



Turnkey Replacement Service

Your one-stop solution for LED upgrades



Pacific Gas and Electric Company's (PG&E) Light Emitting Diode (LED) Street Light program offers incentives to customers who own and maintain street lights in the PG&E service area on the LS-2 fixed pricing schedule. Through the program, customers who replace or upgrade their existing street lights with new PG&E-approved LED street lights are eligible for new lower pricing and product rebates.

Complementing the program, PG&E also offers a LED Street Light Turnkey Replacement Service. This provides a one-stop solution for customers who want to take advantage of the LED Street Light program and improve their energy efficiency, while minimizing cost and labor resource impacts. The service provides significant cost savings when compared with the project management expense associated with city personnel or city-acquired subcontracted labor.

Drawing on 100 years of experience in street light installation and maintenance, PG&E helps with project design, installation and billing updates, including:

- Volume purchasing power for LED lights
- Coordination of LED lighting selection
- LED fixture installation
- Rebate application completion and processing
- Billing record updates
- Geographic Information Systems (GIS) data
- Waste disposal and salvage of removed street light lamps and fixtures

Reducing Energy Use and Cost

Street light replacement represents a significant savings opportunity for cities and counties. In some large cities, street lights may account for one-third of all municipal energy costs. In the PG&E service area, street lights consume about 860 gigawatt-hours of electricity every year, roughly equivalent to powering more than 126,500 homes for a year. Energy savings and return on investment of LED street lighting continues to improve as the technology progresses.

LED Lighting Advantages

In recent years, LED lighting has emerged as a valuable alternative to high pressure sodium (HPS) lights because it provides good lighting performance in terms of general light output, uniformity and correlated color temperature. The yellow-orange HPS street lights typically produce over-lit "hot spots" directly beneath them, while the LEDs maintain consistent luminance levels.

PG&E recently conducted a study in Oakland, Calif., where 15 HPS street lights were replaced with LED lights. A comparison of the two technologies found that the LED lights consumed 36 percent less power, while delivering better lighting quality than HPS luminaries.



In a PG&E pilot study in Oakland, California, HPS street lights were replaced with LED street lights. Following the study, a neighborhood survey found that 70% of respondents preferred the LED street lights, saying the new lights significantly improved pedestrians' ability to see and to recognize people at night while driving.

Turnkey Replacement Service Benefits

Purchasing

- Technical consultation to determine appropriate LED replacement and requirements
- Competitive LED fixture pricing using PG&E's volume purchasing power
- LED fixtures that meet PG&E's stringent standards and qualify for PG&E's LED Street Light rates and rebate program
- A product demonstration of LED lights before final lamp size selection

Installation

- Subcontracted labor and installation to qualified electric contractors
- Utilization of a competitive bid process
- Union and/or union-friendly contractors to assure prevailing wages
- Completion of work in 90-120 days (completion times may vary due to conditions such as heavy traffic or limited work hours permitted by a city)
- Each city will be responsible for securing required permits

Quality Control

- PG&E-trained subcontractors and PG&E inspector verification of all completed work
- One-year guarantee of PG&E workmanship
- Five-year manufacturers' warranty on LEDs
- One-year coverage for failed lamp removal and replacement installation

Disposal

- Assistance with street lamp and fixture disposal

Administration

- Solicitation of material and contractor bids
- Completion of all rebate applications and rate change forms
- Updates to the GIS system
- Data gathering and sample documents for American Recovery and Reinvestment Act (ARRA) reports

LED Street Light Rebates	
Fixture Replacement	Rebate
Replace 70 Watt fixture with new LED fixture	\$50
Replace 100 Watt fixture with new LED fixture	\$75
Replace 150 Watt fixture with LED fixture	\$100
Replace 200 Watt fixture with LED fixture	\$125
Replace 250 Watt fixture with LED fixture	\$150
Replace 310 Watt fixture with LED fixture	\$175
Replace 400 Watt fixture with LED fixture	\$200

Project Justification

- Help with justifying street light replacement to local governing bodies
- Projected savings calculations related to energy consumption, maintenance, materials, and lowered greenhouse gas emissions

Complete Package Pricing

- Material, distributor, shipping, sales tax, installation, inspection, PG&E administration, and project management costs (several factors will influence final pricing)

Taking Action

For more information on how PG&E's LED Street Light Program Turnkey Replacement Service can streamline your street light replacement project, contact PG&E's **Business Customer Service Center** at **1-800-468-4743**.

