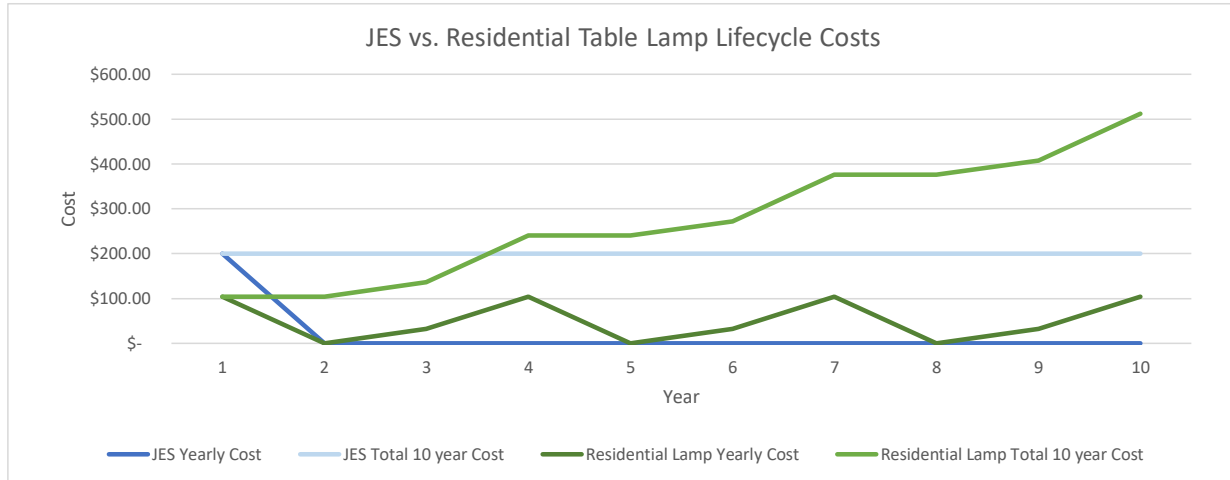


JES Lighting, Inc.
 - Unmatched Lifecycle Savings -



Heavy-Duty JES Table Lamp		
Year	Cost	Total Cost
1	\$ 200.00	\$ 200.00
2	\$ -	\$ 200.00
3	\$ -	\$ 200.00
4	\$ -	\$ 200.00
5	\$ -	\$ 200.00
6	\$ -	\$ 200.00
7	\$ -	\$ 200.00
8	\$ -	\$ 200.00
9	\$ -	\$ 200.00
10	\$ -	\$ 200.00
10 yr total	\$ 200.00	

Standard Residential-Grade Table Lamp		
Year	Cost	Total Cost
1	\$ 104.00	\$ 104.00
2	\$ -	\$ 104.00
3	\$ 32.00	\$ 136.00
4	\$ 104.00	\$ 240.00
5	\$ -	\$ 240.00
6	\$ 32.00	\$ 272.00
7	\$ 104.00	\$ 376.00
8	\$ -	\$ 376.00
9	\$ 32.00	\$ 408.00
10	\$ 104.00	\$ 512.00
10 yr total	\$ 512.00	



Assumptions:

- A residential-grade table lamp used in an institutional setting will need to be replaced every 3.5 years - MINIMUM
- A residential-grade, fabric lamp shade will need to be replaced every 2 years - MINIMUM
 - fabric lamp shades cannot be effectively washed - they will take dirt and oils into their pours over time
- Fabric lamp shades also represent fire and health hazards - their material does not have flame-retardant or anti-bacterial properties.

*JES Lighting, Inc. has industry-leading 10 year warranty on lamps AND shades

*Industry standard: 1 year warranty on lamps and 90 day warranty on shades

