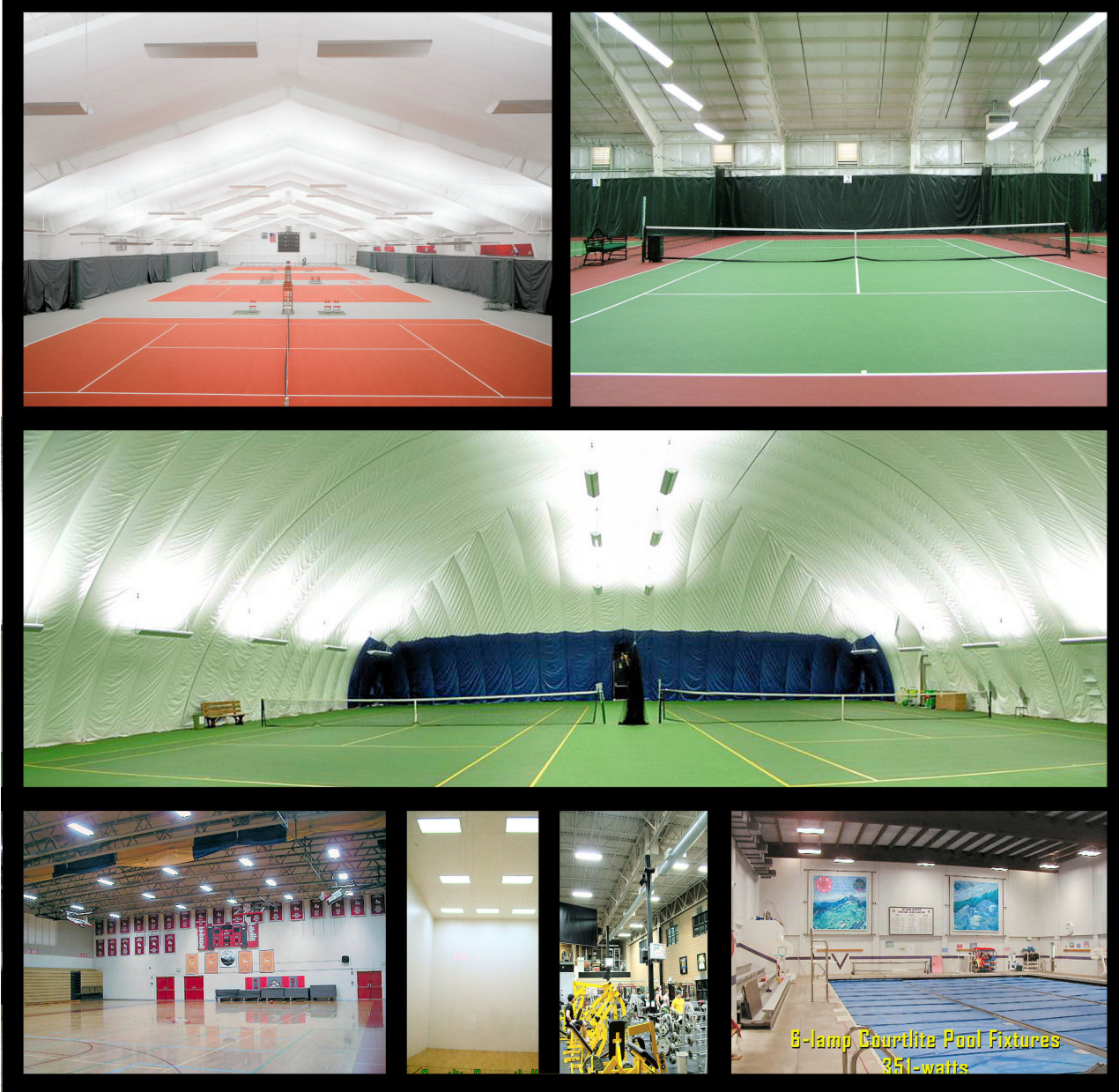


## Energy Efficient Tennis & Sports Lighting Systems



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**CourtLite** specializes in energy efficient T5 Fluorescent lighting systems designed to replace your metal halide or T12 fluorescent lighting. CourtLite systems have been installed in facilities all over North America including private clubs, municipal facilities and top Universities. We offer direct as well as indirect lighting systems. With the cost of electricity rising constantly, I am sure that your monthly electric bill is one check you hate to write each month.

## Typical CourtLite energy savings are between 35% and 70% most often in the 50% range.

Regardless of how old your lighting system is, if you are currently using Metal Halide lamps (indirect lighting) or T12 fluorescent lamps (direct lighting) you are paying way too much, and the cost is only going to go up. Below is an example of a 5-court facility that uses 12 metal halides per court and being replaced with our CourtLite Rec system ( note: if your facility has a direct fluorescent system the savings would likely be much higher).

