

**apoirier@municipality.clare.ns.ca**

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**From:** cao@municipality.clare.ns.ca  
**Sent:** August-02-16 9:00 AM  
**To:** apoirier@municipality.clare.ns.ca  
**Subject:** FW: For Warden LeBlanc ; How To Reduce Clare's Street Lighting Costs By 100%

Peux-tu svp ajouter le courriel ci-dessous à l'agenda du mois prochain (sous correspondance).

Merci,

Stéphane Cyr, CPA, CMA

Chief Administrative Officer / Directeur général Municipality of Clare / Municipalité de Clare P.O. Box 458, Little Brook  
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-----Original Message-----

**From:** Ronnie LeBlanc  
**Sent:** August-01-16 8:29 AM  
**To:** cao@municipality.clare.ns.ca  
**Subject:** FW: For Warden LeBlanc ; How To Reduce Clare's Street Lighting Costs By 100%

Hi Stephane

Not sure if you received this e-mail. It should probably be added to correspondence.

Ronnie

**From:** Carl Lambert [roadsolarlighting@gmail.com]  
**Sent:** July 31, 2016 9:12 PM  
**To:** Ronnie LeBlanc  
**Subject:** For Warden LeBlanc ; How To Reduce Clare's Street Lighting Costs By 100%

Dear Warden LeBlanc,

As municipalities face growing challenges in matching revenues with expenditures, technology has developed significantly in one area to assist municipal taxpayers reduce their taxes. Advances in Light Emitting Diodes (LEDs as they are commonly known) have significantly lowered the cost for municipalities to retrofit their street lighting inventory from older, high energy consuming lighting. For those municipalities that have retrofitted the savings have been significant. Not only did those municipalities reduce the cost of their street lighting by a minimum of 55% - 65%, they did so with the added benefit of leaving less of a carbon foot print which is harmful for the environment.

Our Corporate Mission at Road Solar Lighting is Assist municipal taxpayers reduce their municipal taxes through LED technology while protecting the environment.

For that reason Road Solar Lighting (RSL) distributes the latest LED street lighting products available - solar powered LEDs, which are a leap forward in LED technology but less expensive than older traditional LEDs. The time and expense to install a solar LED street light is less than traditional LEDs because entrenched wiring is not required. Importantly,

Road Solar Lighting (RSL) uses a welded one-piece power bracket that allows us to guarantee our street lights for 25 years. Lastly although the savings from traditional LEDs is 55% to 65%, the savings from solar powered LEDs is 100%. This allows a faster recoup of the initial investment to retrofit.

For example if a municipality spends \$10 million dollars annually to power their street lights, the savings with traditional LEDs will be \$5.5 - \$6.5 million. If that municipality however retrofits using solar powered LEDs the savings is \$10 million dollars from year 1. In addition several jurisdictions purchase energy from other municipalities that generate excess power. The solar LEDs that RSL distributes provide an opportunity to sell excess energy they generate - converting each street light from a cost centre for the municipality to a revenue centre.

There is obviously a growing awareness of the opportunity LEDs present municipalities to dramatically shift a costly expenditure (street lighting) to a less costly one as New York Los Angeles Edmonton Calgary Hamilton, and cities in California Europe and Asia are now benefiting by retrofitting their street lights to LEDs.

Solar powered LEDs provide a unique opportunity to assist taxpayers reduce their taxes; and allow municipal leaders staff and stakeholders to leave a legacy for generations to come by protecting the environment future generations will inherit. To find out how we may assist your street lighting needs, please contact us at your convenience through our Contact Page on our website [www.roadsolarlighting.ca](http://www.roadsolarlighting.ca)<<http://www.roadsolarlighting.ca>>.

Kindest Regards,  
Carl Lambert  
Managing Director  
Road Solar Lighting