

## Auto Dealer Case Study

# Cabral



## Main Achievements

- ▶ Reduced 57% of lighting energy consumption
- ▶ Reduced security lighting by 50% which further increased cost savings
- ▶ Utility incentive and government tax incentive decreased ROI time

## Background

Cabral Chrysler Jeep Dodge Ram was established in 1957 by William Cabral. Cabral is one of the leading Chrysler, Jeep, RAM and Dodge dealerships in the Stockton, Modesto and Tracy area of California, offering excellent customer service, a friendly environment, attractive financing options and great cars!

Over time the business expanded significantly and now encompasses seven acres on one of the busiest intersections in Manteca, California. Along with Chrysler Group franchises, Cabral is one of the national sales leaders in Global Electric Motorcars (GEM) neighborhood electric jeeps.

## Original Situation

Cabral's existing system included 126 Metal Halide fixtures (1000W) located in the exterior car lot and 51 Metal Halide fixtures (400W) located in both the showroom and exterior locations.

Don Cabral was very interested in reducing his energy costs.

## Snapshot

# 57%

## Energy Savings

### Lamp Power

Reduced from 1000W to 400W;  
Reduced from 400W to 200W

### Annual kWh Saved

287,022 kWh

### Annual CO<sub>2</sub> Saved

206.08 metric tons

### Simple Payback Period

< 2 Years (Including rebates)

### Total Annual Savings

## \$33,748

**The Solution**

Don Cabral achieved his goal by implementing Metrolight's energy-efficient SmartHID™ electronic ballasts. Lamp wattage was reduced from 1000W to 400W in the exterior car lot and from 400W to 200W in the showroom and exterior locations.

**The Result**

- 57% energy savings - achieved through the reduction of lamp power and dimming
- Maximized utility rebates - the project qualified for both utility incentives and government tax incentives driving the overall project ROI to less than 2 years
- Security lighting during the later part of the evening was reduced, resulting in additional energy savings
- Maintained superb light quality
- Reduced maintenance costs with high lumen maintenance and increased lamp life



Before

➤ Before: 1000W Metal Halide fixtures



After

➤ After: Exterior system replaced with Metrolight's 400W solution

Features	Before Installation	After Installation	Savings
Fixture Power Consumption (W)	1000 / 400	400 / 200	600 / 200
Operating Hours/ Days	6 / 365	6 / 365	-
Annual Lighting-Related Energy Cost	\$67,334	\$33,586	\$33,748
Total Annual Savings		\$33,748	
Simple Payback	Less than 2 years (with rebates)		

“Our main objective was to reduce our energy costs.

Metrolight’s solution surpassed our expectations by reducing our costs by more than 50% and with utility incentives and government tax incentives, we reduced our overall ROI to less than 2 years.”

**Don Cabral**  
CEO

**Distribution Partner**  
**Munro Electric**

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**About Metrolight**

Metrolight provides proven energy-efficient eHID and LED solutions for high-power lighting. Metrolight’s ballasts and managed lighting solutions are used in retail, industrial, commercial and municipal installations to reduce energy consumption and carbon emission by 70%. Pioneering lighting energy solutions since 1996, Metrolight operates worldwide with over 750,000 systems deployed and over 8 billion hours in operation. For more information, please visit our website at [www.metrolight.com](http://www.metrolight.com)