

Long Life Light Success Stories



Öresund tunnel

“We save SEK 2,000,000 annually. And along with that we increase security.”

Replacing 8,200 fluorescent lamps in the 4.5 kilometres long road traffic tunnel under Öresund is a costly and time consuming job. It takes the skylift-equipped service group four weeks in the tunnel's night traffic to carry out an efficient mass replacement. Here, an electronic safety starter, the Aura Cool Strike model, is used to eliminate possible fire risks: flashing fluorescent lamps.

“Aura has given us a lifetime guarantee on Long Life fluorescent lamps and we expect to be able to save over SEK 2 million”

Niclas Malmström, service manager at Öresund bridge.



Södra länken

”The high technical demands on the lifetime of fluorescent lamps made selecting a supplier simple.”

The Southern Link is Sweden's largest road tunnel project. The traffic route is 6 km long, of which 4.5 km runs in a tunnel underground. One trend within tunnel construction today is to focus on the road user, not just operating costs, which is why tri-phosphor fluorescent lamps are often chosen for newly-built tunnels today.

It is very expensive and lengthy process to change the approximately 12, 000 fluorescent lamps in the Southern Link. A replacement of all fluorescent lamps requires that the tunnel will be closed for seven hours every night for two weeks. With Aura's Long Life fluorescent lamps, there are considerably longer intervals between replacements, and in that way it is possible to minimise both maintenance costs and interruptions of traffic.

”With the help of Aura we are lowering our maintenance costs because there are increasingly longer intervals between replacements. This made the selection of a supplier simple for us”

Anders Ingels, systems manager for electrical installations at Tunnelentreprenad.



Tetra pak

”The biggest advantage is that we avoid three out of four replacements of fluorescent lamps.”

The Råbyholm plant in Lund is one of Tetra Pak's largest production facilities in Sweden. Here, they assemble filler machines, which are then delivered together with TetraPak's paper packaging to dairies and other companies.

”Long Life is indeed more expensive to purchase than regular fluorescent lamps, but still economical. We know how much it costs us to replace fluorescent lamps. It is an awkward process changing lamps, we have to rent lifts, move machines and suspend all activities on the shop floor. A stop in production costs substantially more.”

Peter Sjöström



Ecophon

“We save money while the lights shine.”

Ecophon, which is owned by the French company, Saint-Gobain, manufactures and sells acoustic ceilings to hospitals, schools and industries throughout the world. Around 280 people are employed at the production plant in Hyllinge outside Helsingborg. At Ecophon, there are high ceilings and the replacement of a fluorescent lamp requires moving machinery, renting sky-lifts and creating paths through production.

“We use Aura ULTIMATE in production, Aura T5 LL in office premises and Aura T5 LL 8W for emergency lighting. I will retire in eight years. At several locations here I will never have to change a fluorescent lamp again!”

Christer Andersson, electrical manager.



Hannells

Aura Reflector Long Life was the solution to the problem with dirt in the electrical fittings at Hannells.

The packaging manufacturer, Hannells, in Falkenberg, manufactures industrial packaging such as metal barrels, fibre barrels and plastic containers. They have large production premises with a lot of machinery, and changing fluorescent lamps costs a lot of time and money. Production dirt lies on top of the fluorescent lamps and for many years the reflectors in the electrical fittings had to be spray painted white every time someone climbed up to change a fluorescent lamp, a costly and time consuming job. Hannells saves fluorescent lamps and energy, and avoids having to regularly paint white over the dirt. In addition, we have not had to stop production for a costly replacement of fluorescent lamps in eight years.

"I have saved on lifts, personnel costs and working hours three times over. I am extremely satisfied. We even save on spray paint."

Lars Johansson, electrical manager at Hannells.



Ge-Kås

”We got tired of flickering fluorescent lamps in the department store. Plus, we have nothing against saving money either.”

In 1963, Gekås was founded in a small cellar location in the Ullared district of Halland, and since then it has grown into a company with sales of SEK 2.3 billion. Gekås' philosophy is simple: By purchasing in large volumes, prices can be kept low, which results in customers shopping more. The more customers who buy, the larger the volumes, etc. This has led to Gekås having around 3.5 million visitors annually with a record number of 22,300 visitors in a single day!

