



tradeforce tech

Integrated Energy Solutions

Royal LePage Crown Realty Services CASE STUDY

67% Energy Savings with Stylish Interior LED Light Fixtures



Royal LePage Crown Realty Services is an independently owned and operated real estate brokerage located in the heart of Cambridge, Ontario. The organization's 4,500-square-foot office on Hespeler Road is a touchpoint for more than 70 Royal LePage realtors throughout Kitchener, Waterloo, Cambridge, Guelph and Brantford.

Challenge

The client needed a lighting solution that would:

1. Save on maintenance and operating expenses;
2. Be aesthetically pleasing; and
3. Produce a bright, positive work atmosphere.

With an ever-growing roster of clients and realtors, Royal LePage Crown Realty Services undertook extensive renovations to expand its Hespeler Road office in 2018. The project aimed to enhance and enlarge the building, so it would better serve the needs of the busy agents who use it.

The organization heeded the advice of the project's electrician, who recommended investing in energy-efficient LED lighting. The electrician suggested replacing the office's existing bulbs with T8 LED tubes; however, management was eager to explore a range of possibilities before deciding on a lighting solution.

Tradeforce Tech joined the project to handle the installation and offer insight into the available options.

The brokerage wanted to save energy and switching to LED lighting would achieve that goal. However, the organization was not only concerned with reducing energy expenses. As real estate professionals, the people of Royal LePage Crown Realty Services understand how instrumental lighting is in setting the mood and atmosphere of a space. They wanted the new and improved office to be a bright, positive place that fills clients with confidence; the office must project the prestige and professionalism for which the organization is known.

With that in mind, **Tradeforce Tech** sat down with the brokerage team to fully evaluate the options and choose the solution that best suits the organization's needs.

Solution

The client chose new LED fixtures over T8 LED tubes and LED retrofits for:

- 27% greater energy savings (and 20% greater light output per watt)
- 120% longer life; and
- An aesthetic upgrade.

Tradeforce Tech conducted a standard lighting audit, evaluating the building's current lighting infrastructure and energy expenses, then offered Royal LePage three possible solutions:

1. Replace existing fluorescent tubes with LED linear T8 tubes and new ballasts;
2. Retrofit existing fluorescent fixtures with LED strips using retrofit kits; or
3. Remove fluorescent fixtures and install recessed lay-in LED fixtures in their place.

Retrofit kits are often a good fit for clients whose existing lighting fixtures are relatively new, of high quality, and already match the existing architecture. Affordability is another factor; the cost of installing LED tubes and new ballasts into older fixtures is typically lower than installing full replacement fixtures.

New fixtures carry a higher upfront cost but yield far greater energy savings over time. In this instance, the cost of installing replacement fixtures was approximately 25% more than simply installing T8 tubes in the building's existing fixtures. However, Royal LePage would see a projected 67% in energy savings from new fixtures compared to only 45% in savings with T8 tubes due to higher light output.

Additionally, the new fixtures **Tradeforce Tech** proposed using have a rating of 200,000 hours of useful service, whereas high-quality T8 tubes are rated for only 50,000 hours. The difference means that new fixtures provide approximately 15 years' more useful life than T8 tubes.

As for lighting aesthetics, the new fixtures were a stylish and welcome upgrade that fit the tone Royal LePage Crown Realty Services aimed to achieve in its office renovations.

Results

With new LED lighting fixtures, the client sees:

1. Significant energy savings;
2. Lower maintenance expenses; and
3. Positive impression on clients.

For this project, **Tradeforce Tech** sourced LED light fixtures from an Ontario-based manufacturer with a history of successful installations across Canada. **Tradeforce Tech** provided the fixtures with a full 10-year warranty on parts and labour.

The installation consisted mainly of 2 x 2 LED troffers and pot lights. The project was seamless and unfolded according to the timeline required for the renovation at large.

The agents at Royal LePage Crown Realty Services are impressed by the results. In addition to lowering operating expenses and maintenance costs, they have found that the bright, cheerful lighting leaves the right impression on visiting clients: confidence and positivity.

Tradeforce Tech

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“We still do love our new lighting. We moved in in Sept 2017, so I haven't done a year-to-year comparison, but I know monthly I save money. Plus, we like the light.”

Angela Asadoorian

President and Broker of Record, Royal LePage Crown Realty Services