



Portraits

Jim Massey's Cleaners Replaces Legacy Fluorescent Lighting With Universal's EVERLINE® LED Technology

Jim Massey's Cleaners has been serving the Montgomery, Alabama area for more than 75 years. The company operates eleven dry cleaning locations, four tuxedo rental stores, and a large laundromat. Adjacent to the company headquarters in downtown Montgomery, there's a large facility for commercial and men's formalwear dry cleaning.

In 2016, the company decided to replace its legacy fluorescent lighting in the downtown commercial dry cleaning facility and reached out to Jim Fulks at Inline Electric Supply for some ideas.

"They had a hodgepodge of old T12 strip fixtures producing different Kelvin temperatures, so Jim contacted me to discuss options," said Jay Hample, territory sales manager for United Electrical Sales, Ltd., headquartered in nearby Prattville, Alabama.

"For the retrofit, Jim asked me about the EVERLINE® LED Linear Retrofit Assembly (LRA) and we decided it would be a great solution in this application," said Hample. "Jim suggested this to Massey's Cleaners, and we took in a sample and showed it to

the owner. He thought it produced really nice, clean lighting. We demonstrated that the delivered lumens would greatly outperform what he had."

Fulks arranged a follow-up meeting with the Massey's team and an electrical contractor. "The contractor said he could hang seven or eight of them an hour without any trouble," said Fulks.

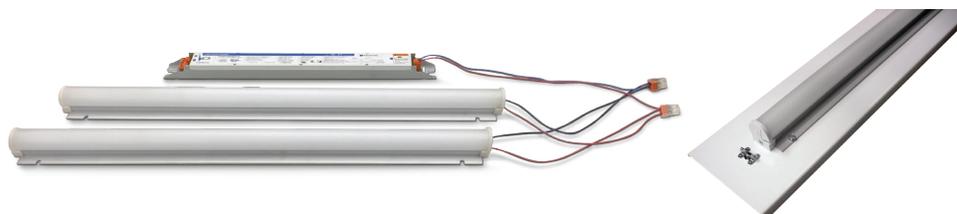
The EVERLINE LRA saves time because there's no assembly required before installation. The lamp and driver are pre-mounted to the belly pan right out of the box.

"Putting in new T12 fluorescent fixtures would have been much slower—maybe two

or three fixtures an hour," Fulks said. "We articulated to Massey that their savings in labor alone would make a big difference compared to other options."

Hample said the project started with a test in the front of the production area to see how the retrofit would look and perform. "The Massey's team fell in love with the product," Hample said. "We did some foot-candle studies and found that they were getting much better light than what they previously had in place. The Massey

"We took in a sample and showed it to the owner. He thought it produced really nice, clean lighting. We demonstrated that the delivered lumens would greatly outperform what he had."



In Brief

Project:
Jim Massey's Cleaners Retrofit

Location:
Montgomery, Alabama

Products Used:
EVERLINE® LED Linear Retrofit Kit (LRK)
EVERLINE® LED Linear Retrofit Assembly (LRA)

Features & Benefits:

- Universal's EVERLINE LED Linear Replacement Assembly (LRA) and Linear Replacement Kit (LRK) simplify the transition from fluorescent to LED lighting, reducing energy demand while offering better light quality and uniformity as well as less maintenance.
- Both the LRA and LRK products are backed by Universal's 7-year warranty and 140,000-hour lumen maintenance guarantee.

For More Information:

Universal Lighting Technologies
51 Century Blvd., Suite 230
Nashville, TN 37214
1-800-225-5278



team felt the mock-up looked uniform and clean.”

In addition to better quality light, the Massey’s team also hoped to resolve issues related to the original lighting installation. In some areas of the facility, the lighting fixtures—and their breakable glass contents—were hung very low.

“Not having to worry about breakable tubes that could cause a workplace hazard was a big selling point for the LED retrofit,” Hample said.

The contractor then started replacing the fluorescent fixtures about 40 at a time at the Massey’s facility.

“They ended up using more than 220 LED fixtures,” Hample recalled. “We ran into a couple of places where they had about 10 really old-style fixtures that looked like strips but were about 10 inches wide. They were positioned perpendicular to the beams, so taking the fixture out and replacing it would have required a lot of labor. In those cases, we used the EVERLINE LRKs because they have the exact same look and were easy to install without having to take out the existing fixture.”

“Before the retrofit, the Massey facility had different Kelvin outputs and the T12s were operating at lower efficiency,” said Hample.

“Now they’ve got LEDs that operate at 82 Color Rendering Index (CRI). Since clothing is their business, they can now see much truer colors of the fabrics they’re working on.”

“Now they’ve got LEDs that operate at 82 Color Rendering Index (CRI), which is a lot higher than what they had. Since clothing is their business, they can now see much truer colors of the fabrics they’re working on.”

The contrast between the legacy fluorescent lighting and new LED lighting has been dramatic. “As you can see in the comparison photo, the fluorescent lighting was yellower and had dark spots,” said Hample. “The delivered lumens are much higher now. A fluorescent tube delivers a certain amount of lumens, but they’re delivered at a 360-degree angle around the tube. But all the LED lumens are going exactly where you want them to go, making them much more efficient.”

That efficiency will also yield savings. Considering a typical commercial office in Alabama uses 12 cents/kWh that burn for 10 hours a day, Universal estimates that the LRA fixtures will provide 30–50 percent energy savings on lighting for Jim Massey’s Cleaners.



About Panasonic Lighting Americas, Inc.

Panasonic Lighting Americas, Inc., a subsidiary of the Panasonic Group, operates Universal Lighting Technologies, Inc. and Douglas Lighting Controls, two market leaders in the industry. Together, Douglas and Universal provide customers with the most advanced lighting controls and LED components available today.

About Universal Lighting Technologies, Inc.

Seventy years ago, Nashville, Tennessee-based Universal Lighting Technologies was founded and became one of the first companies to manufacture fluorescent ballasts. Today, Universal engineers LED solutions for commercial lighting applications as well as linear fluorescent, compact fluorescent, HID, and eHID components. The company is regarded across the North American lighting industry as an industry leader through its commitment to innovation, quality and customer service.



Universal Lighting Technologies is a member of the Panasonic Group.

51 Century Blvd., Suite 230
Nashville, TN 37214

(615) 316-5100
1-800-225-5278

unvlt.com