The Office of the Mayor, Lighting Program, requests a sole source contract with BetaLED for purchase of "LEDway" brand street lighting fixtures. The Municipality plans to convert roughly one quarter of the roadway fixtures maintained by Street Light Maintenance to an energy efficient LED white light roadway fixture.

In March of 2008, the Municipality invited lighting manufacturers to present various white light technologies for roadways to local residents and lighting experts in a controlled study in Anchorage. As a result of the March study, and a year of supporting research and testing, the Municipality can find only one manufacturer to satisfy all of our local roadway light fixture requirements.

LED roadway fixtures are new to the marketplace and product lines vary greatly in quality and performance. In the March study four LED manufacturers, identified based on availability of existing products, were invited to send fixtures for testing. One manufacturer’s fixtures had to be taken down within a week because of poor performance and concurrent resident complaints; another was appropriate only for decorative pedestrian lighting; and a third low cost manufacturer under consideration could not be tested because of a product line recall just prior to the March tests. Only one LED manufacturer, BetaLED, passed muster by our expert lighting consultants, our Street Light Maintenance personnel, and local residents participating in the March survey.

The LED fixture and product line the city procures must have at minimum:

- An attractive, slim design that reduces wind and snow loading
- A proven heat management system
- A IESNA type II and III light distribution, and all LED fixtures must have at least 80% optical efficiency
- Must be International Dark Skies Certified, full cutoff
- Standard factory installed variable speed driver
- A color temperature below 4400 Kelvin
• Components under warranty individually tagged with bar codes for effective warranty support
• Wet Listed, Class 1 rated fixture
• Tool-less entry for maintenance and installation
• Availability of House Side Shield
• Modular Design for both the LEDs and fixture driver
• Minimum 5 year warranty on Driver, minimum 5 year warranty on LEDs, minimum 10 year warranty on paint and finish

The requirements above ensure that houses are shielded from light trespass, that the fixture can be cleaned with pressurized water, that the fixture will not irresponsibly release light up into the night sky, and that the color temperature of the white light will not disrupt people, plants, or nocturnal animals.

Our lighting experts from Clanton & Associates, Inc., confirm that as of our testing in March, and as of the drafting of this memorandum, no other manufacturer can offer all the above performance requirements in one fixture.

Not only does BetaLED offer the only product that satisfies our minimum requirements, their asking price is equal or below other manufacturers who could not meet the minimum performance requirements at any price. The pricing of the BetaLED fixture is from the factory, through a local rep, Arctic Sales, Inc., with no distribution markups. Anchorage is receiving an average 35% percent discount from the retail price on the fixtures, with good faith pricing for one year.

Product catalogue number is BLDSTR3BT025LED-B-UL-SV-700MA LEDway Street Light Type II or III, LEDway “short” at a unit cost of $501 per unit (reduced from $749), and the LEDway “long” BLDSTR3BT034LED-B-UL-SV-700MA at a unit cost of $540 per unit (reduced from $799). 1,775 units of the LEDway “long” and 2221 units of the LEDway “short” will be ordered. 550 “short” fixtures (BLDSTR3BT025LED-B-UL-SV-700MA-R) and 500 “long” fixtures (BLDSTR3BT034LED-B-UL-SV-700MA-R) will receive NEMA photo cell receptacles for an additional $27 per unit. Each unit additionally receives a house side shield at a cost of $25. Fixture unit costs include shipping and delivery. The total cost is $2,199,471.

Funds are available in
2301-141-7470-BP2008* $1,699,471 Maintenance and Operations
2301-441-7253-BP2008-PME05006G08E $ 500,000 PM&E/Legislative Grants

*subject to approval of AR2008-164, PH 08-12-2008