

# J.C. Blair Memorial Hospital, Oregon State University & **ALTO** Lamp Technology

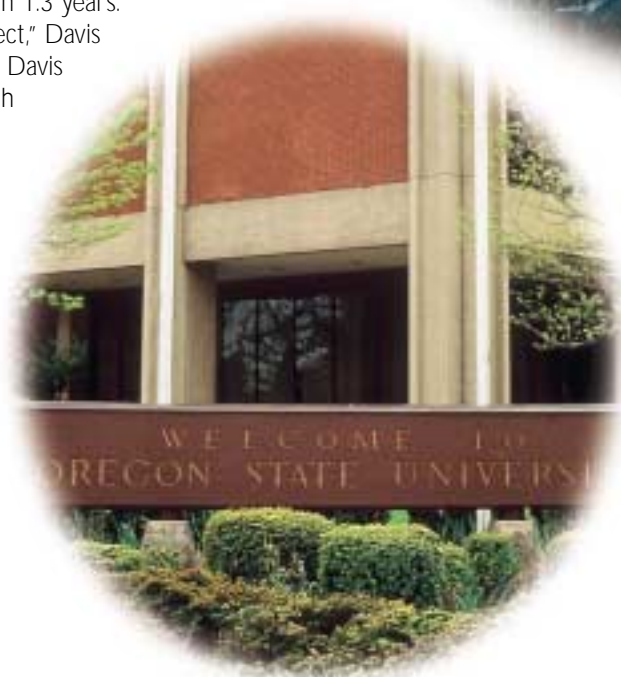
A • C A S E • S T U D Y

ALTO® low-mercury fluorescent lamps from Philips Lighting are changing how educational and healthcare institutions manage their lighting. ALTO lamps significantly reduce mercury waste and meet federal requirements for non-hazardous waste disposal, without compromising light output or lamp life. Two recent installations demonstrate the cost and environmental benefits ALTO Lamp Technology.

J.C. Blair Memorial Hospital in Huntington, PA, has 104 beds in its 200,000 sq. ft. facility. Tim Davis, Director of Engineering at Blair, was investigating lighting upgrades. "In healthcare today, you have to stay one step ahead," he observes. "We are driven to capitalize on opportunities such as lighting to keep costs down."

Blair elected to join the EPA's Green Lights program, which encourages energy-efficiency through lighting upgrades. To implement the program, the hospital chose Whitehill Lighting, named EPA's Green Lights Distributor for the Year in 1996.

The complete upgrade replaced 5,000 lamps and also replaced magnetic ballasts with electronic models. Tim Davis calculates that the hospital will recover its investment in 1.3 years. "A very attractive project," Davis comments. Additionally Davis expects to save as much as a dollar per lamp at end-of-life disposal because ALTO fluorescent lamps are characterized as non-hazardous waste. The hospital now enjoys lower operating costs. It is also reducing pollution from mercury and greenhouse gases and employees like the brighter lighting.



*"We are driven to capitalize on opportunities such as lighting to keep costs down."*

*-Tim Davis  
Director of Engineering,  
Blair Memorial Hospital*

*Let's make things better.*



**PHILIPS**

## Philips Lighting Meets Yet Another Challenge

Oregon State University began using ALTO® fluorescent lamps in a different fashion. Ken Stueve, Construction Superintendent, was charged with disposing of the 10-13,000 lamps replaced each year. Because conventional fluorescent lamps are now categorized as hazardous waste, the University faced an additional cost of at least a dollar a lamp.

Complicating the situation, the University participates in Oregon's statewide lamp purchasing contract for its standard 34 watt F40T12CW requirements. Stueve consulted his lighting suppliers and their response was ALTO Lamp Technology. ALTO fluorescent lamps pass the U.S. EPA test for characterization as non-hazardous waste (Toxic Characteristic Leaching Procedure, or TCLP), so they qualify as non-hazardous in many states.\* As a result, both disposal and reporting costs are much lower.

Recognizing that Philips lamps are the only ones with documentation for passing the TCLP. Stueve assured himself that ALTO lamps also satisfy the University's performance specification, which they do. The challenge in making a successful low-mercury lamp is preserving lamp output and life, a challenge that Philips has met.

Stueve concludes, "We are all satisfied with Philips ALTO lamps and, we will ultimately replace all the lamps on campus over our four year cycle."

In preventing pollution," reflects Paul Walitsky, Manager of Environmental Affairs for Philips Lighting, "ALTO Lamp Technology represents significant source reduction." Walitsky adds that Philips encourages collection and qualified recycling of their products by third parties and provides all the necessary information for this purpose. And, he notes, "ALTO lamps represent proven technology, over 3.5 million lamps have been installed in the United States."



## Benefits of ALTO® Fluorescent Lamps

- *The first fluorescent lamps to pass the U.S. EPA's test for non-hazardous waste*
- *Available in the broadest line of low-mercury T8's and T12's on the market*
- *Eliminate cost and burdens associated with hazardous waste lamp disposal*
- *Same rated lamp life, color rendering, light output and energy-efficiency as standard lamps*
- *Signature Green End Caps™ allow for product differentiation at time of purchase and at end of lamp life*
- *ALTO low-mercury lamps provide a reduction in mercury content of more than 80% when compared to standard fluorescent lamps\*\**

\* The U.S. EPA test, Toxic Characteristic Leaching Procedure, 1990. Consult local laws and regulations which may vary in particular CA, FL, MN, WI. Philips Lighting encourages the recycling of all fluorescent lamps.

\*\* Based on the combined average for Philips ALTO T8 and ALTO T12 lamps when compared with available published data for 4 foot T12 fluorescent lamps. Green End-Caps are a trademark of Philips Electronics North America Corporation.

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