



Customer Success:

Bethpage Library Project

“Our lighting project managers can provided considerable savings with rebates and competitive payback.”

Richard Curtin
Vice President of Sales
Aetna Electric

OBJECTIVES

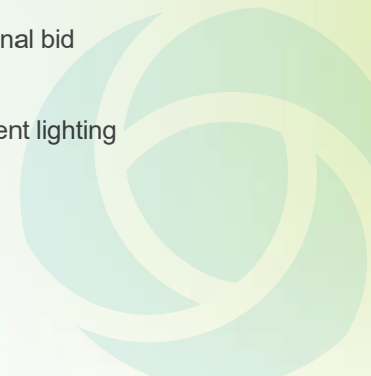
- Reduce ongoing maintenance costs
- Improve lighting quality
- Realize energy efficient savings

SOLUTION

- Energy-efficient lighting equipment
- Expert assistance with PSE&G rebates

RESULTS

- 33% savings in over original bid
- PSEG rebates
- High quality energy efficient lighting





The Bethpage Public Library in Nassau County is a vibrant community resource that not only provides books on loan, but also hosts many cultural activities, events, and educational programs.

With a history dating back to its organization in 1926 as the Central Park Free Library, the Bethpage Public Library has expanded its range of services over the decades and remains an important community social and learning hub.

Lighting Upgrade Drivers

With a building that is over 50 years old, Bethpage Public Library (BPL) sought out a solution that would improve lighting quality within the facility while reducing maintenance costs. When dealing with a dated system, challenges such as poor lighting quality and high maintenance costs can become an operating expense issue. The team at Aetna Electric provide cost-effective solutions that efficiently solve the challenges of navigating a lighting upgrade.

Sticker Shock

BPL launched a project to study the feasibility of upgrading to a modern, energy-efficient lighting system.

Aetna Electric, a Power-Flo Technologies company reviewed the proposed project and was able to offer a solution that aimed to solve BPL's lighting issues while offering cost saving rebates and long term energy savings.

"We have a lighting department staffed by experts in energy efficient lighting technologies, fixtures, and rebate programs" said Richard Curtin, Vice President of Sales at Aetna Electric.

"Right away we saw areas where we could improve the end result. In the end we saved BPL over 33% when compared to the alternative project estimates."

Multi-Faceted Savings

First, the company's lighting department did a complete energy audit and specification. Aetna's experts recommended swapping many of the originally specified fixtures for ones of equal or better quality that qualified for rebates.

Second, Aetna worked with BPL and PSE&G to gain pre-approval of the rebate before the project kicked off. Aetna secured additional rebates than would have been realized under the old plan. Unlike some providers, Aetna assists with all rebate documentation. Third, long term reduced energy forecasts show saving of over 30%.

Third, BPL was able to source all equipment from Aetna using a standard Nassau County contract vehicle. This provided great products for the project at the most favorable cost terms for BPL.

The Supplier Matters

Aetna's expert staff makes the difference. Many other suppliers can put together an estimate, but what sets Aetna Electric apart is their knowledge of programs and their vast product offering to maximize savings.

Aetna Electric is a Power-Flo Technologies company. All of our companies work together, have access to the same resources, and are fully equipped to deliver the supplies, services, and engineering solutions you need.

