



26 June 2018

The General Manager
 Ballina Shire Council
 P O Box 450
 Ballina NSW 2478

Attention: Mr Paul Hickey

Dear Mr Hickey,

Bulk LED upgrade for Category P lighting

I am pleased to confirm that Light Emitting Diode (LED) luminaires are now available for Category P public lighting, and that Essential Energy is now able to progress bulk LED installation in your Local Government Area in conjunction with our bulk lamp replacement program and scheduled streetlight lamp replacements.

We estimate that over a full twelve months the bulk LED installation throughout Ballina Shire Council area will achieve energy savings of around 202,000 kWh; representing some 20% reduction in total energy use for streetlighting.

Four LED luminaire options are available for Council's consideration. A summary of costs estimated for delivery of each option is provided below, and more detailed costings are attached.

Projected Luminaire Volume	Council Contribution			
	Option 1 17W + 42W Gerard	Option 2 25W GE + 42W Gerard	Option 3 25W GE + 35W Pecan	Option 4 17W Gerard + 35W Pecan
2310	\$893,927	\$764,398	\$787,277	\$916,807

Please note that:

- the projected volume of luminaires to be upgraded is based on inventory as at May 2018. The actual volume upgraded may vary in line with inventory changes prior to program commencement
- under awning and decorative lights are excluded from this offer
- following upgrade, luminaires will be placed on a maintenance only tariff applicable to the type of LED installed.

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We plan to complete installation work in conjunction with the normal lamp replacement cycle, which is currently scheduled for November 2018 subject to Council's acceptance of the proposal and agreement to proceed. There may be an opportunity to advance these works in the works program. Our estimated delivery timeframe for externally contracted works is three weeks.

Any additional work (minor works) that cannot be undertaken by Essential Energy's contractors for safety or technical reasons will be referred to Essential Energy work crews for completion and will be separately invoiced after these works have been completed.

Essential Energy will provide an interim report and invoice at practical completion of contracted works, and a final report and invoice when all sundry works have been completed.

To confirm your acceptance of this offer and your commitment to the volume and prices indicated, please complete the attached acceptance form and return to Essential Energy by email: streetlighting@essentialenergy.com.au along with a purchase order or equivalent to cover the Council contribution of the program.

Work will be programmed as soon as Council confirmation to proceed is received.

Should you not wish to proceed with the offer of bulk LED lighting at this time, Essential Energy would appreciate your advice as soon as possible so that routine bulk lamp replacement activities can be scheduled.

If you have any questions regarding the proposed works, please do not hesitate to contact Geoff Bowes on 02 6589 8736.

Yours sincerely



Alistair Fletcher
Manager Commercial Services & ASP Relations

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Acceptance Form

I accept Essential Energy's quote for Ballina Shire Council's streetlight bulk LED luminaire upgrade.

Please select preferred option:

- Option 1: 17W and 42W Gerard at quoted price of \$893,927
- Option 2: 25W GE and 42 W Gerard at quoted price of \$764,398
- Option 3: 25W GE and 35 W Pecan at quoted price of \$787,277
- Option 4: 17W Gerard and 35 W Pecan at quoted price of \$916,807

Date: _____

Name of Authorised Representative: _____

Position: _____

Signature: _____

Council Order Number: _____

Please return this form to Geoff Bowes, Streetlighting Group, Essential Energy.

Email: streetlighting@essentialenergy.com.au

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