



luxurious savings



Home furnishings store received its own makeover with GE Lighting

Furniture store is saving \$120,000 annually with its beautiful showroom lighting solution

THE SITUATION

Johnny Janosik World of Furniture in Laurel, Delaware is 'The Longest Furniture Store on the Eastern Shore'. When management decided to switch to LED illumination for its 180,000-square-foot facility, the company conducted a seven-month evaluation of several competitive LED offerings. The home furnishings seller sought the fixture that best solved its exacting formula for lumen output (the total amount of light emitted by a source) and foot-candle intensity (the amount of light that actually falls on a given surface).

THE SOLUTION

GE Lighting hit the mark with energy-efficient lamps that will yield \$120,000 in savings, while setting a beautiful tone for showroom merchandise. GE's energy smart® 12-watt high-output LED PAR30 long neck lamp replaced 4,000 75-watt halogen spotlights. Although the LED lamps produce approximately 30 percent fewer lumens than comparable incandescent and halogen options, advanced optics concentrate light on the target, diminishing wasted extraneous light.

"GE worked hard to show us what our savings would be and closely coordinated with Energize Delaware to fully realize our refund opportunity. At each step along the way GE was a valuable partner to have in our corner."

- Dan Ringer, CFO for Johnny Janosik

Several hundred linear fluorescent fixtures in the superstore were also upgraded with GE's 28-watt T8 Ecolux® UltraMax® lamp which matches the color temperature of the new PAR30 LEDs. The overall quality and light level uniformity of GE's complete showroom solution even allowed Johnny Janosik to eliminate a number of fluorescent fixtures while keeping others switched off, further lessening total energy consumption.

For more information about the GE Lighting products used in this project, visit gelighting.com.



OPERATING IMPACT

- \$120,000 in total operating savings annually.
- Less than one year payback period with rebates.



ENVIRONMENTAL IMPACT

1.6 million pounds per year
CO₂ emissions eliminated:
= 135 cars off the road
= 192 acres of new trees



imagination at work