



# Product Evaluation Report

## Town of Bath, ME

2023-03-15

P-1369



**REALTERM**  
ENERGY

# Product Evaluation Report

We have prepared this report and evaluation to summarize our findings and present recommendations to upgrade the lighting assets in the Town of Bath, ME. In the following sections, you will find information on:

- 1) RFP details and the list of received bids,
- 2) Evaluation procedure,
- 3) Detailed bid evaluation, and
- 4) RealTerm Energy's recommended LED fixture selections.

## *Next steps*

With your approval of our recommendations, the next step is to continue working on the Design Phase of this project. Please confirm the selected options from the list shown on page 5.

If you have any questions, please do not hesitate to contact the Project Lead:

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## Evaluation Procedure

In this procurement process, suppliers were invited to bid on Bath ME LED Conversion RFQ fixture replacement. **One (1)** RFQ was submitted through BuildingConnected (an online bidding platform). **Six (6)** complete bids were received from the following:

Supplier	Bid	Manufacturer(s)
<b><i>Gilman Electrical Supply</i></b>	<b>1</b>	Acuity Brands
<b><i>Independent Electrical Supply</i></b>	<b>2</b>	Cooper Lighting Solutions
<b><i>Fred Davis Corp.</i></b>	<b>3</b>	SpringCity, Lumecon
<b><i>Graybar Electric Co. Inc.</i></b>	<b>4</b>	Lumec by Signify
<b><i>StressCrete</i></b>	<b>5</b>	King Luminaire
<b><i>Graybar Electric Co. Inc.</i></b>	<b>6</b>	Current by General Electric

Graybar Electric Co. Inc. and Independent Electrical Supply both submitted with Cooper Lighting Solutions. Independent Electrical Supply submitted their bid at a lower cost; therefore Graybar Electric Co. Inc.'s Cooper submission was not considered within the evaluation.

Leotek did not submit a decorative evaluation; therefore they were not considered in the decorative evaluation. StressCrete did not submit a cobrahead evaluation; therefore they were not considered in the cobrahead evaluation.

The received bids were evaluated through a three-stage process outlined below:

### *Stage 1 – Minimum Requirements Review*

A pass/fail stage through which any supplier/manufacture that does not meet the following minimum requirements is eliminated:

- 1) Fixtures are assembled in North America.
- 2) Surge Protection with IEEE/ANSI minimum requirements.
- 3) Dimmable Driver.
- 4) Equipped with 7-Pin Photocontrol Receptacle, allowing for future smart control compatibility.
- 5) Minimum 10 years warranty.

All Suppliers meet the minimum mandatory requirements.

## Stage 2 – Fixture Evaluation

All fixtures that meet the above requirements are then evaluated based on five main criteria:

**A) Lumens Per Watt Per Dollar**

Lumens per watt is a metric used to measure the efficiency of a fixture. This is essentially the amount of light produced per unit of power. We add the cost component to this criterion to additionally compare the value received per dollar basis.

**B) Fixture Cost**

The cost to purchase the fixtures.

**C) Net Present Value (NPV)**

The net present value calculated over a period of 23 years assuming a 5% discount rate and a 3% annual energy inflation rate.

**D) Photometric Performance**

Fixtures produced by different manufacturers tend to greatly differ when it comes to their lumen outputs. This criterion factors in how efficient each fixture is based on the lumens it emits into the environment per watt of consumable energy.

**E) Aesthetics**

A judgement of how much the proposed fixture corresponds with the Municipality's current aesthetic for any given fixture. This criterion considers not only the fixture's visual similarity to its replacement, but also its material, construction, and durability. Note: Cobraheads are not evaluated based on this criterion, only Decoratives.

## Stage 3 – Fixture Ranking

In this stage the fixtures are ranked based on a weighted system. A maximum weight or score is assigned to each of the criteria above based on their relative importance. The weights are initially assigned by RTE; however, the weighting system can be customized based on individual need and the importance of criteria. For example, RTE defaults the highest weighting being placed on the projected 23-Year net present value, due to the long life and long-term impact of the fixtures. These suggested coefficients can be revised at your request.

The sum and default distribution of the scored categories is equal to 100 potential points, as shown in the following table.

