limelight™ twistHDM

MAINTAIN

We call them *"Quiet Dollars."* These are the dollars that seem to flow out of your company and no one seems to know **how**, **when**, or **where** they go. Sure, it could be the box of pens that Mary put in her purse, or the lunch that Steve occasionally calls "customer engagement" on his expense report, but these are the equivalent of *tripping over dollars to pick up pennies* when you consider the impact to your **bottom line** due to inefficient labor combined with expensive component and supply costs.

The expense category called, "Maintenance and Upkeep" can look pretty **ugly**. No doubt, it is a necessity if you want to keep your facility attractive, functional, and an *ongoing asset* for its expected useful life of 40 to 50 years. Power washing, freshly painted stall lines, clean common areas, exceptionally maintained controls, and functional lighting all contribute to a **healthy** garage. The old Fram oil filter motto of, *"You can pay me now, or pay me later"* could easily be the theme slogan for today's garage owner.

So as it relates to the *positive impact of LimeLight*, where do the "Quiet Dollars" flow when considering the ongoing maintenance responsibilities of lighting? Here are some areas:

- Ballast Replacement - Many older parking garages are going through the expensive cycle of replacing ballasts. This is due to old age and poor functionality, which significantly **reduces the amount of light output.** Metal Halide ballasts are rated at a life of 60,000 hours (just under 7 years) versus LimeLight's ballast life of 100,000 hours (nearly 11.5 years). Couple poor lighting output with *excessive energy cost* due to the high wattage requirements, then add the cost of ballast replacement 4.5 years earlier than LimeLight, and the value of the LimeLight system really begins to shine (horrible pun - sorry).

- Lamp Burnouts - Metal Halide lamps have a life of approximately 15,000 hours (under 2 years) versus LimeLight's lamp life of 42,000 hours (just under 5 years). *Replacement expense* is significant at $20.00 per lamp (versus $3.00 for LimeLight), and this does not include the labor required for change-out. Fact is, Metal Halide lamps need replacement on a **2 to 1 basis** when compared to LimeLight. Sound expensive? **It is.**

- Labor to Replace Burnouts - Metal Halide lamps typically **take twice as long to replace** (.4 hours versus .2 hours for LimeLight), and when combined with the lamp life of under 2 years they can become very expensive. Couple this fact with the reporting capabilities of LimeLight and the ability to know *precisely* which fixtures need lamp or ballast replacement, and labor costs are reduced dramatically. Numerous owners tell us that they send an employee to "ride the garage" twice a week in search of dead lamps. Sound efficient? **It's not.**

As you can see, reduced maintenance cost isn't just about quality reporting for timely and efficient maintenance scheduling - it's **much** more. With the LimeLight system in a typical garage, **the exponential effect** of combining ballast life, lamp life, and labor costs, along with efficient labor equates to a savings of over $119,000 over ten years.

Now we're talking **Bottom Line Impact** and that should make anyone smile.