



# Partnership Proposal

## July 30, 1999

# INDUSTRY PARTNER PROGRAM



# FMS Lighting Management Systems, Inc.

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## *Department of Energy*

### *Rebuild America Industry Partner Program Proposal*

FMS Lighting Management Systems, a leader in the lighting industry, takes pride in providing cost efficient lighting, quality products, expertise and dependable service to the public and private sectors by utilizing decades of experience, technical knowledge and the skills to insure that the needs of the customer have been met in a responsible manner while always being environmentally conscious.

FMS Lighting Management Systems has retrofitted over 4 million square feet. We are currently saving our customers over \$900,000 annually. We have saved our environment over 25 million pounds of CO<sub>2</sub>, 186 thousand pounds of SO<sub>2</sub>, and 98 thousand pounds of NO<sub>x</sub>.

### *Our Partnership*

FMS Lighting will generate a lighting retrofit proposal free of charge to industry partners utilizing audits of facilities provided by the partners.

FMS Lighting will review lighting retrofit proposal provided to partners by other lighting contractors free of charge to insure proposal efficacy.

FMS Lighting will provide watts line number to partners seeking lighting retrofit information.

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## **ABOUT US**

FMS Lighting is an energy management company that provides installation and maintenance of energy efficient lighting systems to businesses, industries and institutions.

We are a full ESCO (Energy Service Company) that provides the following services:

- Upgrade existing lighting systems
- Installation and maintenance of energy efficient lighting systems
- Survey and energy conservation analysis
- Security and Emergency Lighting
- Maintenance and Repair of all Interior and Exterior Lighting
- Neon Signage Service
- Coordinate proper disposal
- Complete technical support

## **HISTORY**

When Fluorescent Maintenance Service was founded in 1958, the idea was simple ... provide businesses, industries, institutions and anyone else that had a large investment in lighting with service that would save them time and money -- two commodities they value most. Over the years, our customers have learned that we can and do provide the services that meet all their needs.

In 1992, Fluorescent Maintenance Service, Inc. changed their name to FMS Lighting Management Systems, Inc. to better represent our firm. FMS offers a management program that has been proven effective from the smallest customer to large contracts with the Federal Government.

We take the position, like the old adage, "the customer is always right." The one thing that separates FMS from other companies is that we are a stable company and we support our programs. We are not a company that is here today and gone tomorrow.

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## **SERVICES**

When **FMS** Lighting Management Systems was founded, the idea was simple: provide businesses and industries with a service designed to save them time and money - the two commodities they value most.

Today **FMS** Lighting Management Systems has become a leader in the Lighting Industry. Centrally located in Jackson, MS, FMS provides services to businesses all over the state, our neighboring states, and beyond.

### **Lighting Management**

- Commercial and industrial
- Retail
- Pole Lighting
- Emergency lighting

### **Energy Efficient Lighting Retrofits**

- Electronic ballasts
- Lighting systems
- Occupancy and ambient light sensors
- Highly efficient reflectors
- Highly efficient lamps

### **Electrical Services**

- Repair inside and outside lighting
- Repair of signs
- Installation and repair to existing electrical systems

## **Customer Benefits**

- Reduce Maintenance Costs
- Reduce Power Costs
- Reduce Air Conditioning Costs
- Increase Lighting Quality
- Save 25-60% on Lighting Electricity Costs

Whether the job is large or small, routine or emergency, interior or exterior, our customers depend upon **FMS** for the expertise and the technical knowledge to get the job done efficiently the first time. As proud as we are of our reputation, we're just as committed to the future in offering new services as our clients grow and their needs change. **FMS** continues to strive to be more efficient and effective in providing our clients with a service designed to save them time and money. That's the bright idea we started with and it still holds true today.

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## **MONEY SAVERS**

With the operating cost of business increasing every year, it's painful to think your lighting system could be wasting thousands of dollars. Yet, many businesses and industries are faced with just that; a lighting system that not only is inefficient from the energy standpoint, but one that does not offer optimum lighting for workers and actually increases air conditioning costs through lights that generate excessive heat.

Luckily, today's energy-efficient lighting technology offers a wide variety of options that can reduce your lighting energy costs by as much as 40 to 60 percent! In fact, many businesses realize even greater savings with lowered air conditioning costs and increased employee productivity through an improved working environment.

Since each corporate and industrial lighting situation is different, the best way to determine the savings a more efficient system will generate is to conduct a lighting audit. FMS Lighting Management Systems, a leader in innovative lighting technology for nearly four decades, can conduct an audit and make recommendations on a custom-designed system. A more efficient system will not only save you money, which adds to your net profit, but also provides optimum lighting for your employees.

Here's a look at several technically advanced lighting options FMS utilizes to save energy dollars and improve lighting in corporate, institutional and industrial environments.

