



## CASE STUDY

### Staples Warehouse Hanover, Maryland

In July 2008, Staples acquired Corporate Express, one of the world's leading suppliers of office products to businesses and institutions. Following the acquisition, Staples contracted with GreenTech Energy Services to install energy efficiency systems in former Corporate Express facilities, raising them to the same standards as other Staples' facilities.

Lights in the company's 200,000-square-foot warehouse in Hanover, MD, were primarily 400-watt metal halides without sensor controls, operating 24 hours a day, 5 days a week. GreenTech replaced those fixtures with state-of-the-art T5 fluorescent lamps, which effectively maintain light levels in areas with high ceilings. In addition, sensors were installed in all aisles, and office fixtures were re-lamped with 28-watt T8's.

The retrofit enhanced the quality and level of lighting throughout the facility, lowered energy usage and costs, and reduced life-cycle costs. Employees also report that spaces appear brighter and more evenly lit, with less glare and flickering. The program is expected to pay for itself in a year and a half.

THE SAVINGS	
Total Program Costs	\$184,052
Total Payback Period	1.5 years
KW Saved	117
KWH Saved	901,086
Energy Savings	\$94,614
Operational Savings	\$5,522
Total Savings	\$100,136

ENVIRONMENTAL IMPACT	
Reduction in Carbon Dioxide (pounds)	1,351,629
Reduction in Sulfur Dioxide (grams)	5,046,081
Reduction in Nitrogen Oxide (grams)	2,252,715



**“The associates are very happy with the retrofit. They report that the lighting is brighter and as close to natural sunlight as you can get. The project itself ran very smoothly – Greentech worked around our schedules and completed the job quickly.”**

**Dan Hercher, Fulfillment  
Center Manager**

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