**For Cobraheads:**

Lumen/Watt/\$	Fixture Cost	23-Yr NPV	Photometric Performance	Total Possible Score
20 points	30 points	30 points	20 points	100 points

**For Decoratives:**


Lumen/Watt/\$	Fixture Cost	23-Year NPV	Photometric Performance	Aesthetics	Total Possible Score
20 points	30 points	20 points	20 points	10 points	100 points

Cobrahead Ranking

Cobrahead fixtures are evaluated and ranked collectively. In other words, when comparing any attribute such as the **Fixture Cost**, the cost to purchase all the Cobraheads from one manufacturer vs another is compared. Similarly, the total 23-year net present value, photometrics and lumens per watt per dollar are evaluated.

For instance, if the **Fixture Cost** criterion is given a weight of 30, the manufacturer with the most **cost-effective** fixtures overall will obtain a score of 30. The remaining manufactures will be scored relative to the most effective fixtures as shown in the table below

	Manufacturer 1	Manufacturer 2	Manufacturer 3
<b>Total Fixture Cost</b>	\$415,421.00	\$499,806.00	\$570,455.00
<b>Fixture Cost Score</b>	30	24.9	21.8




*Please note the above table is for illustration purposes only*

Decorative Ranking

Each type of decorative fixtures is evaluated and ranked separately. For instance, floodlights submitted by all manufactures are compared to each other based on the criteria listed above. If the Fixture Cost criterion is given a weight of 30, the most cost-effective floodlight will obtain a score of 30 as shown in the table below.

	Floodlight 1	Floodlight 2	Floodlight 3
<b>Total Fixture Cost</b>	\$10,000.00	\$15,000.00	\$20,000.00
<b>Fixture Cost Score</b>	30	20	15



*Please note the above table is for illustration purposes only*

Once all the fixtures are ranked, the manufacturer with the highest average score based on the inventory (Cobrahead and decoratives) is highlighted.

## Overall Results

The brands that were evaluated include:

1. Acuity Brands
2. Cooper Lighting Solutions
3. Spring City, Lumecon
4. Lumec by Signify
5. King Luminaire
6. Current by General Electric

Fixture Type	Cobrahead Score	Decorative Score	Total Score
<b>Gilman Electrical Supply</b> Acuity Brands	76.60	15.04	91.64
<b>Independent Electrical Supply</b> Cooper Lighting Solutions	72.92	11.65	84.57
<b>Fred Davis Corp.</b> SpringCity/Lumecon	68.90	7.83	76.73
<b>Graybar Electric Co. Inc.</b> Lumec by Signify	65.19	9.88	75.07
<b>Leotek</b> Leotek	78.59	0.00	78.59
<b>StressCrete</b> King Luminaire	0.00	1.87	1.87
<b>Graybar Electric Co. Inc.</b> Current by General Electric	71.34	7.89	79.23

Below is the summary of RTE’s evaluation, including all the criteria explained above. RTE’s recommended option is highlighted, with **green** being the first-place choice and **yellow** as second choice.

\*The scores are adjusted to account for the percentage of Cobrahead/decorative fixtures in the inventory. For example, Acuity (as shown on page 7) scored 93.0 when compared to other Cobrahead fixtures. However, Cobrahead fixtures account for 82.36% of the inventory. As a result, the actual Acuity Cobrahead score is  $93.0 \times 0.8236 = 76.60$ . The same applies to decorative fixtures.

Gilman Electrical Supply scored highest overall.







If the fixtures were to be considered individually, Leotek scores highest in the cobrahead category and Gilman Electrical Supply scores highest in the decorative category.

The following section will present the scoring breakdown for each Cobrahead decorative fixture, as well as their estimated costs. Note that all pricing is approximate and are for evaluation purposes only.

# Material Break-Down

Detailed Options and Scoring








## Cobraheads

Supplier - Manufacturer	Image	Total Cost (\$)	23-Yr NPV	Average Lumen Per Watt Per Dollar Score	Total Fixture Cost Score	23-Yr. Net Present Value of Savings	Photometric Performance Score	Total Score
Gilman - Acuity Brands		\$65,845	\$452,418	16.8	28.4	28.6	19.2	93.0
Independent Electrical Supply - Cooper Lighting Solutions		\$73,052	\$439,659	15.1	25.6	27.8	20.0	88.5
Fred Davis Corp. - Howard Lighting		\$81,974	\$434,745	14.8	22.8	27.5	18.6	83.7
Graybar - Lumec by Signify		\$97,609	\$437,242	13.1	19.2	27.6	19.2	79.2
Graybar - General Electric		\$70,304	\$445,083	15.1	26.6	28.1	16.8	86.6
Leotek Electronics USA		\$62,403	\$475,067	20.0	30.0	30.0	15.4	95.4

