



FORTIS

CONSTRUCTION INC.

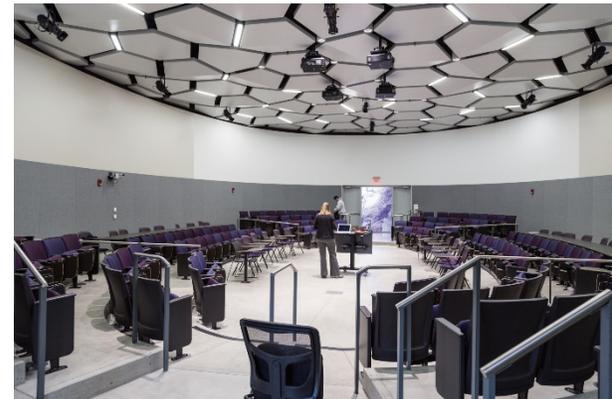
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Market Sectors

- Commercial
- Data Centers
- Healthcare
- Higher Education



- Major shift in the last two years
- LEDs have come down in price significantly
- In some cases, LEDs are even now cheaper to purchase than fluorescent lights
- We are even seeing longer warranties being offered for LED fixtures

- Two years ago, LED fixtures were a potential procurement issue
- Today, we are seeing no difference between the lead times for LEDs vs. Fluorescent fixtures
- Even with this, the procurement times for fixtures is still too long and consistently has an effect on construction schedules
- Commonly, fixtures with 12-week lead times are specified

- For the most part, most LED fixtures do not add labor cost versus traditional fluorescent fixtures
- The only exception is when remote drivers are part of a system — they add to the installation costs
- POE fixtures can have significant additional installation costs, requiring one dedicated CAT-5 cable per fixture