



May 3, 2012

Mr. Michael Winka
Director – Office of Clean Energy
State of New Jersey
Board of Public Utilities
44 S. Clinton Ave.
PO Box 350
Trenton, NJ08625-0350

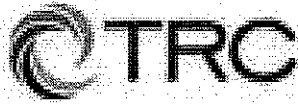
**Re: Contract #A67053 – Commercial & Industrial Market Manager
Proposed C&I Program Changes for 2012 School Lighting Initiative**

Dear Mr. Winka:

In April 2012 TRC submitted a high level summary of a proposal to provide additional incentives for the replacement of T12 lighting fixtures in schools. TRC is submitting this letter to provide additional details regarding the proposed C&I Program changes for 2012 associated with a T12 School Lighting Initiative. These proposed changes have been discussed at recent Program Coordinator's Meetings as well as Energy Efficiency Committee meetings. These changes are included in the proposed 2012 C&I Compliance Filing dated May 3, 2012.

The Schools Lighting Initiative will provide for the replacement of T-12 fixtures in public and private K-12 schools in New Jersey who contribute to the Societal Benefits Charge Fund. This is not a separate program, but will be incorporated into Direct Install (DI) and Pay for Performance (P4P) programs as well as be available as a New Jersey SmartStart Building Prescriptive Equipment Incentive. The following bullets summarize the initiative:

- This initiative is intended to cover up to 100% of the cost of T12 fixture replacement in K-12 public and private schools inclusive of all costs, including, but not limited to material, labor at Prevailing Wage rates, permits, proper disposal of equipment removed in compliance with all state and federal guidelines.
- Incentives will vary depending on fixture type but will be consistent across all Programs. See the attached spreadsheet for fixture types and proposed incentive levels.
- LED, induction and HID fixtures are excluded from this offering.
- Funding will be available on a first come, first served basis with a funding allocation of \$6 million.



- TRC may conduct 100% pre and post inspection of all projects.
- A supplemental application package will be available to be included with existing program application documents.
- All existing program and submission eligibility requirements will be maintained.
- For all programs, an incentive true-up will occur once final invoicing has been submitted and reviewed by TRC, not to exceed the original commitment of the program.

Integration into Existing Programs

New Jersey SmartStart Buildings Prescriptive Lighting

- Applicants shall submit an Excel-based specific worksheet, developed by TRC, will be submitted along with the original application for the T12 fixture replacements.
- Applicants shall submit a detailed line-by-line audit for all T12 fixtures to be replaced.
- A pricing breakdown must also be provided that includes material, labor, permits, and the cost of proper equipment disposal in compliance with all state and federal guidelines.

Direct Install

The existing DI Energy Assessment Tool will be revised to account for the enhanced incentives for T12 fixture replacement. The only change to the DI program is that the Program will pay 100% of the cost of replacing T12's in schools instead of the standard 70% of cost incentive.

Pay-for-Performance

- Consistent with SmartStart Prescriptive Lighting, the same Excel based tool discussed above will be utilized for the P4P Program, which will include a detailed line-by-line audit for all T12 fixtures to be replaced.
- Program Partners working on behalf of K-12 public and private schools will be required to submit only T12 fixture replacements on this specific worksheet. All other eligible lighting measures may be included in the Energy Reduction Plan, however, T12 fixture replacements should be itemized separately from other lighting measures.
- Savings from T12 fixture replacements will count towards overall program savings (i.e. 15% or more), which will then determine incentive levels. However, the kWh savings from the T12 fixtures will not count towards or be included in the calculation of Incentive #2 or Incentive #3. Partners shall utilize estimated savings from the T12s for the purpose of calculating the non-T12 energy savings used to calculate Incentive #2. Partners will need to outline their plan for estimating actual T12 kWh savings for the purposes of determining Incentive #3.



- The 100% cost of T12 fixture replacement portion of the incentive will be paid in full with the Incentive #2 payment.
- A pricing breakdown must also be provided that includes material, labor, permits, and the cost of proper equipment disposal in compliance with all state and federal guidelines.
- Partner may choose not to pursue the T12 incentive in lieu of standard Pay for Performance incentives.

We are available at your convenience should you wish to discuss any of the proposed changes listed above.

Very truly yours,
TRC Energy Services

A handwritten signature in black ink, appearing to read "Francis X. Reilly, Jr.", written over a horizontal line.

