



BRIGHT IDEAS CUSTOMER SUCCESS SERIES

LED Area and Site Luminaire

Hospitality • SpringHill Suites • Annapolis, Maryland

SAVINGS AT-A-GLANCE

Energy Savings:	62,598.96 kWh/year or 75% annual kWh savings
Total Project Cost:	\$23,600
Rebates Paid:	\$3,600
Cost to Customer:	\$20,000
Annual Savings:	\$11,737
Net 5-Year Savings:	\$58,689
Payback:	1.7 years

Prescriptive rebates were applied by Bay Lighting.



Marriott lives by the golden rule of treating others like you would like to be treated. SpringHill Suites by Marriott, known for award-winning service, stylish decor, and the little extras, is passionate about the golden rule and guest experiences.

With guests in mind, SpringHill Suites in Annapolis decided it was time to undergo a parking lot lighting renovation and enlisted Bay Lighting for a complete turn key solution from product selection, to installation, and everything in between.

Bay Lighting's specialist recommended the Galleon LED by Cooper; a reliable, proven fixture in Bay Lighting's portfolio of parking lot lighting. Key product highlights of the Galleon include:

- Design excellence with scalable solutions
- LED Light Squares technology
- Long life with a 60,000+ hour rated life
- 16 optical distributions; 30 lumen packages
- Occupancy sensing
- Scheduled dimming and occupancy detection
- Configuration flexibility
- Five-year warranty

This LED lighting update resulted in the following at the hotel:

- Energy savings
- Financial savings
- Maintenance savings
- A brighter, safer parking area
- A more aesthetically pleasing product



By converting to LED and the Galleon, Bay Lighting was able to customize the lighting solution to increase illumination while reducing the number of fixtures by half.



The Galleon LED by Cooper includes light square technology that can include up to 10 light squares.

Featured Product: GLEON Galleon LED