

Spotting the Lighting Opportunity

You don't need to be a lighting expert. Look for these common signs, ask a simple question, take a few photos, and bring Service Lamp in to help with the solution.

1 MRO LAMPS, BALLASTS & FIXTURES

ASK: Can we quote the lamps and ballasts you're buying regularly?

ASK: Are you having trouble finding the lamp, ballast, driver or fixture you need?

SEND US: A product list, part numbers, or photos of the products/labels.

4 OLD, DAMAGED OR DIRTY FIXTURES

ASK: Are fixtures damaged, deteriorated or no longer performing well?

SEND US: Photos of the fixture and area, approximate quantity and the customer concern.

2 DARK OR POORLY LIT AREAS

ASK: Are there noticeable dark spots or uneven lighting?

ASK: Are employees having trouble seeing, complaining about glare?

SEND US: Photos of the area and fixtures, approximate ceiling height and what the customer wants improved.

5 HIGH OR HARD-TO-REACH FIXTURES

ASK: Does changing a light require a lift or significant labor?

SEND US: Photos of the fixtures and area, approximate height and quantity.

3 SHUTDOWN, RENOVATION OR NEW PROJECT

ASK: Is a renovation, shutdown or other facility project coming up?

SEND US: What is changing, project timing, photos or plans if available and who is involved.

6 LIGHTS ON WHEN AREAS ARE EMPTY

ASK: Are lights left on when an area is not being used?

SEND US: Photos of the area, typical operating hours and when the area is usually empty.

SEE ONE OF THESE? Take a few photos and contact Service Lamp. We'll help determine the next steps.

FRANK AUSTIN | INDUSTRIAL SALES MANAGER
(502) 777-6636 | frank@servicelamp.com
Customer Service (800) 222-LAMP (5267)

Scan
to
email
Frank



What to Send Service Lamp

You don't need every answer. A few good photos and basic customer information are usually enough for us to get started.

The Best Photos To Send Us

For products:

- Clear close-up of the lamp, ballast, driver or fixture label

For a fixture replacement need:

- View of the entire area mounted
- Fixture from below
- Mounting and ceiling
- Product label

For an upgrade or lighting problem:

- Wide photo of the entire area
- Existing fixtures from below
- Fixture/driver labels if safely accessible
- Ceiling and mounting height perspective
- Any problem areas: dark spots, glare, failed fixtures, damaged fixtures

Tell Us What You Know

- What is the customer trying to solve or buy?
- Is it one area or throughout the facility?
- Is there a deadline, shutdown or upcoming project?
- About how many products or fixtures are involved?
- Approximate ceiling or mounting height, if known.
- Any part numbers, invoices, fixture schedules, plans or drawings.

Don't Know All The Answers? That's okay. Send us what you have, and we'll tell you what else is needed.

LED Lighting Quick Facts

- LED lighting can provide 50,000+ hours of useful life — 2-3 times longer than conventional HID or fluorescent lamps — greatly reducing replacement frequency.
- LED light output degrades only about 30% over its rated life, compared to 50%+ for HID lamps.
- LED lighting uses on average 40% to 70% less electricity than conventional lighting.
- LED upgrades can provide attractive payback, especially where operating hours, electricity costs, or maintenance costs are high.
- Maintenance savings can be significant in hard-to-reach areas.
- LEDs perform well in cold temperatures and are resistant to vibration—advantages in many industrial applications.

SEE AN OPPORTUNITY? Bring us in early. We can help qualify it, develop the solution and quote the business.

FRANK AUSTIN | INDUSTRIAL SALES MANAGER

(502) 777-6636 | frank@servicelamp.com

Customer Service (800) 222-LAMP (5267)

Scan
to
email
Frank

