



## Start Spreading the News: LED LIGHTING RETROFIT MAKES NEW YORK-NEW YORK HOTEL & CASINO LOOK LIKE A MILLION

### OVERVIEW

MGM Resorts International is a worldwide company with a multitude of resorts and venues. MGM's corporate sustainability division was created to help decrease the carbon footprint of their properties and use energy more efficiently within the company. As part of this desire to be more "green," MGM has created partnerships with valued lighting manufacturers and lighting specialists. Currently MGM is on target to have all the lighting in its properties upgraded for energy-efficiency by 2017.

One of these lighting projects was recently completed at the world famous New York-New York Casino and Resort in Las Vegas, Nevada. The guest room hallways needed an update to improve light quality and create energy savings. For this project, the MGM sustainability division reached out to Roth Lighting of Las Vegas to develop a custom solution that would achieve their lighting goals while meeting the company's return-on-investment criteria. Immediately Roth Lighting turned to LED products from Fulham, which offered LED retrofit kits known to be of very high quality.

### PROBLEM

Rather than continuing to replace the existing fixtures with new incandescent fixtures, the hotel management decided to look for alternative lighting strategies that would improve the quality of the lighting. To save costs the hotel wanted to retain the existing fixtures while installing LED lighting that would be more durable and emit brighter, full-spectrum light. Since there were multiple types of fixtures installed throughout the hotel, they needed a supplier with a diverse line of LED options to accommodate multiple fixture designs.

The answer was Fulham.



Before



After

# FULHAM SUCCESS STORY



### CLIENT

New York-New York  
Las Vegas Hotel & Casino  
Las Vegas, NV



### SCOPE

Over 10,000 luminaires in various shapes converted to LED



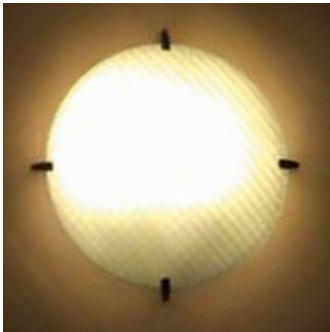
### RESULTS

- 30% reduction in annual energy costs (estimated)
- 32K reduction in annual maintenance costs (estimated)
- Improved aesthetics in high-traffic public areas
- Reduced HVAC costs

## SOLUTION

LED lighting was the ideal approach to improve the quality of lighting, and reduce maintenance and operating costs. However, most LED luminaire manufacturers would require new lighting fixtures with new LED drivers. Fulham was the only manufacturer with a series of UL classified field-installable LED retrofit kits in both linear and round configurations that would accommodate the existing light fixtures.

The Fulham LED products proved an ideal solution for the problem. They could be installed quickly and easily into the existing light fixtures without disrupting hotel operations. To minimize disruption and ensure the hotel remained operational 24 hours a day, LED lighting was substituted in stages.



Before - 2 13W CFL lamps



After - 13W Round LED Retrofit Kit



Before - 2 13W CFL lamps



After - 13W Rectangular LED Retrofit Kit

## THE RESULTS

The results have been noticeable to both management and guests:

- The quality of light is better and brighter. Many regular guests have complimented management for new wall coverings and carpet, yet the only change was the LED lighting, which enhanced the look of existing decor.
- Maintenance costs are substantially reduced. The new LED fixtures are less susceptible to vandalism, and the LED light sources promise 5 times the life of incandescent fixtures, or more. Estimates are that the property will save at least \$32,000 annually in maintenance costs.
- Reduced operating costs. The final project required more than 10,000 LED luminaires, with the associated savings in energy cost. While this has not been measured, it is typically a 30% or more savings. In addition, the LED luminaires are cooler to operate, which makes a difference in the Las Vegas desert where air conditioning is essential.



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