Case Study
Norfolk Southern Railway

Contractor:  Southern Lighting Company
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www.southernlightingcompany.com

Business situation
Initially, Norfolk Southern Railway (Norfolk Railway) located in Linwood, N.C., was interested in improving their electricity maintenance cost and achieving daylight quality lighting for their 24 hour Car Shop operation. They also were looking to install an energy efficient lighting solution that would reduce energy consumption and cut cost.

Technical situation
Car Shop: 400W HPS
Warehouse: 1000W and 400W Metal Halide

Solution
American Greenpower provided the Car Shop with an induction solution by completely replacing the 400W HPS High Bays with (40) 250W High-Bays and (6) 200W induction systems installed in new High Bay fixtures on a lower ceiling.

AGP also provided a retrofit solution to reduce energy consumption in the warehouse. 1000W HPS High-Bays were retrofitted with (60) 300W induction systems. The 400W Metal halide lamps and fixtures were also retrofitted with (93) 200W induction systems for an immediate energy savings of 60%.

Benefits
Norfolk Railway achieved their goals of cutting maintenance; achieving daylight quality lighting in the 24 hours Car Shop and improving energy efficiency by installing induction systems that immediately cut consumption by over 50% and achieved significant cost savings on electricity bills.

The AGP Retrofit solution of replacing traditional lighting with induction systems helped Norfolk reduce energy consumption and utility bill cost in the warehouse.

Due to the tremendous success of implementing an AGP recommended solution at the Linwood Car Shop and Warehouse, Norfolk Southern Railway also replaced and retrofitted traditional lighting at their facilities/operations in Pennsylvania, West Virginia, Alabama, New Jersey, Georgia, Indiana, Missouri, Ohio, Kentucky, Illinois and New York.

AGP has provided products for hundreds of cobra heads installations using our induction lighting systems. These systems are currently being used to illuminate railroad tracks in all the aforementioned states. (See photo)

Products and services American Greenpower used:
- AGP High-Bay fixtures
- AGP 250W Induction systems
- Shoe Box fixtures
- AGP 200W Induction systems
- AGP 300W Induction systems
- AGP 200W Induction systems
- AGP 200W Cobra Heads
- AGP Donut and Racetrack lamps

Southern Lighting Company Other Clients using AGP products

Grande Bay Resorts, US Virgin Islands
Banco Popular, St. Thomas