



# Case Study

Manheim auto auction group makes a confident bid to reduce its lighting power costs by 70% with Primo LED Highbays.



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LED HIGHBAYS

## Summary

Manheim Auctions is Australia's largest motor auction enterprise. The energy saving lighting upgrade at their Altona North site involved replacing 170 x 400W highbays with just 133 x Primo 155W LED highbays. This resulted in a massive 70% reduction in lighting power costs, and a break-even of just one year.

## Challenge Faced

The site operates 24/7, resulting in very significant operating costs from their 400W Mercury Vapour highbays - just over \$750 each per annum.

On top of the power cost, there were also considerable maintenance costs in replacing globes and ballasts in the existing HID lighting.

## Solution

A lighting plan was constructed using Primo 155W LED Highbays.

The brighter output and wider beam spread of the LED highbay meant that it was possible to achieve greater light levels with fewer fittings.



133 x 155W Primo LED Highbays replaced 170 x 400W mercury vapour highbays existing on the site.

The changeover by the contractor took just 3 days and was totally trouble free.



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*The extra brightness of the LED fittings enabled Manheim to increase their light levels while reducing the number of fittings at the same time.*

## Solution (continued)

A Cost of Light Analysis was produced to support the business case for the upgrade. This factored in Manheim's current kWh power cost, operating hours, maintenance costs, etc, and resulted in a complete cost-benefit analysis.

As the data opposite indicates, the payback period was approximately 1 year, and the total return on investment over the life of the fittings was estimated at approximately \$700,000.

Manheim qualified for a rebate of more than \$17,000 for the commercial lighting upgrade under the Victorian VEET scheme. This cash rebate boosted the ROI and helped to offset the installation costs of the new fittings.

The brightness of the Primo 155W highbays contributed to improved working conditions for the warehouse team on the site.

Warehouse management and staff were very impressed with the level and the quality of light.

One of the benefits from the increased light levels was that forklifts were able to start operating 2 hours earlier – a major boost to productivity.

- **Fittings installed = 133 x 155W**
- **Fittings recycled = 170 x 400W**
- **Power savings = 70% per annum**
- **First year's power savings = \$117,000**
- **Breakeven period - 1 year**
- **Total return on Investment - \$700,000 over the life of the fittings**

### Primo155W LED Highbay

- 17,000 lm
- Replaces 400W HID
- Height from 8+ metres
- 115 degree beam angle
- IP66



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