



Bright Opportunities: National Grid Rhode Island C&I Upstream Lighting Program

Frequently Asked Questions for End-Users

1. What is goal of the program?

The goal of the program is to transform the market from less efficient incandescent lamps to more efficient LED technology. National Grid has partnered with electrical distributors to offer the design community, architects, contractors, and commercial lighting customers high quality LED directional lamps at a comparable cost to conventional lamps.

2. How does the program work?

The higher cost of eligible LED lamps is paid directly to the distributor by National Grid. In effect, you will be able to purchase premium technology at comparable cost to conventional standard wattage products.

3. What are the incentives to the distributors?

Lamp Type	Current Incentive to Distributors
Linear Fluorescent Lamp	
Reduced Wattage 28 watt T8 lamp	\$1.00
Reduced Wattage 47-51 watt T5HO lamp	\$1.25
Reduced Wattage 25 watt T8 lamp	\$1.00
Reduced Wattage 25-28 watt T8 U-Bend lamp	\$1.00
LED Replacement Lamp	
MR-16 (bi-pin or GU-10)	\$15.00
PAR16	\$15.00
PAR20	\$15.00
PAR30 or BR30	\$30.00
PAR38 or BR40	\$35.00
A-lamp	\$15.00
Decorative Lamp (including G and B shapes)	\$10.00

Prices to the consumer will vary according to the buying power of the distributor.

4. Who are Eligible Customers for this program?

Eligible Customers are businesses in Rhode Island. An Eligible Customer is one who receives electrical service under a non-residential rate class from any electric utility in the state. Qualifying products must be installed and operated at the Eligible Customer’s facility or premises.

5. Which customers are not eligible?

Sales of qualifying equipment to the following businesses are not eligible for participation in the Rhode Island Upstream Lighting Program:

- Residential customers
- Businesses located outside Rhode Island
- Sales to businesses participating in a National Grid Rhode Island Small Business / Direct Install (DI) project.

6. Can lamps ordered under this program be used for a project outside Rhode Island?

All discounted lamps through the program must be installed in Rhode Island.

7. Will National Grid conduct site inspections?

Yes, National Grid or its agent will conduct site inspections to verify the accuracy of the sales data including customer site location, quantity and type of qualifying lamps etc.

8. Which lamps are eligible for the program?

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Decorative Lamp (including G and B shapes)

Note: Additional technologies may be added in the future. All Products must be listed on eligible products lists to be sold at a discounted rate.

9. What are the benefits of these lamps?

The eligible LED replacement lamps save money in three ways:

- i. Lower utility bills
- ii. Fewer replacement products, and
- iii. Reduced labor costs

LEDs provide up to 80% energy and cost savings, last at least 10 times longer than traditional lamps, and produce less heat output for greater customer comfort and lower A/C costs. LED directional lamps also provide the same high-quality natural color lighting for product display as conventional halogen lamps. All eligible LED lamps provide excellent CRI (Color Rendering Index) and instant-on capability. Moreover, LEDs do not contain toxic materials such as mercury or lead. Many of these lamps are also dimmable.

10. What are the typical applications?

LED directional lamps are excellent substitutes for conventional halogen lamps typically used for spot and track lighting applications in retail stores, restaurants, hotels, museums and galleries.

Note: Consult manufacturer's literature for additional product information and technical requirements

11. Is there a list of eligible lamps?

Yes, visit www.nationalgridus.com/riupstream for a link to the program. Then, click on the list of eligible lamps.

12. How will this effect customer participation in incentive programs? Will a customer still be eligible for the same incentives?

Current downstream incentives for LED lamps **will be eliminated** with the launch of this program. The incentive will be moved upstream.

13. Is there a list of participating distributors?

Yes, visit www.nationalgridus.com/riupstream for a link to the program.

14. Can I order spare lamps?

No. The number of lamps purchased should not exceed the number of sockets where they will be installed. All lamps purchased through this program should be installed soon after sale. As a reminder, National Grid or its agent will be conducting site verifications and

if it finds that many bulbs are not being installed, the program may end or the rebates may be substantially reduced.

15. Where can I find more information about the program?

Visit www.nationalgridus.com/riupstream for more details.