,000	45,000	60,000	100,000

AMBIENT TEMPERATURE RATINGS

Mounting	Suspended	Surface
Standard temperature rating	113°F (45°C)	95°F (35°C)
HA option temperature rating	131°F (55°C)	113°F (45°C)



LED Metrics



LED High Bay

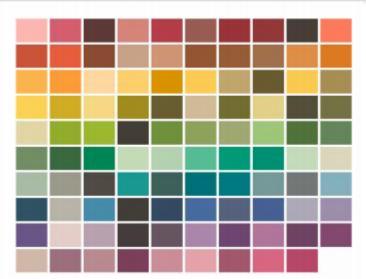
LUMENS VS. AMBIENT TEMPERATURE

Ambient °C	Ambient °F	Lumen Multiplier
0	32	1.04
5	41	1.03
10	50	1.02
20	68	1.01
25	77	1.00
30	86	0.99
35	95	0.99
40	104	0.98
45	113	0.97
50	122	0.96
55	131	0.96

Color

TM30

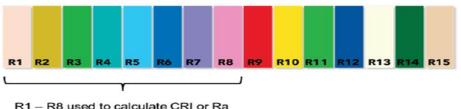
A New Method for Evaluating color quality



SERVIC

OLD Method – Color Rendering Index

- Uses Outdated color science
- Few samples only pastel samples
- Can be selectively optimized
- Ignored R9 saturated red



Color

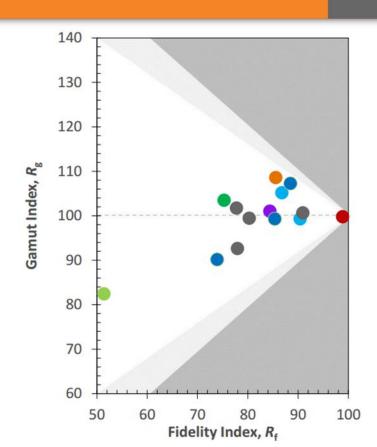
TM30

New Metrics

- Rf: Average Color Fidelity
- Rg: Average Color Gamut

Based On

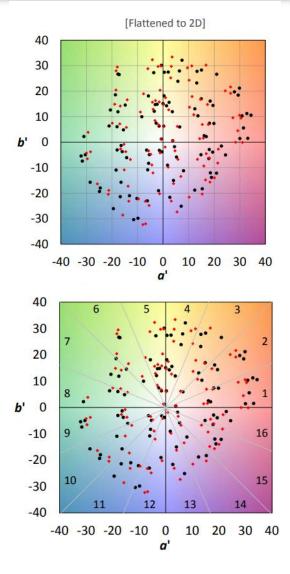
- 99 color evaluation samples
- Color space and wavelength uniformity
- Skin Tone Color Fidelity





Color





Fidelity: The Accurate rendition of color so that they appear as they would under familiar (reference) illuminants.

Gamut: The average level of saturation relative to familiar (reference) illuminants.

AMA – Blue Light (white)



- 2016 guidance to reduce harm from high intensity street lights
- LED lighting (high kelvin temp) emits a large amount of blue (white) light creating worse night time glare
- Recommend 3,000K or less
- Blue wavelength suppresses melatonin disrupts circadian rhythm
- Disorients birds, turtles and fish



What do we do with this?



Know the region your project is in and the type of exterior project it is:

- Is it residential street lighting?
- Is it highway / roadway lighting?
- Is it on the coast?

https://www.cnn.com/2016/06/21/health/led-streetlights-ama/index.html

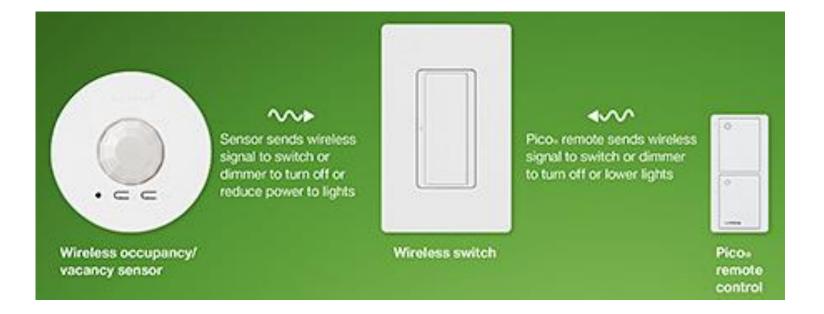
Typical color temperatures by application are:

Residential:	3,000K	2700K 3000K 3500K 4000K 5700K 7000K
Commercial:	4,000K	
Industrial:	5,000K	

Controls - Local

- Local occupancy
 - low/line voltage
 - Wireless
- Photocells/Daylight harvesting
- Personal Control







Controls – Networked





- Uses web based control
- BAS Integration
- Central reporting

- Multiple Protocols
 ZigBee
 Wi-Fi
 - Bluetooth

IoT – Internet of Things





With the connectivity of wireless and Bluetooth the amount of data that can be collected and sent to consumers is endless.

Retail chains are deploying this technology to increase sales and help consumers find what they are looking for in their stores.

Data collection from facility management systems can help operators run their facilities more efficiently.

"IoT has sparked a revolution in the lighting industry"



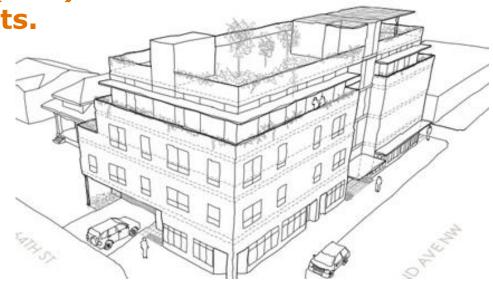
Most important lighting related items:

Applies to:

- Alterations affecting more than 10% of the connected lighting load, including basic retrofits
- Interior and exterior

Must comply with

- Lighting Power Density (LPD)
- Auto shutoff requirements.



ASHRAE 90.1 - 2010



Lighting Power Density (LPD) is the load of lighting equipment in a defined area or the watts per sf of the connected lighting load. There are (2) calculation methods:

Space by Space Method: A defined list of potential spaces in a building and the associated watts per sf allowance.

Whole Building Area Method: A defined list of potential building types and the associated watts per sf allowance.





Questions?











Thank you for your time and consideration.

Converting science into savings

Joe Stoner Business Development Manager

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