Francis X. Reilly, Jr.
Senior Vice President

Cc: M. Mosser, BPU
M. Ambrosio, AEG
D. Zukas, TRC
C. Teter, TRC

Attachment

Schools Lighting Initiative

Proposed Fixture Types and Incentive

Incentive is expected to cover 100% of the installed cost. This cost include, but is not limited to: all material, labor at prevailing wage rates, permits, and proper disposal of equipment removed

Fixture Type	Lamp Length	New Description	Incentive Amounts			
			12' or less above floor elevation	Greater than 12' above floor elevation	Greater than 16' above floor elevation	
Highbay	4ft Linear	Fluorescent, (3) 48" T-5	\$ 334.48	\$ 360.32	\$ 388.85	
		Fluorescent, (4) 48" T-5	\$ 340.01	\$ 365.85	\$ 394.38	
		Fluorescent, (3) 48" T-5 HO	\$ 331.60	\$ 357.45	\$ 385.98	
		Fluorescent, (4) 48" T-5 HO	\$ 336.17	\$ 362.02	\$ 390.55	
		Fluorescent, (6) 48" T-5 HO	\$ 348.60	\$ 374.44	\$ 402.97	
		Fluorescent, (8) 48" T-5 HO	\$ 349.99	\$ 375.83	\$ 404.36	
		Fluorescent, (10) 48" T-5 HO	\$ 391.54	\$ 417.38	\$ 445.91	
		Fluorescent, (12) 48" T-5 HO	\$ 423.89	\$ 449.74	\$ 478.27	
		Fluorescent, (3) 48" T-8	\$ 269.15	\$ 294.99	\$ 323.52	
		Fluorescent, (4) 48" T-8	\$ 302.64	\$ 328.49	\$ 357.02	
		Fluorescent, (5) 48" T-8	\$ 307.53	\$ 333.38	\$ 361.90	
		Fluorescent, (6) 48" T-8	\$ 329.92	\$ 355.77	\$ 384.30	
		Fluorescent, (8) 48" T-8	\$ 331.56	\$ 357.41	\$ 385.94	
		Fluorescent, (10) 48" T-8	\$ 350.55	\$ 376.40	\$ 404.93	
Fluorescent, (12) 48" T-8	\$ 356.97	\$ 382.82	\$ 411.35			
Industrial Strip	2ft Linear	Fluorescent, (1) 24" T-8	\$ 187.66	\$ 209.40	\$ 232.83	
		Fluorescent, (2) 24" T-8	\$ 190.85	\$ 212.59	\$ 236.02	
		Fluorescent, (3) 24" T-8	\$ 194.05	\$ 215.79	\$ 239.22	
		Fluorescent, (4) 24" T-8	\$ 201.25	\$ 222.99	\$ 246.42	
	3ft Linear	Fluorescent, (1) 36" T-8	\$ 191.66	\$ 213.40	\$ 236.83	
		Fluorescent, (2) 36" T-8	\$ 194.86	\$ 216.60	\$ 240.03	
		Fluorescent, (3) 36" T-8	\$ 204.43	\$ 226.17	\$ 249.60	
		Fluorescent, (4) 36" T-8	\$ 207.63	\$ 229.37	\$ 252.80	
		Fluorescent, (6) 36" T-8	\$ 219.30	\$ 241.04	\$ 264.47	
		Fluorescent, (8) 36" T-8	\$ 229.97	\$ 252.71	\$ 276.14	
	4ft Linear	Fluorescent, (1) 48" T-5	\$ 210.27	\$ 232.01	\$ 255.44	
		Fluorescent, (2) 48" T-5	\$ 249.08	\$ 270.82	\$ 294.25	