”We got tired of changing fluorescent lamps every morning. that were flickering here and there in the store. That was when we decided to convert to Long Life and safety starters. We were skeptical in the beginning, but they delivered what they promised and easily reached the burn time goal.”

Christian Henriksson, store manager



Coop Arena – municipality of Luleå



The premier hockey league requires perfect lighting – for the match, the audience and the TV cameras.

The historical skating rink, Delfinen, in Luleå received a thorough renovation a couple of years ago and became Coop Arena. It is the home arena for both the Luleå Hockey premier league and for the Plannja basketball team. For live broadcasts of sports on TV, there are stringent demands for lighting levels. Therefore, it is important to choose fluorescent lamps that are of good quality that do not lose light during the lamp's lifetime. In an ice-rink, maintenance is seasonal and there are high ceilings and replacing fluorescent lamps is awkward. In addition, it is expensive, since personnel and sky-lifts must be obtained.

“With standard fluorescent lamps we would have had to replace them every season. Aura’s fluorescent lamps only need changing every five years! And they still provided a very good lighting level, totally acceptable for colour-TV.”

Curt-Göran Jacobsson, area manager at the Municipality of Luleå's recreational department and site manager at Coop Arena

ICA properties

”Shatterproof lamps even in cold warehouse facilities.”

ICA Fastighets AB primarily builds and manages shop premises and warehouses for both ICA-related companies and other companies. “As part of our quality assurance programme, we at ICA decided that the light intensity in all of our warehouses should be at least 250 lux. In the new regulations, which formed the basis for ICA Fastighets AB's national procurement, there is also a requirement that fluorescent lamps in delivery halls and above sensitive food products shall be shatterproof and also provide a good light level even in low temperatures.

”It's about getting optimal lighting. Both when it is cold and when extra security is required. If, for example, a truck were to drive into something and a light fitting were to fall down and break, we would have to throw all the goods away.”

Malte Enocson at ICA Properties



Falu general hospital

"Aura Light products deliver what they promise: a service life that allows for major savings."

With its approximately 3,000 employees, 500 care facilities, 17 clinics and a number of special departments, Falu General Hospital is one of the Sweden's top emergency hospitals. In addition, it is a county hospital, district hospital and a centre for specialist health care in Dalarna. With these criteria there is a very great responsibility for a large number of people.

"The fluorescent lamps are undeniably as good as they claimed to be. Otherwise we would have never continued to buy them. Since I now know what service life I can count on, I can implement cost efficient group replacements. We install Aura Long Life fluorescent lamps just about everywhere possible in the hospital."

Per Lingemyr, Falu General Hospital.



Findus

”Safety first.”

As a food manufacturer, Findus requires the elimination of any risk of foreign objects in its production. Enclosed or shatterproof electrical fittings or fluorescent lamps are required. Above transport ways and in the warehouses this has been accomplished by using Aura PROTECTOR. The fluorescent lamp, Aura PROTECTOR Long Life is equipped with a smart, external ”safety film” of thin plastic that captures glass splinters and phosphor powder if an accident were to occur.

”We follow the EFSIS food standard. We obviously want to eliminate the risk of glass in our foods.”

Mats Bernhardsson



Cerealia

”We ensure the highest quality in production by using the safe and economical ULTIMATE Protector in our production premises.”

The smallest splinter of glass in a sensitive industrial environment can be devastating. That is why Cerealia has chosen Aura ULTIMATE Protector LL, which has an external ”safety film” made of thin plastic that protects personnel and products against glass splinters and phosphor powder in the event of an accident. At Cerealia in Järna, there are around 250 people working with production, marketing and sales of well known foods.

”We have machinery that is positioned high and low, and conveyors run in between carrying products. This makes it very difficult for us to get access when replacing the fluorescent lamps. We often need lifts or have to erect special scaffolding so that the electricians can reach the fittings. This gets expensive if you have to do it every year. The cost is not in the lamps – but in the lamp replacement...We have had Aura Long Life for many, many years.”

Johan Westerback, electrical and safety manager.



SCA

” We have eliminated the risk for glass splinters with the help of 3,600 Aura Protector fluorescent lamps.”

SCA in Värnamo manufactures packaging for the food industry. The company's customers expect quality certification and demand complete safety in the production environment. That is why SCA uses the strong and splinter-protected fluorescent lamp, Aura Protector Long Life.