**Note:** The *Total Cost* amount is estimated based on assumed original and replacement wattages and are thus for **evaluation purposes only**. This amount is subjected to change and should in no way be considered as a definitive amount for the project. For evaluation purposes, the cost is based on the total cost submission by the respective suppliers and does not include RealTerm Energy's margin. The final material cost (inclusive of RTE fees) will be provided in the IGA report once photometric designs are completed.



## Decorative – Acorn Post Top (D1)






QTY # 18	Decorative - Acorn Post Top (D1)					
	<i>Gilman Electrical Supply - Acuity Brands</i>	<i>Independent Electrical Supply - Cooper Lighting Solutions</i>	<i>Fred Davis Corp. - SpringCity/Lumecon</i>	<i>Graybar Electric Co. Inc. - Lumecon by Signify</i>	<i>StressCrete - King Luminaire</i>	<i>Graybar Electric Co. Inc. - Current by General Electric</i>
						
Part Number Series	HTFL	ULA	ALMSAL	RL32	K109R	EPAM
Total Material Cost	\$6,605.00	\$7,975.00	\$26,605.00	\$26,225.00	\$23,400.00	\$9,775.00
DLC Listed	Yes	Yes	Yes	Yes	Yes	Yes
Average Lumen per Watt per Dollar Score (20 pts)	20.0	12.3	3.8	3.3	3.2	11.8
Total Fixture Cost Score (30 pts)	30.0	24.8	7.4	7.6	8.5	20.3
23-Yr. Net Present Value of Savings (20 pts)	20.0	17.1	8.0	6.8	2.6	17.0
Photometric Performance (20 pts)	20.0	14.9	15.4	13.3	11.2	17.5
Aesthetics Score (10 pts)	10.0	10.0	10.0	10.0	10.0	10.0
Total Score (100 pts)	100.0	79.2	44.7	41.0	35.5	76.7

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**Note 2:** Dollar amounts do **not** include costs for tenon adaptors. Tenon requirements will be evaluated on a case-by-case basis during the design phase and costs will be reflected in the IGA report as needed.

**Note 3:** All fixtures will be ordered to match the existing fixture color.

## Decorative – Bell Downlighting (D2)



QTY # 26	Decorative - Bell Downlighting (D2)					
	<i>Gilman Electrical Supply - Acuity Brands</i>	<i>Independent Electrical Supply - Cooper Lighting Solutions</i>	<i>Fred Davis Corp. - SpringCity/Lumecon</i>	<i>Graybar Electric Co. Inc. - Lumecon by Signify</i>	<i>StressCrete - King Luminaire</i>	<i>Graybar Electric Co. Inc. - Current by General Electric</i>
						
Part Number Series	GSLF3	MEM	ALMGLM	DM550	K723	EPOL
<b>Total Material Cost</b>	<b>\$30,285.00</b>	<b>\$38,685.00</b>	<b>\$42,590.00</b>	<b>\$49,870.00</b>	<b>\$36,400.00</b>	<b>\$43,965.00</b>
DLC Listed	Yes	Yes	Yes	Yes	Yes	Yes
Average Lumen per Watt per Dollar Score (20 pts)	20.0	11.1	14.5	12.9	14.8	13.1
Total Fixture Cost Score (30 pts)	30.0	23.5	21.3	18.2	25.0	20.7
23-Yr. Net Present Value of Savings (20 pts)	20.0	13.4	14.3	10.4	16.2	13.2
Photometric Performance (20 pts)	18.9	13.4	19.2	20.0	16.8	18.0
Aesthetics Score (10 pts)	10.0	10.0	10.0	10.0	10.0	10.0
<b>Total Score (100 pts)</b>	<b>98.9</b>	71.3	79.4	71.5	82.8	75.0

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**Note 2:** Dollar amounts do **not** include costs for tenon adaptors. Tenon requirements will be evaluated on a case-by-case basis during the design phase and costs will be reflected in the IGA report as needed.

