

## Zipline™ LED Retrofit Kits vs. LED Troffer Products

**Product:** Zipline LED (Cat. No. 370RC)

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**Summary:** This article describes the advantages of the Zipline LED retrofit kit versus lower cost competitive LED troffer products.

**Information:** Zipline LED Platinum versions (370RC) are LED retrofit kits for 4-ft and 2-ft linear fluorescent ceiling troffers. They compete directly with T-LED or LED Tubes, as well as LED retrofit kits produced by Cree, Acuity, Maxlite and Harris Lighting. Zipline LED is priced commensurately with these products.

Zipline LED also competes indirectly with LED troffer fixtures manufactured by most troffer-based fixture manufacturers including Acuity, Cooper (Metalux), Cree, Maxlite, and others. The Zipline LED delivers more lumen output than any other troffer-style LED product on the market, and operates among the highest fixture efficiencies currently available (94 lumens/watt). It installs into the existing linear fluorescent troffer, reusing the existing housing.

Advantages of installing retrofit kits over new fixture installations:

1. Eliminates the need to disturb the existing ceiling grid, which may contain asbestos or have other code implications that will add to cost.
2. Does not require contractor to submit new ceiling plan to authorities for permits or other code issues.
3. No need to change ceiling layout.
4. Uses existing fixture housing, which is viewed as recycling – no need to dispose of old fixture housings, possible LEED points.
5. Typically faster installation.

Zipline LED will be available in 2013 in a full fixture replacement version for applications where a retrofit is not possible or practical.

The most popular **retrofit** solution at this time is the LED tube or T-LED. T-LED products have considerable **disadvantages** compared to Zipline LED:

1. Safety concerns – most T-LED products require the removal of the existing ballast from the circuit, and the connection of the branch circuit conductors to the existing G13 (linear fluorescent) lampholders. There are considerable safety (and operational) issues associated with connecting linear fluorescent sockets directly to the branch circuit. **Leviton does not warranty or support the use of its linear fluorescent sockets in this application.**
2. Light output – most linear LED tubes provide direct versus indirect light, which is less esthetically pleasing, less efficient, and does not provide the light output characteristics of a typical linear fluorescent lamp. Zipline LED was designed for superior light output and efficiency.
3. Existing fixture – T-LED retrofits do not improve the appearance of the existing fixture, which may be old, scratched, blemished or deteriorating. They also do not alter the original fluorescent look of the old fixture. Zipline LED completely covers the existing fixture and results in the appearance of a brand new, high technology fixture.

Finally, there are complete fixtures on the market that are priced much lower than Zipline LED. These are commodity-type products that do not offer any advantages over linear fluorescent except longevity. They do not incorporate any significant optical design characteristics, and light output performance in terms of beam spread, fixture spacing, etc. may be questionable. Most will not meet minimum Design Lighting Consortium (DLC) requirements for utility rebates. Leviton will address this low-cost market in future product offerings; however the Zipline LED product is a high-performance fixture solution that is intended for the discerning contractor/lighting designer.

**Contact:** If you have any questions or concerns, please call LES technical support at (800) 959-6004.