Fixture description	Existing 1000w MH Uplight	Existing Totals	New T-5 6- Lamp CourtLite Rec side	New T-5 12 -Lamp CourtLite Rec center	Proposed Totals
Quantity of fixtures	50	50	24	36	60
Lamps per fixture	1		4	8	
Lamp type	1000w MH		T5 HO	T5 HO	
Watts per fixture w/ballast	1080		234	468	
Total Watts	54,000	54,000	5,616	16,848	22,464
Operating hours per day	16		16	16	
Operating days per week	7		7	7	
Operating weeks per year	52		52	52	
kWh per year	314,496	314,496	32,708	98,123	130,830
Cost per kWh	0.1		0.1	0.108	
Kwh cost per year	\$31,450	\$31,450	\$3,271	\$10,597	\$13,868
Demand KW per year	648	648	67	202	270
Cost per demand KW	\$0.00		\$0.00	\$0.00	
Total Demand Cost	\$0	\$0	\$0	\$0	\$0
		\$31,450			\$13,868
<b>Total Savings per year</b>					<b>\$17,582</b>
<b>Savings %</b>					<b>56%</b>
<b>Total KWH Saved</b>					<b>183,666</b>

In addition to the example on the previous page, this Courtlite Rec system also offers individual court management. So when your courts are VACANT you can simply turn that court "OFF" with minimal impact to adjacent courts and the energy savings increases even more.

## Wait, Even More Savings Are Available.

If your existing lighting consist of Metal Halide or T12 fluorescents you are paying too much for maintenance, as these lamps have very short lamp life compared the our newer technology, which offers triple the rated lamp life compared to your existing lighting.

- **Your Existing Metal Halides:** these lamps have a rated lamp life of only 10,000 hours compared to the Courtlite T5 lamps that have a rated life of 35,000 hours. In addition, as you probably have noticed, your current halides depreciate very fast and at that 10,000 hour point they have lost 50% or more of their light output (note: most of the halides depreciation occurs in the 1<sup>st</sup> ½ of its rated life. Some Metal Halide tennis lighting suppliers recommend that you change the halide lamps every 5,000 hours. Since the Courtlite's T5's only has a 7% depreciation, light level drops are rarely noticeable. Ceiling material used to reflect light with indirect lighting systems has a limited life expectancy. The halides burn at about 1000 degrees f and this will eventually cause either yellowing of your ceiling as well can contribute to making the ceiling material brittle resulting in the need for premature replacement. Considering the cost of this material this can result in a significant maintenance unnesassary cost.
- **Your Existing T12 Fluorescent Lighting:** These lamps also like the halides have a short life expectancy of about 10,000 hours, compared to the rated 35,000 hours of the Courtlite T5. Similar to the halides, the T12 has significant light depreciation. However, the older technology fluorescents simply require too much energy to produce reasonable light levels for tennis. Our typical energy savings replacing the older T12 systems, we are able to achieve 50%-60% plus energy savings and significant maintenance cost reduction.
- Considering the sensitive nature of court surfaces operating heavy lifts on the courts can damage courts. Extending your lighting maintenance cycle may also extend your court surface life.





## Saving Energy, What About My Light Quality?

You may ask “what about light quality: the Courtlite T5 lamps will significantly increase the light quality while still saving energy. Your members will love the new Courtlite system as the light quality will increase the players performance as the ball, contrast, net, and OB lines become more defined and colorful as the Color Rendering Index of the Courtlite T5 is much higher than the halides and older Fluorescents.

**Below is a before & after picture of a facility that had over 20,000-watts of metal halides per court and were replaced with the Courtlite Rec system at only 5,616-watts per court. This project achieved energy savings exceeding 70%.**



### How Much Will This Cost ME?

First off, Courtlite we will complete a **FREE Energy Audit** of your lighting system. This will provide you valuable information regardless of you decision to replace your lighting. Our audit will define your current cost per year of your existing lighting and we will show how much energy we can save you if you choose to install a new Courtlite system.

The cost of the Courtlite system depends on several factors such as what type of lighting you want: Indirect or Direct. Also what light levels you want to achieve; do you want to increase light or maintain what you have?

It is important to understand, we will reduce you energy cost!!! All of our lighting systems will pay for them selves. In fact compared to other cost reducing options in your facility, the return on investment with Courtlite is probably by far the best decision you could make. In some cases where energy cost are extremely high we have been able to lease a new system with no out of pocket cost where the energy savings more than pays for the monthly lease cost.