**Note 3:** All fixtures will be ordered to match the existing fixture color.

## Decorative – Globe Post Top (D3)




QTY # 4	Decorative - Globe Post Top (D3)					
	<i>Gilman Electrical Supply - Acuity Brands</i>	<i>Independent Electrical Supply - Cooper Lighting Solutions</i>	<i>Fred Davis Corp. - SpringCity/Lumecon</i>	<i>Graybar Electric Co. Inc. - Lumec by Signify</i>	<i>StressCrete - King Luminaire</i>	<i>Graybar Electric Co. Inc. - Current by General Electric</i>
	NO BID RECEIVED	NO BID RECEIVED	NO BID RECEIVED		NO BID RECEIVED	NO BID RECEIVED
Part Number Series						
Total Material Cost						
DLC Listed						
Average Lumen per Watt per Dollar Score (20 pts)						
Total Fixture Cost Score (30 pts)						
23-Yr. Net Present Value of Savings (20 pts)						
Photometric Performance (20 pts)						
Aesthetics Score (10 pts)						
Total Score (100 pts)						

**Note:** The *Total Cost* amount is estimated based on assumed original and replacement wattages and are thus for **evaluation purposes only**. This amount is subjected to change and should in no way be considered as a definitive amount for the project. For evaluation purposes, the cost is based on the total cost submission by the respective suppliers and does not include RealTerm Energy's margin. The final material cost (inclusive of RTE fees) will be provided in the IGA report once photometric designs are completed.

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**Note 3:** All fixtures will be ordered to match the existing fixture color.

## Decorative – Lantern Pendant (D4)





QTY # 4	Decorative - Lantern Pendant (D4)					
	Gilman Electrical Supply - Acuity Brands	Independent Electrical Supply - Cooper Lighting Solutions	Fred Davis Corp. - SpringCity/Lumecon	Graybar Electric Co. Inc. - Lumec by Signify	StressCrete - King Luminaire	Graybar Electric Co. Inc. - Current by General Electric
	NO BID RECEIVED	NO BID RECEIVED	NO BID RECEIVED			
Part Number Series				TVLN	K601D	
<b>Total Material Cost</b>				<b>\$2,190.00</b>	<b>\$3,000.00</b>	
DLC Listed				Yes	No	
Average Lumen per Watt per Dollar Score (20 pts)				20.0	14.4	
Total Fixture Cost Score (30 pts)				30.0	21.9	
23-Yr. Net Present Value of Savings (20 pts)				20.0	13.4	
Photometric Performance (20 pts)				20.0	19.8	
Aesthetics Score (10 pts)				10.0	10.0	
Total Score (100 pts)				100.0	79.5	

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**Note 2:** Dollar amounts do **not** include costs for tenon adaptors. Tenon requirements will be evaluated on a case-by-case basis during the design phase and costs will be reflected in the IGA report as needed.

**Note 3:** All fixtures will be ordered to match the existing fixture color.

## Decorative – Lantern Post Top (D5)






QTY # 4	Decorative - Lantern Post Top (D5)					
	Gilman Electrical Supply - Acuity Brands	Independent Electrical Supply - Cooper Lighting Solutions	Fred Davis Corp. - SpringCity/Lumecon	Graybar Electric Co. Inc. - LumeC by Signify	StressCrete - King Luminaire	Graybar Electric Co. Inc. - Current by General Electric
	NO BID RECEIVED	NO BID RECEIVED	NO BID RECEIVED			
Part Number Series				TVLN	K601D	EPTT
Total Material Cost				\$2,210.00	\$3,000.00	\$1,785.00
DLC Listed				Yes	No	Yes
Average Lumen per Watt per Dollar Score (20 pts)				15.4	11.9	20.0
Total Fixture Cost Score (30 pts)				24.2	17.8	30.0
23-Yr. Net Present Value of Savings (20 pts)				15.1	6.5	20.0
Photometric Performance (20 pts)				19.1	20.0	20.0
Aesthetics Score (10 pts)				10.0	10.0	10.0
Total Score (100 pts)				83.9	66.3	100.0

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**Note 2:** Dollar amounts do **not** include costs for tenon adaptors. Tenon requirements will be evaluated on a case-by-case basis during the design phase and costs will be reflected in the IGA report as needed.