### **COMPACT FLUORESCENT**

FMS offers complete family of innovative, compact fluorescent lamps and fixtures. Compact fluorescent lamps not only offer dramatic energy savings, up to 85 percent over incandescent bulbs, they also offer long life, and silent operation. Since it takes one watt of air conditioning to offset the heat generated by one watt of light, these energy-saving lamps reduce air conditioning costs watt for watt.

### **ELECTRONIC BALLAST AND LAMPS**

You can save as much as 40 to 60 percent of your total cost for light energy when you use a combination of T-8 lamps and electronic ballasts. You'll see a dramatic reduction in energy costs and additional savings in maintenance costs.

### **SENSORS**

Reduce lighting costs in offices, conference and copier rooms, and computer areas by 35- 60 percent with sensors that automatically turn lights off when not in use. Sensors can even be installed in stairwells, corridors, training or classrooms, kitchens, break rooms, rest rooms or any area where there is

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intermittent usage.

## **SECURITY AND EMERGENCY LIGHTING**

A security and/or back-up emergency lighting system increases employee and customer safety as well as reduces your exposure to liability and possible high-cost injury suits. FMS can design and install a security or emergency lighting system specifically created for your business or update and maintain a system already in place.

## **PCB BALLAST AND LAMP DISPOSAL**

PCBs, classified by the Environmental Protection Agency as hazardous waste, are common in office buildings, industrial plants, hospitals, schools, universities, and retail stores built prior to December 1978. In compliance with federal regulations, FMS has the capability to transport, provide the proper storage container and dispose of any ballast found to contain hazardous PCBs.

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## CLIENTS

Our clientele is extensive, covering all sectors of the business and government markets. Our vast experience enables us to provide you with the highest quality service possible. Since 1958, we've been satisfying customers in the civil and commercial sectors of society. Our history is one of stability and superior customer service. Our clients range from the government to commerce and industry. This diversity of customers has given us the knowledge to service any project, no matter how large or small.

A partial list of recent clients includes:

**United States Postal Service**  
425 Southwest 6<sup>th</sup> Street  
Oklahoma City, OK 73109  
Contract #396138-92-B-0114  
Shared Energy Savings for  
Lighting  
Contract Amount: \$358,698.00  
Date of Award: 11/19/91

**United States Postal Service**  
701 Loyola Avenue  
New Orleans, LA 70113-9998  
Contract #216565-92-B-0153  
Shared Energy Savings for  
Lighting  
Contract Amount: \$444,864.60  
Date of Award: 04/22/92

**Department of the Navy**  
Building 19, Naval Air Station  
Corpus Christi, TX 78419-5224  
Contract #N62467-93-C-7692  
Replace Lighting in Building 1,  
2, 3 & 19  
Contract Amount: \$70,010.00  
Date of Award: 09/27/93

**Department of the Navy**  
Naval Air Station  
Corpus Christi, TX 78419-5224  
Contract #N62467-93-C-7691  
Replace Lighting in Hangars  
Contract Amount: \$144,497.00  
Date of Award: 09/30/93

**General Services Administration**  
501 Magazine Street, Rm 1044  
New Orleans, LA 70130  
Contract #GS-07-P-93-UUC-0086  
Lighting & Mechanical Retrofit  
U. S. Court of Appeals, 5<sup>th</sup>  
Circuit  
Contract Amount: \$131,683.00  
Date of Award: 10/07/93

**General Services Administration**  
819 Taylor Street, Room 11A01

**Fort Worth, TX 76102-6105**  
Contract #GS-07P-93-HUC-0067  
Parking Garage Lighting Replaced  
Contract Amount: \$39,396.22  
Date of Award: 09/29/93

**General Services Administration**  
1500 East Bannister Road  
Kansas City, MO 64131-3088  
Contract #GS-06P-93-GYC-0048  
Lighting Retrofit Federal  
Building  
Contract Amount: \$385,622.00  
Date of Award: 07/16/93

**Department of the Navy**  
Naval Air Station  
Jacksonville, FL 32212-0139  
Contract #N626467-93-C-1151  
Lighting Retrofit Mayport Naval  
Base  
Contract Amount: \$978,738.71  
Date of Award: 09/28/94

**United States Postal Service**  
225 North Humphrey Blvd. 4<sup>th</sup>  
Floor  
Memphis, TN 38166-0300  
Contract #475450-95-B-0223  
Contract Amount: \$328,051.69  
Date of Award: 07/06/95

**United States Postal Service**  
701 Loyola Avenue  
New Orleans, LA 70113-9991  
Contract #216569-95-P-0110  
Lighting Retrofit  
Chef Mentuer Station  
Contract Amount: \$14,702.70  
Date of Award: 07/28/95

**United States Postal Service**  
701 Loyola Avenue  
New Orleans, LA 70113-9991  
Contract #216569-95-P-0109  
Lighting Retrofit Project  
Metarie Min Post Office

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**Contract Amount: \$32,749.35**

**General Services Administration  
401**

**West Peachtree Street  
Atlanta, GA 30365-2550  
Contract #GS-04P-95-EVC-0232  
Lighting Retrofit - Federal  
Building  
Greenville, MS**

