

- 
- 50-90% ENERGY SAVINGS
  - 100% FINANCED SOLUTIONS
  - CREATE POSITIVE CASH FLOW TODAY

# Invest in a brighter tomorrow

With GUSCO's Smart Energy Initiative Program, financing your LED retrofit has never been easier. See how you can create a positive cash flow from your current energy expenses.

Answer these questions to see if our program is right for you?

- *Do you know what it's currently costing you to light your business?*
- *Would you like to save money while increasing the light quality of your workplace?*
- *Does your facility use High Output, Mercury Vapor, High Pressure Sodium or Metal Halide Lamps?*
- *How would you like to cut those expenses by as much as 80% and create a positive cash flow...with LITTLE OR NO CAPITAL EXPENSE?*
- *Are you aware of the many energy incentives and rebates available for lighting improvement projects?*
- *Do you ready to take your company on the path of sustainability?*

## What we do

GUSCO is a premier Green Energy Solutions provider of LED technology in North America. Our primary purpose is to bring sustainable, efficient and Smart LED Systems to business across the world to help them save money, better their operations and create a great work environment for their employees.

### Energy Audit

Our Audit team will determine whether your facility can benefit from an LED upgrade. To do this we will

- *Do a physical count of all your bulbs and fixtures*
- *Breakdown your hours of operation for each area*
- *Examine the past 12 months of utility usage*
- *Figure out the portion of energy used on lighting*

### Engineered Solution

Our lighting experts will map your building in our design software and come up with a lighting solution that gives out better, cleaner light at a fraction of the energy use.

### Proposal Generation

Our proposal will outline the current system vs. the proposed and the apparent savings, ROI, Cost of Waiting and the Environmental Impact of your decisions.

### Financing & Installation

Our Leasing program allows you to bundle the entire project, including installation, design and engineering and disposal into one monthly payment.

### Rebates

Depending on the state or province where you are, Federal rebates can cover a significant portion of your project. Typically these savings are configured by kwh (kilowatt hours) saved and can run up to 50% of the project costs in some cases.

### Savings

Start seeing savings today. Investing in your future has never felt better. Or brighter

## What is LED?

**No Mercury, No flickering, No Bulbs,  
No Ballasts, No warm up time, No UV  
light, No risk of burning out, NO Noise**

*50-90% energy savings*

*Long life – tested up to 200,000 hours*

*No Maintenance – up to 10 year  
warranty*

*Cleaner better light- up to 90 CRI  
and 100 Lumens/Watt*

## 100% Project Financing

Our leasing program allows you to bundle the entire project including installation, design and engineering and disposal into one monthly payment.

## POSITIVE CASH FLOW

Lease payments can be arranged to free up much needed capital today.

## FAST ROI

Start seeing savings instantly and enjoy years of worry free payback on your investment.

# 5 reasons to Upgrade to GUSCO LED

## Opportunity costs on reduced energy

Take a quick calculation try to figure out how much percentage of your energy bill is being used on lighting. Then consider that number reduced by 80%. How much money are you now throwing away?

## Opportunity costs on maintenance

Up to 30% of all lighting costs can be attributed to maintenance, which includes bulbs, ballasts and the most costly – labor. Parking lights for example, can cost around \$200.00 per bulb to change.

## Money saved on longevity of LED – up to 200,000 hrs

While our entire manufacturer's warranty covers 5 years, most LED lights have been tested way beyond that, some up to 200,000 hours. Consider the lifetime of the product in its entirety. What is the cost of waiting for never changing a light bulb in 10 years?

## Missed opportunity on rebates and Tax Incentives

Right now the federal government is offering incentives for businesses that are willing to take measure to be more energy efficient. Those incentives won't last forever. Take advantage of government rebates. In some cases, they can contribute up to 50% of total project costs

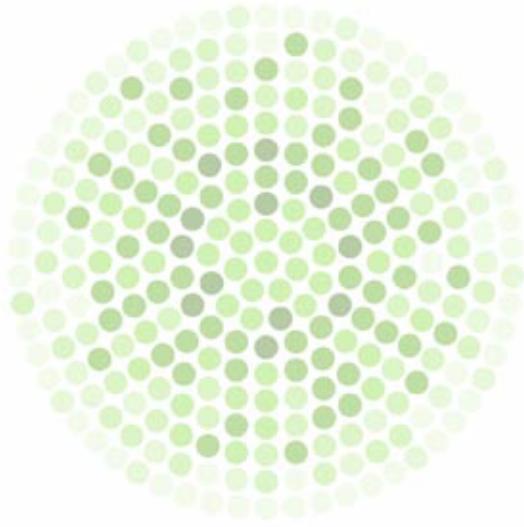
## Opportunity costs on worker productivity – up 3% for better lighting environment

