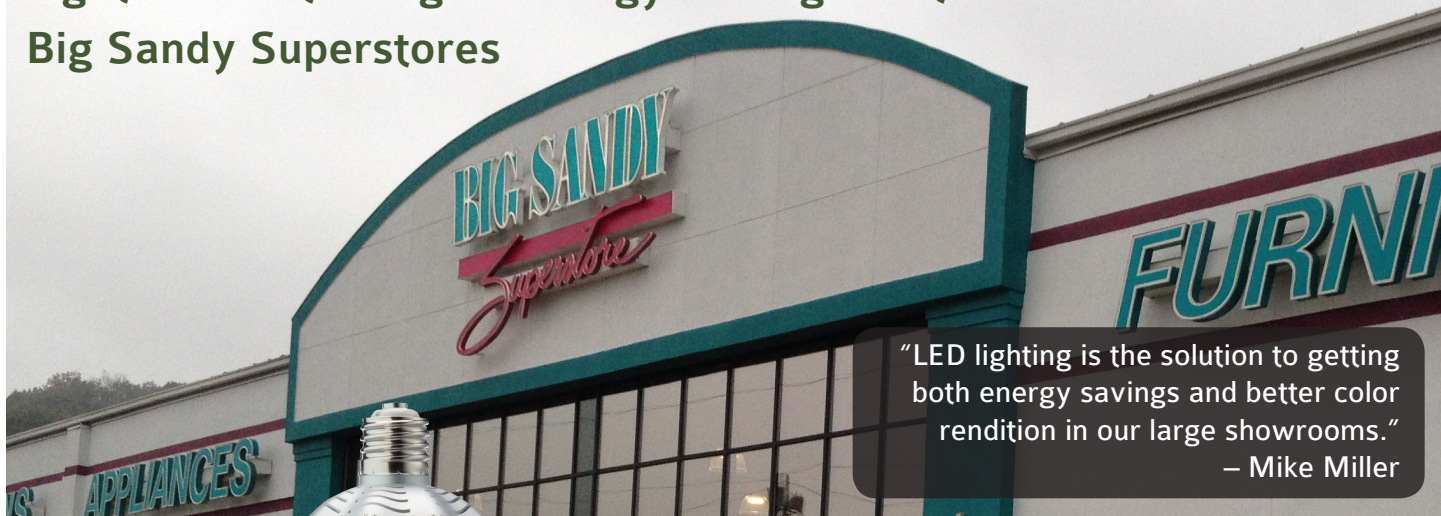


## Light Efficient Design's Energy-Saving Solution Transforms Big Sandy Superstores



"LED lighting is the solution to getting both energy savings and better color rendition in our large showrooms."  
– Mike Miller

LED-8026



"Now, it's a lot easier to get a true match for fabrics and color."



Since the simple retrofitting process was completed in stages, it did not disrupt retail or warehouse operations.

Customer satisfaction is top priority for Big Sandy Superstores, a top U.S. furniture retailer. Big Sandy aims to provide customers with large, well-lit showrooms so they can comfortably choose fabric colors. Additionally, Big Sandy maintains a corporate commitment to going green. "Any way we can reduce our carbon footprint is important to us," says Mike Miller, Director of Maintenance.

So, Miller was excited when King Companies introduced him to the latest LED retrofit technology from Light Efficient Design. Light Efficient Design's LEDs have a higher color rendition index (CRI), compared to other types of lighting. Light Efficient Design equipped Big Sandy with a custom color option, creating a warmer in-store look. "We wanted to take advantage of the energy savings with LED and the opportunity to provide better color rendition of the furniture in our showrooms," he says.

### Five Reasons To Retrofit:

It's Budget-Friendly...It Looks Great...It's Easy...It's Upgradeable...It's Accredited!

After choosing Light Efficient Design, Big Sandy replaced 400W lamps with 100W LED-8026 lamps in four showrooms and one warehouse, which is a 75 percent energy consumption reduction per lamp. Since the simple retrofitting process was completed in stages, it did not disrupt retail or warehouse operations.

Big Sandy is thrilled with the results. "The lighting gives a warm feel to our showrooms, instead of the industrial feel they had before," Miller explains. "We had customers and retail staff literally dragging furniture to the front windows to try to get a good color match. Now, it's a lot easier to get a true match for fabrics and furniture."

Previously, Big Sandy warehouse maintenance costs were higher due to having to frequently change ballasts and bulbs. "Since we've installed the LED lamps, we haven't had to send out anyone to do any maintenance of ballasts," Miller says.