		Fluorescent, (3) 48" T-5	\$ 260.23	\$ 281.96	\$ 305.39	
		Fluorescent, (4) 48" T-5	\$ 265.75	\$ 287.49	\$ 310.92	
		Fluorescent, (1) 48" T-5 HO	\$ 210.27	\$ 232.01	\$ 255.44	
		Fluorescent, (2) 48" T-5 HO	\$ 247.16	\$ 268.90	\$ 292.33	
		Fluorescent, (3) 48" T-5 HO	\$ 254.47	\$ 276.21	\$ 299.64	
		Fluorescent, (4) 48" T-5 HO	\$ 259.04	\$ 280.78	\$ 304.21	
		Fluorescent, (1) 48" T-8	\$ 189.38	\$ 211.12	\$ 234.55	
		Fluorescent, (2) 48" T-8	\$ 193.51	\$ 215.25	\$ 238.68	
		Fluorescent, (3) 48" T-8	\$ 202.78	\$ 224.52	\$ 247.95	
		Fluorescent, (4) 48" T-8	\$ 205.43	\$ 227.16	\$ 250.59	
		Fluorescent, (1) 60" T-5	\$ 247.16	\$ 268.90	\$ 292.33	
		Fluorescent, (2) 60" T-5	\$ 255.23	\$ 276.97	\$ 300.40	
	5ft Linear	Fluorescent, (3) 60" T-5	\$ 261.92	\$ 283.66	\$ 307.09	
		Fluorescent, (4) 60" T-5	\$ 264.26	\$ 286.00	\$ 309.43	
		Fluorescent, (1) 60" T-5 HO	\$ 247.16	\$ 268.90	\$ 292.33	
		Fluorescent, (2) 60" T-5 HO	\$ 255.23	\$ 276.97	\$ 300.40	
		Fluorescent, (1) 60" T-8	\$ 197.25	\$ 218.99	\$ 242.42	
		Fluorescent, (2) 60" T-8	\$ 206.03	\$ 227.77	\$ 251.20	
		Fluorescent, (3) 60" T-8	\$ 247.44	\$ 269.18	\$ 292.61	
		Fluorescent, (4) 60" T-8	\$ 253.08	\$ 274.82	\$ 298.25	
		Fluorescent, (2) 96" T-8	\$ 216.29	\$ 238.03	\$ 261.46	
		Fluorescent, (3) 96" T-8	\$ 220.45	\$ 242.19	\$ 265.62	
8ft Linear	Fluorescent, (4) 96" T-8	\$ 243.91	\$ 265.64	\$ 289.08		
	Fluorescent, (6) 96" T-8	\$ 289.41	\$ 311.14	\$ 334.58		
	Fluorescent, (1) 6" T-8, U-Tube	\$ 259.35	\$ 281.09	\$ 304.28		
	Fluorescent, (2) 6" T-8, U-Tube	\$ 265.20	\$ 286.94	\$ 310.12		
	Fluorescent, (3) 6" T-8, U-Tube	\$ 281.97	\$ 303.70	\$ 326.89		
	Fluorescent, (3) 24" T-5	\$ 269.33	\$ 291.07	\$ 314.25		
Recessed Troffer Parabolic	2ft Linear	Fluorescent, (4) 24" T-5	\$ 279.80	\$ 301.54	\$ 324.72	
		Fluorescent, (2) 24" T-8	\$ 227.73	\$ 249.46	\$ 272.65	
		Fluorescent, (3) 24" T-8	\$ 232.39	\$ 254.12	\$ 277.31	
		Fluorescent, (4) 24" T-8	\$ 237.05	\$ 258.79	\$ 281.97	
		Fluorescent, (1) 48" T-5	\$ 241.98	\$ 263.72	\$ 286.90	
		Fluorescent, (2) 48" T-5	\$ 247.51	\$ 269.25	\$ 292.43	
			Fluorescent, (3) 48" T-5	\$ 253.93	\$ 275.67	\$ 298.85
			Fluorescent, (4) 48" T-5	\$ 257.61	\$ 279.35	\$ 302.53
			Fluorescent, (1) 48" T-5 HO	\$ 236.23	\$ 257.96	\$ 281.15

