



SONARAY™ High Bay Lights Shift Auto Dealership into High Gear for Advanced Energy Savings

If you could use ¾ less energy, get clearer lighting that should last over 13 years with minimal intervention, and essentially have the lights pay for themselves in less than 2 years would you be interested?

For a large, multi-dealership Central Virginia auto group, that's exactly what's under the hood in one of their service areas.

The dealership had historically been using 400 watt metal halide lamps in the service area, and with the ballast they were using 462 watts of power per luminaire. It was time to replace the old lights and so the dealership was looking for something that would save them money, but also provide their technicians with exceptional light. That's when the diagnostic code for this situation read LED lighting replacement from SONARAY™.

SONARAY™ knew that the service area had a need for varying amounts of light, depending on specific locations within the service area itself. Obviously the areas where the service technicians were actually performing the work required the most amount of light. Through an analysis of the situation and custom layout, SONARAY™ recommended the replacement lighting to be the 100 watt Delta High Bay. This light was eligible for rebate through the dealer's utility company and also provided the service area where the actual repair was being done with 30 foot candles of light, more than an ample amount for mechanics to perform complex work.

The customer was extremely happy with the amount, color, and quantity of light offered by the SONARAY™ luminaire. In addition, the fact that the fixture requires extremely low maintenance was an

added bonus since the shop area is very busy and the ceiling height for most of the installation was at approximately 17 feet.



Of course one of the really exceptional selling points for the new lighting is the fact that the dealership actually will save enough in energy costs combined with utility company rebates to pay for the new lighting in 1.69 years. Since the LED fixtures are projected to have a lifetime of at least 13.35 years that means the fixtures are actually continuing to lower their cost of ownership over the duration of their lifetime, or some 11+ years.

Below is a table outlining key metrics behind the installation.

Category	Original Luminaire	SONARAY™ Replacement
Quantity of Fixtures	63	63
Lamp Wattage per Fixture	462	100
Total Fixture Wattage	29,106	6,300
Lamp/Luminaire Life in Hours	15,000	50,000
Lamp/Luminaire Life in Years	4.01	13.35
Lamp/Luminaire Changes Annually	.25	.07
Maintenance per Fixture/Year	\$12.48	\$3.74
Annual Maintenance Cost	\$786.24	\$235.87
Annual Maintenance Savings	NA	\$550.37
Energy Cost Savings per Year	NA	\$8,539
Annual Energy & Maintenance Savings	NA	\$9,089
Years to Payback on Investment	NA	1.69

The dealership is very excited about the new lighting relative to the quantity, quality, and savings for the new installation. Plans are in place to continue with more SONARAY™ installations in other areas of this dealership and at other facilities owned by this dealer.

SONARAY™ is helping to drive this auto dealership to great savings and contributing to a cleaner environment.



SONARAY™