

ERTH



CORPORATION



East Zorra-Tavistock LED Conversion

About the Township of East Zorra-Tavistock

The Township of East Zorra-Tavistock is located in southwestern Ontario and part of Oxford County. It includes the population centres of Braemar, Cassel, Hickson, Huntingford, Innerkip, Perry Mine, Perrys Lane, Strathallan, Tavistock, Tollgate, Willow Lake, Woodstock Airport and a portion of Punkeydoodles Corners.

Township of East Zorra-Tavistock

Population: 6,836 (2011)
Land Area: 242 km²

Why LED conversion?

ERTH's LED Street Light Upgrade Program offers municipalities the opportunity to save money on street light energy costs by converting the old high pressure sodium fixtures to new light emitting diode (LED) ones, which use 56% less wattage. In addition, the brighter and cleaner illumination and environmentally friendly lights is a secure investment with a 10 year fixture and photocell warranty on the LEDs. The program also allows for a quick pay back on the investment strictly through savings before the warranty on the lights expires.



The process

ERTH met with the Township of East Zorra-Tavistock on several occasions to ensure the Township had all of the information before making a decision. ERTH was also able to provide realistic estimates using East Zorra-Tavistock's current street light and energy data.

In April 2012, the Township's council approved the LED Street Light Upgrade program for their municipality. Installation began in June 2012 after receiving approval from the OPA's retrofit incentive program. A total of 56% of the fixtures required re-wiring and the installation was complete in August 2012.

Highlights

- Projected savings of 56% of the municipal street light energy costs.
- Actual savings of 63% per month on average.
- Received a one-time OPA retrofit rebate of \$8,189.28.
- Estimated savings of over \$12,665 in maintenance costs in the first year alone.
- Projected total savings of \$1.4 million over the asset lifetime.
- LED lights use 56% less wattage than old lights helping to reach municipal CDM targets.
- Pay back is achieved strictly through savings before warranty expires.
- 100% of the old materials were recycled.

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The results

The Township of East Zorra-Tavistock converted 457 of their High Pressure Sodium street lights to LED lights through the LED Street Light Upgrade Program. This should save the Township 29,473 kilowatt hours (kWh) per year. The estimated total savings in energy and maintenance costs after the first year was \$42,138.33, saving the Township 61.8% on the operating costs of the street lights. It is expected that the investment will be paid off strictly through savings before the warranty expires.

In addition to the cost savings through reduced energy usage and maintenance requirements, ERTH was able to assist the Township of East Zorra-Tavistock in receiving a one-time OPA retrofit incentive rebate of \$8,189.28.

Several months after the installation was complete, East Zorra-Tavistock provided ERTH with their actual energy use data. In March 2012 (prior to installation), the Township of East Zorra-Tavistock's street light energy usage was 18,548 kWh for the month. In March 2013, energy usage dropped significantly to 6,264 kWh for the month with the LED street lights installed. This saved the Township 66.23% of their street light energy usage. East Zorra-Tavistock was able to benefit greatly having participated in the program in 2012 as the Ontario government increased the rates for street light energy in early 2013. The reduction in energy usage has significantly reduced the impact of these new rates on the Township of East Zorra-Tavistock.

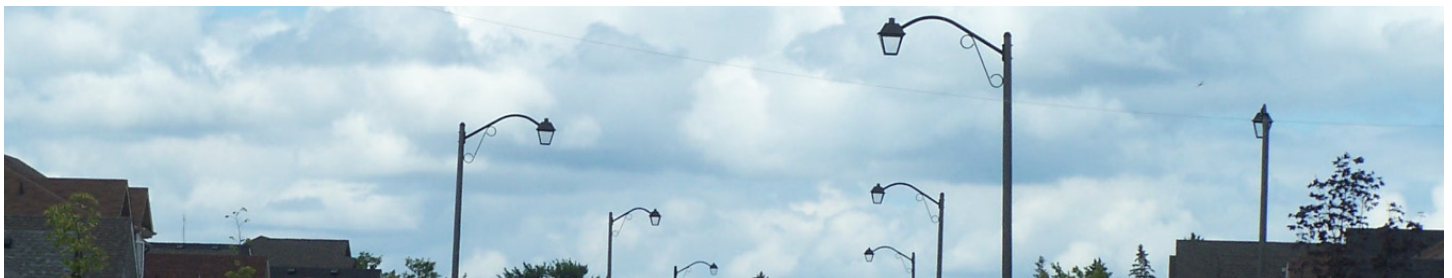
Customer testimonials

The Township of East Zorra-Tavistock is one of the nine shareholders for ERTH Corporation. Although it is beneficial for them to support ERTH's businesses, they were very quick to sign up for the LED Street Light Upgrade Program realizing that participation in the program as a tremendous benefit to their municipality.

Jeff Carswell, Chief Administrative Officer of the Township of East Zorra-Tavistock has been a huge supporter of the program. He said, "I guess the main reason why we were moving ahead with the LED street light conversion project is the cost savings, we're anticipating savings of over 50% to our energy costs. We can put those savings into the purchase price of the new lights and have a better quality light system for at least 10-20 years in the future."

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East Zorra-Tavistock is already realizing the benefits of the program and encourages other municipalities to take part as well.



About ERTH Holdings Inc.

ERTH Corporation provides an array of products and services within the utility and energy industry. These services include street lighting and traffic signal programs, an award winning LED Street Light Upgrade program, water and electric meter services, powerline construction and engineering services. ERTH represents the former companies of Coulter Water Meter Services, CRU Solutions, and ECALIBER.

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