

## Ferragamo USA Upgrade Nets Savings, Rebates and a Higher Quality of Light



Salvatore Ferragamo is known worldwide for its sophisticated lines of leather goods, fragrances and fashion accessories for men and women. In the United States, Ferragamo's goods can be found in high-end department stores like Saks Fifth Avenue and Nieman Marcus, and in boutiques from coast to coast. All items sold in the U.S. are imported from Italy and shipped to the company's 180,000-square-foot distribution center in Secaucus, New Jersey, where orders are filled and shipped around the country.

The performance of this shipping hub is critical to the company's financial success. "Utility costs were climbing across the board," said Chad Miller, facilities supervisor for Ferragamo USA, "and we had a real ballast problem. We would replace a burned out lamp and two days later it would be burned out again. We needed a bigger and better solution for our lighting problems."

### **480-Volt Technology Provides the Answer**

Ferragamo turned to Public Energy Solutions, a contractor and project

developer, to design a plan for the lighting retrofit project. "As a first step, we thought we would need to convert the 480-volt circuits to 277 volts, but Inder Berry, the sales representative from Universal Lighting Technologies, said his company had recently developed an energy-saving electronic T5HO ballast for 480-volt applications," said Greg Summerlee, vice president of operations for Public Energy Solutions. "This was significant because it solved an important technical issue and also saved the time and labor of conversion."

In 2003, Universal Lighting Technologies introduced the ULTim5™ line of T5HO ballasts, the maximum energy-saving solution for high-bay fluorescent lighting applications. The Ferragamo retrofit incorporated Universal's high-range voltage (HRV) ULTim5 ballasts. The HRV ballasts are suitable for applications from 347 to 480 volts and feature instant start technology to provide maximum energy savings. All ULTim5 products incorporate end-of-lamp-life shutdown circuitry, which ensures safe operation.

### ***In Brief:***

**Project:**

Ferragamo USA  
Warehouse Lighting Retrofit

**Location:**

Secaucus, New Jersey

**Products Used:**

ULTim5™ T5HO ballasts

**Number Installed:**

580 fixtures retrofitted

**For more information about:**

**Public Energy Solutions**

P.O. Box 1849  
Paramus, NJ 07653

The ULTim5 T5HO ballasts are ideal for new construction and fixture retrofits in gymnasiums, high-bay retail stores and warehouses, and similar applications.



## Project Payback is Three Years

Summerlee and his team divided the project into two phases. In the fourth quarter of 2003, they changed out 287 eight-foot lamp fixtures in the office area of the warehouse and in the lower-level lighting above the shoe rack order fulfillment area with electronic instant start ballasts and F32T8 lamps.

Phase II began in June 2004 when Public Energy Solutions removed 209 high-bay metal-halide fixtures using 445 watts of power each and installed 207 new four-lamp fluorescent high-bay fixtures built by RENOVA Lighting Systems. These fixtures incorporate ULTim5 electronic T5HO ballasts that use just 228 watts per fixture. They also removed an additional 12 high-bay metal-halide fixtures using 445 watts and installed 86 new two-lamp F32T8 eight-foot fixtures with aisle photometric reflectors and electronic ballasts from Universal that use just 58 watts. The increase in the number of fixtures was necessary to place lighting over several rack and storage areas that previously had not been fully lit. Once the changeover was completed, Ferragamo had achieved a total energy-use reduction of over 130 kilowatts in Phase II, and a reduction of more than 227 kilowatts

for the entire project.

"This job will pay for itself in three years," said Miller, "and we will save over \$70,000 in maintenance and energy costs in the next five years." One other factor that made the project cost-effective for Ferragamo was the availability of a rebate from the state of New Jersey's Clean Energy Program. Under the state's SmartStart Building Program, companies that install highly energy-efficient lighting can receive rebates to help offset their initial capital investment.

"The savings and rebates are important, but there were also dramatic improvements in the light quality, the uniformity of illumination, the color rendering and the distribution of light throughout the warehouse," added Summerlee. "People here work in high bays, low bays, and racking areas where they fulfill and pack individual orders. This project improved the lighting for employees working in every part of the facility."

"When we first considered this project, we talked to another supplier who gave us a high-cost proposal without any rebates," added Miller. "Public Energy Solutions and its suppliers gave us a much more competitive price, and they knew what rebates were available. We now have a very good relationship with them, and our company looks forward to all of the future savings with our new energy-efficient fixtures."

With improvements in ballast and lighting technology leading the way, Salvatore Ferragamo was able to achieve multiple objectives with its lighting retrofit program and improve the efficiency of its U.S. warehouse operation as the company launches its next phase of profitable growth.



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## About Universal Lighting Technologies

Based in Nashville, Tenn., Universal Lighting Technologies has offered the most innovative selection of lighting ballasts for nearly six decades. The company manufactures ballasts for all lighting applications, with a full line of ballasts designed for exceptional performance in lamps ranging from 5 to 2000 watts. These include magnetic, electronic, and compact fluorescent, high intensity discharge, sign and neon. As a major manufacturer of electrical equipment, Universal Lighting Technologies plays a lead role in setting industry standards for quality and energy efficiency. The company actively participates in trade associations and assists in the development of many standards through ANSI, NEMA and IESNA. With operations and distribution worldwide, the products of Universal Lighting Technologies are marketed under the Universal®, Triad® and Signa® brand names.

## Want to Know More?

Universal Lighting Technologies is focused on designing, manufacturing and distributing the industry's finest lighting ballasts and transformers. To learn more about the full line of Universal Lighting Technologies' ballasts or to request a catalog, call 1-800-BALLAST, fax your request to 615-316-5162, or visit the Web at [www.universalballast.com](http://www.universalballast.com). Universal Lighting Technologies—*The Power to Light. The Power to Lead.*