**Utility Incentives:** many utilities across North America offer significant financial incentives for facilities like yours to reduce their energy cost. With the audit process we will qualify any local and Federal incentive available. Some utilities have paid our customer up-to 70% of the entire project cost to reduce their lighting loads using the Courtlite system.

**Conclusion:** With the rising cost of O&M these days, no facility should overlook the opportunity to reduce these cost. This will make you more profitable, as well when competing for memberships will give you the edge, as typically tennis players usually have an opinion of their clubs lighting quality. In addition, your members and community will appreciate and commend your efforts in becoming “GREEN”. This will likely help you keep membership cost down, so this is really a win-win for everyone.

CourtLite covers all of North America, and it is likely that there is a facility within reasonable driving distance from you that has a CourtLite system you can see up close and personal. Send us an email requesting a CourtLite customer list and we will send the list that you can call or visit and discuss their experience with CourtLite.

The next couple of pages is our lighting audit form, it is very basic and should be easy to complete. Simply fax it back to us and we will send you the detailed audit results, again there is no cost for this service...

Your facility may have other opportunities as well, CourtLite also provides solutions for all indoor sports facilities including: Basketball courts, Pools, Racquetball courts, Gyms, Indoor Soccer, Ice arenas, and more...

If you have any questions feel free to call me, and I also recommend visiting our website [www.court-lite.com](http://www.court-lite.com)

Regards,

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Below is a simple questionnaire regarding your existing lighting system. Please complete as much as you can. If you are unsure of your current energy cost (Kwh = Kilowatt hour) or (KW Demand) cost you can contact your utility or simply fax a copy of an electric bill along with this form back to us. Once you have submitted this information we will at no cost to you complete an energy analysis of your current energy cost. In addition we will show your investment in a new Courtlite lighting system and how much money you can save by improving your lighting. If you have any questions please call us at (425) 350-5400.

Company \_\_\_\_\_

Contact Name/Position \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_

State \_\_\_\_\_ ZIP \_\_\_\_\_ Phone \_\_\_\_\_ Cell \_\_\_\_\_

Email \_\_\_\_\_ Fax \_\_\_\_\_

**Court Layout: we need to know how many courts total, and if the courts are located in different rooms or buildings, as well as how many in each area.**

Total # of Courts \_\_\_\_\_ How many rooms \_\_\_\_\_

Courts Per Room #1 \_\_\_\_\_ Room #2 \_\_\_\_\_ Room #3 \_\_\_\_\_

**Fixture information: We need to know the total amount of existing fixtures in each room**

Is your lighting Direct or Indirect      Direct \_\_\_\_\_      Indirect \_\_\_\_\_

Total Fixtures Room #1 \_\_\_\_\_ Room #2 \_\_\_\_\_ Room #3 \_\_\_\_\_

How old is the existing lighting system \_\_\_\_\_

**Lamp Type: If your existing lighting is indirect (aimed at the ceiling) the lamp type is typically 1000-watt metal halides. If you have direct fluorescent system the lamps are either 110-watt or 95-watt T12 lamps.**

Lamp Type \_\_\_\_\_ Watts per lamp \_\_\_\_\_

How many lamps per fixture \_\_\_\_\_



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**Building information:**

**What type of structure are your courts in:**

Steel Butler type building \_\_\_\_\_ Other custom design building \_\_\_\_\_

Fabric Structure \_\_\_\_\_ Inflated Bubble \_\_\_\_\_

**We do not need exact measurements; your best guess will be fine**

Ceiling Height \_\_\_\_\_ Wall height \_\_\_\_\_

Distance (separation) between courts \_\_\_\_\_

Voltage (120v, 208v, 277v, or 480v) If unsure leave blank \_\_\_\_\_

Total hours per week the lights are "ON" (this includes cleaning crews that may work at night) \_\_\_\_\_

**Energy provider and cost information: if you are unsure of the actual cost, you can either contact your electric company and they can provide you with this information or you can send us a copy of your bill. Also by providing a utility name we can contact them and verify if any funding opportunities are available.**

Utility Name \_\_\_\_\_ KWH (kilowatt hour) Cost \_\_\_\_\_

KW Demand (kilowatt) Cost \_\_\_\_\_

**The next two questions you may or may not know, however in the box below, please comment as to your satisfaction with your current light levels (visually) and let us know if you are satisfied with what you have or you are seeking to increase the light levels**

Existing Ft-cd \_\_\_\_\_ Target Ft-cd \_\_\_\_\_

NOTES