**Contract Amount: \$129,863.31  
Date of Award: 09/28/95**

**Department of the Navy  
100 Annex Road, Suite 101  
Biloxi, MS 39531-3111  
Contract Amount: \$138,024.46  
Date of Award: 09/11/95**

**Trustmark National Bank  
P. O. Box 291  
East Capitol Street  
Jackson, MS 39205  
Lighting Retrofit for Main  
Building  
14 Floors and Penthouse**

**Sunbeam Manufacturing  
Waynesboro, MS  
Lighting Retrofit  
Manufacturing Plant & Offices**

**Browning Ferris, Inc.  
1035 Old Brandon Road  
Flowood, MS 39208  
Lighting Retrofit**

**Grand Casino  
3215 West Beach Boulevard  
Gulfport, MS 39501  
Lighting Retrofit**

**Sunbeam Manufacturing  
Bay Springs, MS 39422  
Lighting Retrofit  
Manufacturing Plant & Offices**

**UMC Medical Center  
2500 North State Street  
Jackson, MS 39216  
Relapment of University  
Hospital**

**Sunbeam Manufacturing  
North Bay Springs, MS 39422  
Lighting Retrofit  
Manufacturing Plant & Offices**

**Deposit Guaranty National Bank  
Operations Center  
4855 I-55 North Frontage Road  
Jackson, MS 39206**

**Lighting Retrofit**

**Sunbeam Manufacturing  
Shubuta, MS  
Lighting Retrofit  
Manufacturing Plant & Offices**

**Deposit Guaranty National Bank  
Plaza Building  
210 East Capitol Street  
Jackson, MS 39205  
Lighting Retrofit for Main  
Building  
Picayune School District  
Picayune, MS  
Project Price: \$422,222.43**

**Union School District  
Union, MS  
Project Price: \$98060.53**

**Howard Industries  
Laurel, MS  
Lighting Retrofit  
Main Offices & Plant Area**

**Ocean Springs Community Center  
Ocean Springs, MS  
Lighting Retrofit**

**Bailey Lumber Company  
Ocean Springs, MS  
Lighting Retrofit**

**Naval Retirement Home  
Biloxi, MS  
Lighting Retrofit  
11 Floors**

**Miramar Nursing Home  
Pass Christian, MS  
Lighting Retrofit**

**Mississippi Power Company  
Various Locations Within  
District  
Lighting Retrofit Labor**

**Lamar Elementary & High School  
Meridian, MS  
Lighting Retrofit**

**Wayne Academy  
Waynesboro, MS  
Lighting Retrofit of Classrooms  
and Lighting Upgrade of Gym**

**Biloxi Schools  
Biloxi, MS**

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**Fixture Replacement in three  
Elementary Schools, Junior High  
and High Schools**

**15<sup>th</sup> Street Baptist Church  
Meridian, MS  
Lighting Retrofit**

**Keesler Air Force Base  
Biloxi, MS  
Lighting Retrofit for the base  
Hospital**

**Sunflower Food Store  
Hattiesburg, MS  
Lighting Retrofit**

**Western Auto  
Waynesboro, MS  
Lighting Retrofit**

**Paul Mack Pontiac  
Jackson, MS  
Lighting Retrofit**

**Gold's Gym  
Jackson, MS  
Lighting Retrofit**

**Bank Plus  
Poplarville, MS  
Lighting Retrofit**

**McDonald's (Various Locations)  
Gulf Coast of Mississippi  
Lighting Retrofit**

**Seller's Motors  
Meridian, MS  
Lighting Retrofit**

**Raney Supermarket  
Butler, AL  
Lighting Retrofit**

**Shell Mini-Mart  
Hattiesburg, MS  
Lighting Retrofit**

**Smith Petroleum  
Hattiesburg, MS  
Lighting Retrofit**

**Citgo Truck Stop  
Hattiesburg, MS  
Lighting Retrofit**

**Jackson State University  
Lighting Retrofit  
Jackson, MS**

**BCP Corp**

**Lighting Retrofit  
Richton, MS**

**Miss Point Schools  
Lighting Retrofit  
Miss Point, MS**

**Mississippi Air National Guard  
Lighting Retrofit  
Gulfport, MS**

**Lumberton School District  
Lighting Retrofit  
Lumberton, MS**

**Coast Guard  
Lighting Retrofit  
Mobile, AL**

**Harrison County School District  
Lighting Retrofit for 3 schools  
Gulfport, MS**

**City of Ellisville  
Lighting Retrofit  
Ellisville, MS**

**West Jasper School District  
Lighting Retrofit  
Bay Springs, MS**

**William Carey College  
Lighting Retrofit  
Gulfport, MS and Hattiesburg, MS**

**Hattiesburg School District  
Lighting Retrofit  
Hattiesburg, MS**

**Pascagoula School District  
Lighting Retrofit  
Pascagoula, MS**

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