

Lowe's Home Improvement stores have been helping their customers improve the places they call home for more than 60 years. Lowe's operates more than 1,680 stores nationwide and, because of their commitment to energy efficient fixtures and maintenance, is a two time winner of the Energy Star sustained Excellence award. In 2009 Stones River Electric began doing maintenance work on all exterior lighting, interior lighting, and exit/emergency signage for all of their Tennessee and Kentucky locations. Stones River joined forces with Cumberland Distributors to purchase and provide all of the products needed. Cumberland Distributors has multiple warehouse locations and large purchasing power, so they were able to get all of the materials in a timely manner at a low cost. This turnkey solution helped to grow the relationship to include 7 states encompassing 345 individual locations.

Lowe's requires all of their sales floors, backroom areas and parking lots be well lit and their emergency lighting, including all emergency exit signage, be fully operational at all times. Lowe's operates a variety of different lighting technologies including HID and fluorescent lamps, LED fixtures, parking lot pole fixtures and building wall packs. Under the agreement with Lowe's, Stones River Electric provides quarterly inspections of all components including fixtures, wiring, ballast, bracing, safety cables, checking and tightening all fasteners, replacing bulbs or batteries (in emergency lighting), cleaning all fixtures with deficiencies, verifying operation and repairing or replacing as required. Stones River Electric completes 500-600 work orders on average each month. In addition to servicing existing lighting, Stones River has also begun retrofitting older lighting technologies to more energy efficient alternatives such as fluorescent and LED, which is provided by Cumberland Distributors.

Cumberland Distributors supplies all replacement parts and bulbs, and Stones River Electric supplies all the labor and equipment including lifts, bucket trucks and hand tools to complete the scope of work. To be able to repair or replace at any moment a complete working stock of lamps are kept at Cumberland's multiple warehouse locations at all times.

Along with the quarterly inspection Stones River Electric also provides on request service where an issue that requires attention and cannot be delayed until the next quarterly inspection is addressed. Upon contact from Lowe's, SRE will schedule a visit and make repairs within 36 hours to any store in the 7 states we service.

Calls from all Lowe's locations for emergency service will be routed through the Lowe's Systems group, reviewed and issued to the Stones River Electric team for dispatch. Upon contact from Lowe's, Stones River Electric is required to schedule same day service.



### Estimated total number of fixtures:

Overhead HID:	18,212 units
Fluorescent fixtures:	1,156,032 units
Exit Signs:	103,944 units
Building Wall Packs:	77,280 units
Parking Lot Pole Fixtures:	188,160 units