	4ft Linear	Fluorescent, (2) 48" T-5 HO	\$ 240.80	\$ 262.53	\$ 285.72	
		Fluorescent, (3) 48" T-5 HO	\$ 253.93	\$ 275.67	\$ 298.85	
		Fluorescent, (4) 48" T-5 HO	\$ 255.70	\$ 277.43	\$ 300.62	
		Fluorescent, (1) 48" T-8	\$ 208.83	\$ 230.57	\$ 253.75	
		Fluorescent, (2) 48" T-8	\$ 212.96	\$ 234.70	\$ 257.88	
		Fluorescent, (3) 48" T-8	\$ 219.96	\$ 241.70	\$ 264.88	
		Fluorescent, (4) 48" T-8	\$ 218.01	\$ 239.75	\$ 262.93	
Recessed Troffer Prismatic	U-Tube	Fluorescent, (1) 6" T-8, U-Tube	\$ 249.08	\$ 270.82	\$ 294.01	
		Fluorescent, (2) 6" T-8, U-Tube	\$ 256.82	\$ 278.55	\$ 301.74	
		Fluorescent, (3) 6" T-8, U-Tube	\$ 269.71	\$ 291.45	\$ 314.64	
	2ft Linear	Fluorescent, (3) 24" T-5	\$ 259.88	\$ 281.62	\$ 304.81	
		Fluorescent, (4) 24" T-5 HO	\$ 270.35	\$ 292.09	\$ 315.28	
		Fluorescent, (2) 24" T-8	\$ 204.44	\$ 226.17	\$ 249.36	
		Fluorescent, (3) 24" T-8	\$ 207.09	\$ 228.83	\$ 252.01	
		Fluorescent, (4) 24" T-8	\$ 211.75	\$ 233.49	\$ 256.68	
		Fluorescent, (1) 48" T-5	\$ 210.49	\$ 232.23	\$ 255.41	
	48	Fluorescent, (2) 48" T-5	\$ 237.54	\$ 259.28	\$ 282.46	
		Fluorescent, (3) 48" T-5	\$ 248.17	\$ 269.90	\$ 293.09	
		Fluorescent, (4) 48" T-5	\$ 243.07	\$ 264.81	\$ 287.99	
		Fluorescent, (1) 48" T-5 HO	\$ 210.49	\$ 232.23	\$ 255.41	
		Fluorescent, (2) 48" T-5 HO	\$ 231.79	\$ 253.52	\$ 276.71	
		Fluorescent, (3) 48" T-5 HO	\$ 246.25	\$ 267.99	\$ 291.17	
		Fluorescent, (4) 48" T-5 HO	\$ 236.36	\$ 258.09	\$ 281.28	
		Fluorescent, (1) 48" T-8	\$ 189.10	\$ 210.84	\$ 234.03	
		Fluorescent, (2) 48" T-8	\$ 193.23	\$ 214.97	\$ 238.15	
		Fluorescent, (3) 48" T-8	\$ 200.23	\$ 221.97	\$ 245.16	
		Fluorescent, (4) 48" T-8	\$ 204.36	\$ 226.10	\$ 249.28	
		3ft Linear	Fluorescent, (1) 24" T-5 HO	\$ 181.93	\$ 203.67	\$ 227.10
			Fluorescent, (2) 24" T-5 HO	\$ 186.67	\$ 208.41	\$ 231.84
	Fluorescent, (3) 24" T-5 HO		\$ 196.53	\$ 218.27	\$ 241.70	
	Fluorescent, (1) 24" T-8		\$ 167.72	\$ 189.46	\$ 212.89	
	Fluorescent, (2) 24" T-8		\$ 174.74	\$ 196.48	\$ 219.91	
	Fluorescent, (3) 24" T-8		\$ 183.32	\$ 205.05	\$ 228.48	
	Fluorescent, (4) 24" T-8		\$ 191.52	\$ 213.26	\$ 236.69	
	Fluorescent, (1) 36" T-5		\$ 185.69	\$ 207.42	\$ 230.85	
