



CASE STUDY



55.6%
Energy Reduction

49
Fixtures Replaced

2.5 DAYS
Full Installation

Industrial Warehouse LED Retrofit

Jacksonville, Florida

THE CHALLENGE

When new tenants moved into a large industrial warehouse in Jacksonville, Florida, they inherited a lighting system that hadn't kept pace with the times. The facility—now home to an industrial metals and materials storage operation—was lit by 49 aging 400W metal halide fixtures. Light levels were poor, visibility was a daily frustration, and workers were navigating the aisles with headlamps and flashlights.

As the Electrical Contractor on the project, Brock Wallace of **Wallace Electric** completed a comprehensive site assessment, evaluating ceiling heights, analyzing existing circuits, and confirming that the facility's wiring infrastructure was well-positioned for a seamless LED upgrade.

"The lighting was cutting edge fifty years ago. But it no longer fits the bill."
— Brock Wallace, Wallace Electric | Jacksonville, FL

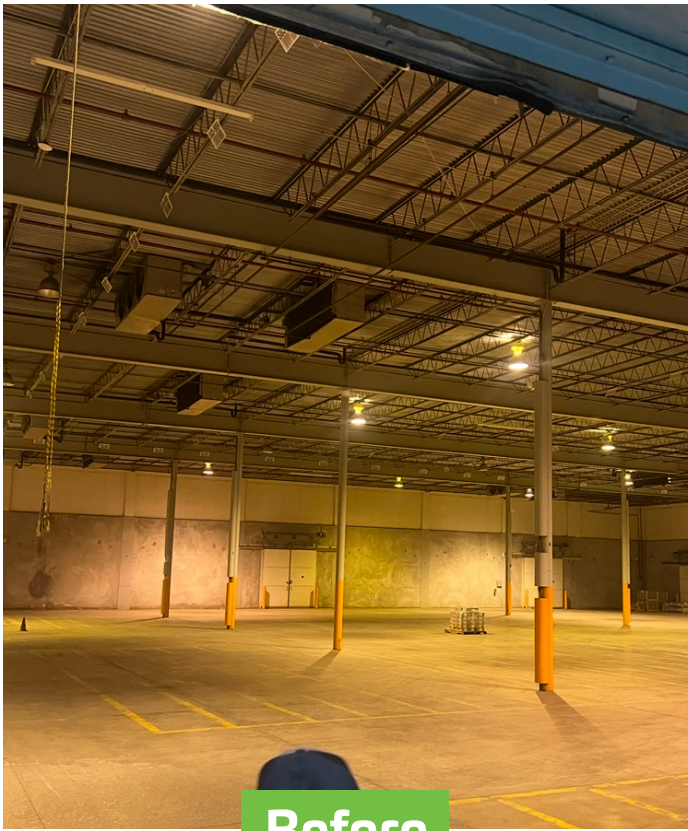
THE SOLUTION

For the lighting upgrade, Brock partnered with Clayton Rix at **Lamp Sales Unlimited**, a trusted local distributor. Clayton recommended the Eiko BAYE4, the latest-generation high-bay LED fixture engineered for installation flexibility. Integrated OpticSET, PowerSET, and ColorSET technology enables contractors to adjust beam distribution, light output, and color temperature on site via dip switch while ensuring each space receives the right light for the application.

Two wattage configurations were deployed based on task requirements:

Zone	EiKO Fixture	Wattage	Replaced
Primary Aisles	BAYE4-PS150-OS-8FCCT-HDIM	150/120/100W	400W Metal Halide
General / Secondary Aisles	BAYE4-PS240-OS-8FCCT-HDIM	240/200/150W	

"The BAYE4 comes with the whip already attached—it's a seamless conversion. The mounting hooks make it easy to hang. The fixture switching means that if the customer isn't happy with the output, I can adjust it right there on-site. The project was completed over approximately 2.5 days with minimal operational disruption."
— Brock Wallace, Wallace Electric



THE RESULT

55.6%
Energy Reduction
 From 400W metal halide -
 240W & 150W LED

2.5 DAYS
Full Installation
 49 fixtures without
 operational disruption

5×
Longer Fixture Life
 50,000+ hrs LED vs.
 100,000 hrs metal halide

+5
More Units Ordered
 Customer added BAYE4s
 to an adjacent building

Metric	Before	After	Result
Total Connected Load	19,600W (49 × 400W)	8,700W (15 × 240W + 34 × 150W)	55.6% reduction
Est. Annual Energy (12 hours/day × 260 days/year)	61,152 kWh	27,144 kWh	34,008 kWh saved
Est. Annual Energy Cost (@\$0.13/kWh)	\$7,950	\$3,529	\$4,421 saved/year
Fixture Lifespan	10,000 hrs (Metal Halide)	50,000+ hrs (LED)	5× longer life
Warranty	—	EiKO 5-Year	Full coverage

Energy estimates based on 15 fixtures at 240W and 34 fixtures at 150W, operating approximately 12 hours/day × 260 days/year. Energy cost calculated at \$0.13/kWh (Florida commercial average)

“When the lights came on, the first thing the customer said was: ‘We’re going to have to paint the floors and clean up.’ They were walking around with headlamps before. Now they can actually see.”

— Brock Wallace, Wallace Electric

ABOUT THE **PARTNERS**



About the Contractor

Wallace Electric Company LLC is a Jacksonville-based commercial and industrial electrical contractor with over 20 years of experience. The company is a signatory Local 177 IBEW/ NECA contractor serving small businesses, industrial facilities, and commercial properties across Northeast Florida.

wecojax.com | (904) 878-0508



About the Distributor

Lamp Sales Unlimited has served Northeast Florida as a trusted lighting distributor since 1984, with locations in Jacksonville and Orlando. A four-time consecutive IMARK Platinum Member, they offer full-service support: lighting supplies, expert consultation, retrofitting, and same-day delivery.

lampsalesunlimited.com

FEATURED PRODUCT

The Eiko BAYE4 is the latest-generation high-bay LED for industrial and commercial warehouse applications—engineered to make the contractor's job easier and give facility managers real flexibility from day one.



120-347V
277-480V



Integral Controls
Receptacle



Maximum
Rebates

NEMA 4X

Corrosion &
Chemical Resistant



Splash Zone
Rated

IP65

Dust & Water
Resistant

IK08

Impact
Resistant Lens

READY TO UPGRADE YOUR FACILITY?

Serving Jacksonville, FL and the surrounding area:
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