**Note 3:** All fixtures will be ordered to match the existing fixture color.

## Decorative – Tear Drop (D6)

QTY # 7	Decorative - Tear Drop (D6)					
	Gilman Electrical Supply - Acuity Brands	Independent Electrical Supply - Cooper Lighting Solutions	Fred Davis Corp. - SpringCity/Lumecon	Graybar Electric Co. Inc. - LumeC by Signify	StressCrete - King Luminaire	Graybar Electric Co. Inc. - Current by General Electric
		NO BID RECEIVED	NO BID RECEIVED			
Part Number Series	ESL3			RN20	K804	EPMN
Total Material Cost	\$8,155.00			\$13,600.00	\$10,500.00	\$16,680.00
DLC Listed	Yes			Yes	No	No
Average Lumen per Watt per Dollar Score (20 pts)	20.0			11.0	14.3	5.4
Total Fixture Cost Score (30 pts)	30.0			18.0	23.3	14.7
23-Yr. Net Present Value of Savings (20 pts)	20.0			8.2	8.2	8.2
Photometric Performance (20 pts)	20.0			18.3	18.4	11.1
Aesthetics Score (10 pts)	10.0			10.0	10.0	10.0
Total Score (100 pts)	100.0			65.4	74.1	49.3

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**Note 3:** All fixtures will be ordered to match the existing fixture color.

## Decorative – Shoebox (D7)







QTY # 51	Decorative - Shoebox (D7)					
	Gilman Electrical Supply - Acuity Brands	Independent Electrical Supply - Cooper Lighting Solutions	Fred Davis Corp. - SpringCity/Lumecon	Graybar Electric Co. Inc. - Lumecon by Signify	StressCrete - King Luminaire	Graybar Electric Co. Inc. - Current by General Electric
					<b>NO BID RECEIVED</b>	
Part Number Series	ATB0	USSL	LDS-SAL	OPF		EACL
<b>Total Material Cost</b>	<b>\$13,565.00</b>	<b>\$14,495.00</b>	<b>\$25,400.00</b>	<b>\$19,890.00</b>		<b>\$20,705.00</b>
DLC Listed	Yes	Yes	Yes	Pending		Yes
Average Lumen per Watt per Dollar Score (20 pts)	20.0	16.9	11.1	16.4		12.6
Total Fixture Cost Score (30 pts)	30.0	28.1	16.0	20.5		19.7
23-Yr. Net Present Value of Savings (20 pts)	20.0	18.0	12.1	18.3		12.6
Photometric Performance (20 pts)	16.7	15.1	17.3	20.0		16.1
Aesthetics Score (10 pts)	10.0	10.0	10.0	10.0		10.0
<b>Total Score (100 pts)</b>	<b>96.7</b>	<b>88.2</b>	<b>66.6</b>	<b>85.1</b>		<b>71.0</b>

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**Note 2:** Dollar amounts do **not** include costs for tenon adaptors. Tenon requirements will be evaluated on a case-by-case basis during the design phase and costs will be reflected in the IGA report as needed.

**Note 3:** All fixtures will be ordered to match the existing fixture color.

## Floodlight – Yoke (F1)

QTY # 10	Floodlight - Yoke (F1)					
	Gilman Electrical Supply - Acuity Brands	Independent Electrical Supply - Cooper Lighting Solutions	Fred Davis Corp. - SpringCity/Lumecon	Graybar Electric Co. Inc. - Lumec by Signify	StressCrete - King Luminaire	Graybar Electric Co. Inc. - Current by General Electric
					<b>NO BID RECEIVED</b>	
Part Number Series	75LED	UFLD	LDS-SFL	FLDS		EFC1
<b>Total Material Cost</b>	<b>\$23,870.00</b>	<b>\$12,240.00</b>	<b>\$22,595.00</b>	<b>\$19,940.00</b>		<b>\$17,495.00</b>
DLC Listed	Yes	Yes	Yes	Yes		Yes
Average Lumen per Watt per Dollar Score (20 pts)	12.5	20.0	11.7	10.6		14.3
Total Fixture Cost Score (30 pts)	15.4	30.0	16.3	18.4		21.0
23-Yr. Net Present Value of Savings (20 pts)	7.1	20.0	16.4	19.0		9.8
Photometric Performance (20 pts)	20.0	16.4	17.7	14.2		16.8
Aesthetics Score (10 pts)	10.0	10.0	10.0	10.0		10.0
Total Score (100 pts)	65.0	96.4	72.1	72.3		71.9







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**Note 3:** All fixtures will be ordered to match the existing fixture color.