	Fluorescent, (2) 36" T-5		\$ 186.67	\$ 208.41	\$ 231.84	
	Fluorescent, (3) 36" T-5		\$ 191.49	\$ 213.23	\$ 236.66	
	Fluorescent, (4) 36" T-5		\$ 200.77	\$ 222.51	\$ 245.94	
	Fluorescent, (1) 36" T-5 HO		\$ 185.69	\$ 207.42	\$ 230.85	
Fluorescent, (2) 36" T-5 HO	\$ 186.67		\$ 208.41	\$ 231.84		
Fluorescent, (3) 36" T-5 HO	\$ 191.49		\$ 213.23	\$ 236.66		
Fluorescent, (4) 36" T-5 HO	\$ 207.99		\$ 229.73	\$ 253.16		
Fluorescent, (1) 36" T-8	\$ 171.73		\$ 193.46	\$ 216.90		
Fluorescent, (2) 36" T-8	\$ 178.75		\$ 200.49	\$ 223.92		
Fluorescent, (3) 36" T-8	\$ 188.32		\$ 210.06	\$ 233.49		
Fluorescent, (4) 36" T-8	\$ 189.39		\$ 211.12	\$ 234.56		
Fluorescent, (6) 36" T-8	\$ 196.33		\$ 218.06	\$ 241.49		
4ft Linear	Fluorescent, (1) 48" T-5		\$ 240.25	\$ 261.98	\$ 285.41	
	Fluorescent, (2) 48" T-5		\$ 251.39	\$ 273.13	\$ 296.56	
	Fluorescent, (3) 48" T-5		\$ 254.41	\$ 276.15	\$ 299.58	
	Fluorescent, (4) 48" T-5		\$ 256.92	\$ 278.66	\$ 302.09	
	Fluorescent, (1) 48" T-5 HO	\$ 187.30	\$ 209.04	\$ 232.47		
	Fluorescent, (2) 48" T-5 HO	\$ 238.33	\$ 260.06	\$ 283.50		
	Fluorescent, (3) 48" T-5 HO	\$ 245.64	\$ 267.37	\$ 290.81		
	Fluorescent, (4) 48" T-5 HO	\$ 250.21	\$ 271.94	\$ 295.38		
	Fluorescent, (1) 48" T-8	\$ 171.01	\$ 192.74	\$ 216.17		
	Fluorescent, (2) 48" T-8	\$ 175.13	\$ 196.87	\$ 220.30		
	Fluorescent, (3) 48" T-8	\$ 186.67	\$ 208.41	\$ 231.84		
	Fluorescent, (4) 48" T-8	\$ 189.31	\$ 211.05	\$ 234.48		
	5ft Linear	Fluorescent, (1) 60" T-5	\$ 238.33	\$ 260.06	\$ 283.50	
Fluorescent, (2) 60" T-5		\$ 251.04	\$ 272.78	\$ 296.21		
Fluorescent, (3) 60" T-5		\$ 253.08	\$ 274.82	\$ 298.25		
Fluorescent, (4) 60" T-5		\$ 260.07	\$ 281.80	\$ 305.24		
Fluorescent, (1) 60" T-5 HO		\$ 238.33	\$ 260.06	\$ 283.50		
Fluorescent, (2) 60" T-5 HO		\$ 251.04	\$ 272.78	\$ 296.21		
Fluorescent, (1) 60" T-8		\$ 201.55	\$ 223.29	\$ 246.72		
Fluorescent, (2) 60" T-8		\$ 205.23	\$ 226.96	\$ 250.40		
Fluorescent, (3) 60" T-8		\$ 219.39	\$ 241.13	\$ 264.56		
Fluorescent, (4) 60" T-8		\$ 223.07	\$ 244.81	\$ 268.24		
8ft Linear	Fluorescent, (2) 96" T-8	\$ 204.27	\$ 226.01	\$ 249.44		
	Fluorescent, (3) 96" T-8	\$ 209.42	\$ 231.16	\$ 254.59		

