LED BUYERS GUIDE

Power prices are soaring. Companies are seeing the cost of their lighting rise to critial levels.
But how do you find the right lighting for you?
Read this before you invest in upgrading to energy-efficient lighting.

7 THINGS YOU NEED TO KNOW

TO MAKE INFORMED BUSINESS DECISIONS WHEN UPGRADING YOUR LIGHTING

1 LED LIGHTING IS MORE EFFICIENT THAN EVER

There has never been a better time to replace inefficient lighting with LED.
Recent advances in efficiency of led technology are seeing higher output from less and less power.
Our latest Primo highbays, for example, are now rated at 150-170 lm/w. Unheard of just a few years ago.
More efficient chips create less heat, simplifying heat management and increasing long term performance.

2 THE POTENTIAL FOR STOPPING WASTED LIGHT WITH DIMMING AND SENSOR TECHNOLOGY

As you seek to reduce your lighting costs, the elimination of wastage is worth consideration.
Some lighting is not required at all times, and there may be opportunities to turn lights off or dim them down when the sun is out or when rooms are unoccupied.

3 WHAT ABOUT SOLAR?

If you are contemplating a solar installation, now or in the future, remember that reducing your current draw through energy efficient lighting is always the first stage in a successful solar installation. There is no need to wait until you can do it all together.

4 LOOK TO THE LONG TERM WHEN MAKING YOUR BUSINESS CASE

It's important to base your financial decision on the long term profit position over the life of the light fittings - not just the initial purchase cost. Higher performance fittings may cost more initially, but may give you a better return over the long term. Lower operating costs year on year can quickly erase a higher initial purchaseprice. Lower maintenance costs, while more difficult to quantity, will also help your business case.

5 HOW TO ASSESS THE QUALITY AND PERFORMANCE OF ONE FITTING AGAINST ANOTHER

Ensure you see formal evidence of the following:

- efficiency of the light fittings in terms of lumens per watt (LM79 test report)
- projected service life (LM80/TM21 test reports)
- performance of the LED driver

Examine the build quality, protective coatings, and importantly, the pedigree of the manufacturer.

6 IS THE LIGHTING FIT FOR PURPOSE IN YOUR OPERATION?

Check that the fitting is suited to the task at hand, for example:

- operating temperature range
- IP rating for water & dust proof environments
- IK ratings for impact resistance
- food safety compliance with respect to glass in the fitting or difficulty keeping it clean.
- are the brackets suitable so they can be mounted properly in your premises - on the walls, ceilings, poles, gantries, etc

7 CUSTOMER SUPPORT - DEAL WITH PEOPLE WHO YOU KNOW WILL BE HERE IN 7,8, 9 OR 10 YEARS' TIME.

You will be expecting your LED light fittings to give you many years of trouble free service, whether they run 50 hours per week or 24/7 basis. When you are assessing the quality of alternative light fittings, it's just as important to assess the supplier of the fittings too. Purchase your fittings from people you know or who come well recommended. If in doubt, ask your electrical wholesaler. You need to know they will still be around to handle any future warranty issues. Investigate warranty support and any exclusions which might be hidden away in the small print. When in doubt, deal with people you know.