## Floodlight – Yoke (F2)







QTY # 5	Floodlight - Yoke (F2)					
	Gilman Electrical Supply - Acuity Brands	Independent Electrical Supply - Cooper Lighting Solutions	Fred Davis Corp. - SpringCity/Lumecon	Graybar Electric Co. Inc. - Lumecon by Signify	StressCrete - King Luminaire	Graybar Electric Co. Inc. - Current by General Electric
					<b>NO BID RECEIVED</b>	
Part Number Series	75LED	UFLD	LDS-SFL	FLDS		EFC1
<b>Total Material Cost</b>	<b>\$24,415.00</b>	<b>\$15,030.00</b>	<b>\$22,595.00</b>	<b>\$20,400.00</b>		<b>\$18,665.00</b>
DLC Listed	Yes	Yes	Yes	Yes		Yes
Average Lumen per Watt per Dollar Score (20 pts)	14.4	20.0	10.9	12.4		15.2
Total Fixture Cost Score (30 pts)	18.5	30.0	20.0	22.1		24.2
23-Yr. Net Present Value of Savings (20 pts)	13.8	20.0	13.8	13.8		13.8
Photometric Performance (20 pts)	20.0	17.1	14.0	14.4		16.1
Aesthetics Score (10 pts)	10.0	10.0	10.0	10.0		10.0
<b>Total Score (100 pts)</b>	<b>76.7</b>	<b>97.1</b>	<b>68.8</b>	<b>72.7</b>		<b>79.3</b>

**Note:** The *Total Cost* amount is estimated based on assumed original and replacement wattages and are thus for **evaluation purposes only**. This amount is subjected to change and should in no way be considered as a definitive amount for the project. For evaluation purposes, the cost is based on the total cost submission by the respective suppliers and does not include RealTerm Energy's margin. The final material cost (inclusive of RTE fees) will be provided in the IGA report once photometric designs are completed.

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**Note 3:** All fixtures will be ordered to match the existing fixture color.

## Floodlight – Yoke (F3)

QTY # 4	Floodlight - Yoke (F3)					
	Gilman Electrical Supply - Acuity Brands	Independent Electrical Supply - Cooper Lighting Solutions	Fred Davis Corp. - SpringCity/Lumecon	Graybar Electric Co. Inc. - Lumec by Signify	StressCrete - King Luminaire	Graybar Electric Co. Inc. - Current by General Electric
					<b>NO BID RECEIVED</b>	
Part Number Series	75LED	UFLD	LDS-SFL	FLDS		EFC1
<b>Total Material Cost</b>	<b>\$24,957.36</b>	<b>\$15,032.25</b>	<b>\$28,050.00</b>	<b>\$20,400.00</b>		<b>\$20,400.00</b>
DLC Listed	Yes	Yes	Yes	Yes		Yes
Average Lumen per Watt per Dollar Score (20 pts)	14.0	20.0	10.3	11.6		13.6
Total Fixture Cost Score (30 pts)	18.1	30.0	16.1	22.1		22.1
23-Yr. Net Present Value of Savings (20 pts)	13.8	20.0	11.9	12.2		11.9
Photometric Performance (20 pts)	20.0	17.2	16.5	13.5		15.9
Aesthetics Score (10 pts)	10.0	10.0	10.0	10.0		10.0
<b>Total Score (100 pts)</b>	<b>75.8</b>	<b>97.2</b>	<b>64.8</b>	<b>69.4</b>		<b>73.5</b>

**Note:** The *Total Cost* amount is estimated based on assumed original and replacement wattages and are thus for **evaluation purposes only**. This amount is subjected to change and should in no way be considered as a definitive amount for the project. For evaluation purposes, the cost is based on the total cost submission by the respective suppliers and does not include RealTerm Energy's margin. The final material cost (inclusive of RTE fees) will be provided in the IGA report once photometric designs are completed.

**Note 2:** Dollar amounts do **not** include costs for tenon adaptors. Tenon requirements will be evaluated on a case-by-case basis during the design phase and costs will be reflected in the IGA report as needed.

**Note 3:** All fixtures will be ordered to match the existing fixture color.