

## Case Study

### Kusak Cut Glass Works

#### Project Information

**Owner:** Anton Kusak III

**Location:**  
1911 22nd Av S  
Seattle, WA 98144

**Project Manager:**  
Chuck Valentin

**Description:**  
High efficiency T-8 lamp  
and ballast replacement

**Project Cost:** \$6,291

**Seattle City Light  
Rebate:** \$4,380 (includes  
a *Neighborhood Power  
Project* bonus)

**Cost to Owner:** \$1,911

**Estimated Annual  
Savings:** \$1,170

**Estimated Payback:**  
1.6 years

**Lighting Contractor:**  
Ostrea Energy Controls

Anton “Chuck” Kusak was skeptical when approached by Smart Business Program Coordinator Charles Valentin about upgrading the lighting in his glass-cutting factory. He thought his existing T-12 4-foot lamps were the latest in fluorescent technology

But Charles convinced the owner and CEO of Kusak Glass Works that new color-corrected, high efficiency T-8 fluorescent lamps would dramatically improve light levels, increase productivity and reduce his electric bill.

Mr. Kusak continues in his own words: “Thanks to your knowledge of display and workplace lighting, and your assurance of the benefits of the upgrade, I had to rethink the idea. I’m glad I did. The refitting was everything you said it was and more. The improvement in appearance of the factory area and increased productivity has more than paid for the work. My staff was amazed at the difference. And Mr. Ostrea and his team completed the job in a timely and professional manner.”



*In the photo, left, a storage area before the conversion. Shown are 40-watt, T-12 fluorescent lamps. Not noticeable in this photo, each lamp was a different Kelvin temperature with poor color. The ballasts were magnetic, so the lamps had a perceptible flicker and hum. The lower shelves were poorly lit. The photo, right, shows the same area after conversion to 30-watt, T-8 fluorescent lamps. As you can see, even with the lower wattage lamps, the area is noticeably brighter and the light color is more uniform. New electronic ballasts eliminate any flicker and hum.*