Light has a direct correlation with ease of reading, lower eyestrain, reduced errors, better turnaround time, reduced risk of musculoskeletal injuries and psychological well being. There is an enormous amount of research that indicates that better lighting can significantly improve worker productivity. Consider the fact that over the life span of a building; 2% of costs are attributed to the construction costs, 6% of costs are attributed to Operations and Maintenance, and 92% are Personnel Costs.

## LED Comparison

	LED	T5	T8	MH-400W	HPS-400W
Number of Fixtures	96	165	140	96	96
Bulbs Per Fixture		4	6	1	1
<b>Watts Per Fixture</b>	<b>200</b>	<b>242</b>	<b>222</b>	<b>459</b>	<b>454</b>
<b>Lifespan of Light Source</b>	<b>200,000</b>	30,000	25,000	20,000	24,000
Electricity Cost (KWh)	0.12	0.12	0.12	0.12	0.12
Hours on Per Year	8760	8760	8760	8760	8760
<b>Cost of Lighting Per Year</b>	<b>\$20,183.04</b>	<b>\$41,974.42</b>	<b>\$32,671.30</b>	<b>\$46,320.08</b>	<b>\$45,815.50</b>
<b>Cost of Lighting 10 Year</b>	<b>\$201,830.40</b>	<b>\$419,744.16</b>	<b>\$326,712.96</b>	<b>\$463,200.77</b>	<b>\$458,155.01</b>
Average Cost per Bulb		9	4	25	30
Average cost to change a bulb		9	9	35	35
Total lamps Replaced over 10 Yrs.		1,927	2,943	420	350
Cost of Bulbs over 100K hours		17344.8	11773.44	10512	10512
Cost of labor over 100K hours		17344.8	26490.24	14716.8	12264
Cost of Ballast		30	15	60	60
Average Cost of Changing Ballast		25	25	50	50
Lifespan		60000	50000	40000	48000
Number of Ballast Changes		240.90	245.28	210.24	175.20
<b>Ballast Cost for 10 years</b>		<b>6052.5</b>	<b>6147</b>	<b>10572</b>	<b>8820</b>
Cost of disposal of bulbs		0.35	0.35	1.5	1.5
Cost of disposal of bulbs		674.52	1,030.18	630.72	525.60
Total Maintenance Cost		\$41,416.62	\$45,440.86	\$36,431.52	\$32,121.60
<b>Total Cost</b>	<b>\$201,830.40</b>	<b>\$461,160.78</b>	<b>\$372,153.82</b>	<b>\$499,632.29</b>	<b>\$490,276.61</b>

Comparison of LED vs. Competing Technologies to light a 200' \* 300' (60,000sq.foot) space, using a 10 year payback model.



## SOCIAL RESPONSIBILITY STARTS WITH YOU

Last year, commercial and industrial buildings used roughly a third of the worlds energy and 40% of all the mined resources. These buildings and operations can be made much more efficient using a variety of cost effective efficiency improvements while creating jobs and building a stronger economy.

### Environmental Impact of LED technology on 1 building

Energy costs of \$.12 as cost base, using 1 for 1 replacement scenario.

	LED	MH-400W
Number of Fixtures	200	200
Watts Per Fixture	200	454
Hours on Per Year	8760	8760
<b>kWh used per Year</b>	<b>350,400</b>	<b>795,408</b>
<b>lbs of CO2 emissions per Year</b>	<b>508,080</b>	<b>1,153,342</b>
<b>Energy Costs Per Year</b>	<b>\$42,048.00</b>	<b>\$95,448.96</b>

- Savings of 445,008 kWh per year
- 645,262 lbs of CO2 emissions saved per year
- Energy Savings of \$53,400.96 per year
- Equivalent of taking 24.44 cars of the road per year
- Equivalent to planting 1,613.15 of trees every year

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