		1ft Linear	Fluorescent, (4) 96" T-8	\$ 240.55	\$ 262.29	\$ 285.72
			Fluorescent, (6) 96" T-8	\$ 284.94	\$ 306.67	\$ 330.10
Surface Troffer Parabolic	U-Tube		Fluorescent, (1) 6" T-8, U-Tube	\$ 273.59	\$ 295.32	\$ 318.51
			Fluorescent, (2) 6" T-8, U-Tube	\$ 283.87	\$ 305.61	\$ 328.79
			Fluorescent, (3) 6" T-8, U-Tube	\$ 290.35	\$ 312.09	\$ 335.27
	2ft Linear		Fluorescent, (3) 24" T-5	\$ 289.74	\$ 311.48	\$ 334.66
			Fluorescent, (4) 24" T-5	\$ 300.21	\$ 321.95	\$ 345.13
			Fluorescent, (2) 24" T-8	\$ 273.35	\$ 295.09	\$ 318.28
			Fluorescent, (3) 24" T-8	\$ 276.55	\$ 298.29	\$ 321.47
	4ft Linear		Fluorescent, (4) 24" T-8	\$ 346.70	\$ 368.44	\$ 391.63
			Fluorescent, (1) 48" T-5	\$ 283.50	\$ 305.24	\$ 328.42
			Fluorescent, (2) 48" T-5	\$ 291.91	\$ 313.64	\$ 336.83
			Fluorescent, (3) 48" T-5	\$ 297.44	\$ 319.17	\$ 342.36
			Fluorescent, (4) 48" T-5	\$ 349.96	\$ 371.70	\$ 394.88
			Fluorescent, (1) 48" T-5 HO	\$ 281.58	\$ 303.32	\$ 326.50
			Fluorescent, (2) 48" T-5 HO	\$ 286.15	\$ 307.89	\$ 331.07
			Fluorescent, (3) 48" T-5 HO	\$ 290.72	\$ 312.46	\$ 335.64
			Fluorescent, (4) 48" T-5 HO	\$ 349.96	\$ 371.70	\$ 394.88
			Fluorescent, (1) 48" T-8	\$ 300.68	\$ 322.42	\$ 345.60
			Fluorescent, (2) 48" T-8	\$ 235.69	\$ 257.43	\$ 280.61
	Fluorescent, (3) 48" T-8	\$ 242.70	\$ 264.43	\$ 287.62		
	Fluorescent, (4) 48" T-8	\$ 246.82	\$ 268.56	\$ 291.75		
Surface Troffer Prismatic	U-Tube		Fluorescent, (1) 6" T-8, U-Tube	\$ 254.36	\$ 276.09	\$ 299.28
			Fluorescent, (2) 6" T-8, U-Tube	\$ 261.01	\$ 282.75	\$ 305.93
			Fluorescent, (3) 6" T-8, U-Tube	\$ 277.77	\$ 299.51	\$ 322.70
	2ft Linear		Fluorescent, (3) 24" T-5	\$ 264.61	\$ 286.35	\$ 309.53
			Fluorescent, (4) 24" T-5 HO	\$ 275.08	\$ 296.82	\$ 320.00
			Fluorescent, (2) 24" T-8	\$ 243.42	\$ 265.15	\$ 288.34
			Fluorescent, (3) 24" T-8	\$ 238.76	\$ 260.49	\$ 283.68
	4ft Linear		Fluorescent, (4) 24" T-8	\$ 248.08	\$ 269.81	\$ 293.00
			Fluorescent, (1) 48" T-5	\$ 250.99	\$ 272.73	\$ 295.91
			Fluorescent, (2) 48" T-5	\$ 258.37	\$ 280.11	\$ 303.29
			Fluorescent, (3) 48" T-5	\$ 266.78	\$ 288.51	\$ 311.70
			Fluorescent, (4) 48" T-5	\$ 272.30	\$ 294.04	\$ 317.23
			Fluorescent, (1) 48" T-5 HO	\$ 250.99	\$ 272.73	\$ 295.91
			Fluorescent, (2) 48" T-5 HO	\$ 256.45	\$ 278.19	\$ 301.37
			Fluorescent, (3) 48" T-5 HO	\$ 261.02	\$ 282.76	\$ 305.94
			Fluorescent, (4) 48" T-5 HO	\$ 265.59	\$ 287.33	\$ 310.51
			Fluorescent, (1) 48" T-8	\$ 221.51	\$ 243.24	\$ 266.43
			Fluorescent, (2) 48" T-8	\$ 225.63	\$ 247.37	\$ 270.55
	Fluorescent, (3) 48" T-8	\$ 232.64	\$ 254.37	\$ 277.56		
	Fluorescent, (4) 48" T-8	\$ 236.76	\$ 258.50	\$ 281.68		
Vapor Resistant	4ft Linear		Fluorescent, (1) 48" T-5	\$ 252.08	\$ 273.82	\$ 297.25
			Fluorescent, (2) 48" T-5	\$ 258.72	\$ 280.46	\$ 303.89
			Fluorescent, (3) 48" T-5	\$ 266.60	\$ 288.34	\$ 311.77
			Fluorescent, (4) 48" T-5	\$ 303.83	\$ 325.57	\$ 349.00
			Fluorescent, (1) 48" T-5 HO	\$ 252.08	\$ 273.82	\$ 297.25
			Fluorescent, (2) 48" T-5 HO	\$ 264.69	\$ 286.42	\$ 309.85
			Fluorescent, (3) 48" T-5 HO	\$ 264.72	\$ 286.45	\$ 309.88
			Fluorescent, (4) 48" T-5 HO	\$ 297.12	\$ 318.85	\$ 342.28
			Fluorescent, (1) 48" T-8	\$ 222.83	\$ 244.57	\$ 268.00
			Fluorescent, (2) 48" T-8	\$ 226.96	\$ 248.70	\$ 272.13
			Fluorescent, (3) 48" T-8	\$ 241.71	\$ 263.45	\$ 286.88
	Fluorescent, (4) 48" T-8	\$ 255.06	\$ 276.79	\$ 300.23		