

Market study to analyze remaining T12 lighting across Minnesota

While federal lighting standards have effectively phased out the manufacture of inefficient T12 fluorescent lighting, Minnesota utilities and others in the field continue to report significant levels of installed T12 lighting, especially in rural areas and small towns, and often in small businesses. These same businesses frequently have large stocks of spare T12 lamps, and T12 lamps are still carried by certain large home improvement stores, local hardware stores, and distributors across the state.

The goal of a recently awarded CARD grant, awarded to [Franklin Energy](#), is to quantify the amount of existing commercial T12 lighting that is still in operation by geographic region in Minnesota. Data will be collected in randomly chosen businesses by experienced energy auditors. This will provide statistically valid estimates of installed T12 lighting across five regions in Minnesota, segmented by business size:

- under 5,000 square feet
- 5,000 to 9,999 square feet
- 10,000 square feet or more

Business size is included as a dimension because different sized businesses typically require different programmatic approaches: for example, small to mid-sized businesses may require more of a “turnkey” approach to make it easy to participate, whereas large businesses may require less hand-holding and more of an incentive-based approach. This research will give utilities targeted technical and economic data on the amount of achievable energy savings from programs that promote early replacement of inefficient T12 lamps with more efficient options, as well as recycling of stockpiled T12 lamps to prevent their installation at some future date.

With the exponential growth of the LED lighting market, today’s business customer faces a myriad of lighting options, technical jargon, and competing performance claims that can be overwhelming, especially for small business owners that are often stretched thin. At the same time, new energy codes and standards have eroded the savings that utilities can claim from traditional energy efficiency measures. Therefore, getting clear and consistent information on the remaining T12 lamps will help utilities generate the greatest amount of energy savings for their customers while meeting their energy efficiency standard.

The final report of this project is due by April 2017. For more information on this project, contact project manager [Mark Garofano](#) or CARD program administrator [Mary Sue Lobenstein](#).



GDS plans to work with utility representatives across Minnesota to identify 21 potential test farms—seven of each in the dairy, hog, and poultry industries—for energy monitoring. (Photo by Fritz Ebinger)