”For some time now I have purchased Aura Long Life fluorescent lamps because they burn for at least three to four years. It pays to install them as we have a complex environment to change lamps in. You cannot replace lamps when the line is in service so we have to shut down the machines: And that costs money!”

Bo Josefsson, SCA's electrical manager



Clear Channel

”Aura listens to us. And we appreciate that.”

Clear Channel is the leader in Sweden within outdoor advertising. The media company has been developing poster possibilities for many years; everything from large billboards and bus shelters to advertising in subways and shops. In total, there are 25,000 advertising spaces from Ystad to Kiruna, illuminated by close to 100,000 fluorescent lamps. Clear Channel has established close cooperation with Aura. Since it is important that colours and logotypes are illuminated the way media agencies want them, and also so that the fluorescent lamps can handle the worst winter weather, there is a continuous development of different types of signs and lighting solutions.

”Aura participates in designing lighting for our new signs. Our architects work in direct contact with Aura's plant in Karlskrona because there, the employees are extremely knowledgeable about lighting.”

Christer Lanz



Systemtext signs Stockholm AB



Systemtext signs uses both Aura Thermo Long Life and Aura T5 Long Life in its signs.

Systemtext signs is Scandinavia's largest supplier of sign products and customised sign series. They have their own production facilities in Sweden and Norway, several project offices and a large logistics centre at their factory in Årjäng. Saab, Scania and Volvo stand out among the customers that Systemtext signs delivers to across the world. Other customers include DHL, Telia and Pressbyrå. Systemtext signs has been convinced about Aura Long Life-concept's advantages since the 1980s, when they became the main supplier of signs for Statoil – who absolutely wanted to have Aura.

"Our customers understand full well the point of selecting operation-assured, quality fluorescent lamps that reduce costs over the long-term."

Stefan Billerstam, Managing Director of Systemtext signs.

OK-Q8

”It is very time consuming to change fluorescent lamps in elevated signs.”

This results in considerable costs in replacing fluorescent lamps in the approximately one thousand gas stations that OK-Q8 has throughout the country. On main roads, where the signs are twelve metres above ground, you have to handle a sign front of 12 sq m, and the labour costs for a replacement are SEK 12,000.

”The fact that the lamps are durable and can withstand cold is valuable for our brand. It would be unthinkable if half the sign was not lit or flashing.” Aura Light also stands for perfect service and good cooperation.”

Per Hanö



SL – Stockholm Public Transport

” Aura accepted the challenge to produce a prototype. No other lighting manufacturers were interested”

SL Stockholm Public Transport - had produced a requirement specification for production of new lighting fixtures and needed help from Aura. The aim was to find a Long Life concept.

Some of the requirements that SL had was that they wanted a cost-efficient solution, avoid replacements, environmental customization and avoiding the need for tools for replacements. Constructing a dust proof and flush proof lighting fixture was also important.

This means delivery and installation of 17,000 fixtures and 300 kilometers of cable between 2009 and 2012. The challenge resulted in a new lighting solution - Aura QUICK CHANGE Long Life.

” The new lighting lasts at last three times as long as standard products on the market. The fixture is easy to fit and change thanks to the simple click fastening. SL reduces unnecessary night work and work using ladders. As a result, the working environment is safer for SL staff.”

Thomas Kari



European Parliament in Strasbourg

”The installation of ECO SAVER Long Life will permit a 12% reduction in energy consumption without affecting the quality of the lighting.”

The European Parliament is EMAS (Environmental Management and Audit Scheme) certified and is applying a new environmental policy. This policy predefines the electrical consumption and the degree of comfort required when the Parliament is in session. In order to comply with this policy in terms of lighting, the Parliament contacted Aura.

The installation of ECO SAVER Long Life at the European Parliament will permit a 25,000 kWh/year reduction in energy consumption. The long service life of ECO SAVER Long Life is an additional benefit. The fittings must always be in good working order, particularly the lighting for the debating chamber and other areas when the Parliament is in session.

” The reduced energy consumption equals maintenance cost savings of more than 83,000 Euros during the lifetime of the tubes.”

Bratislav Marjanovic



Cadbury

” Aura Long Life will help us to reduce emissions through a reduction in energy usage, lower maintenance costs and reduced WEEE generation.”

Cadbury have a ”Purple Goes Green” initiative that sets a vision to tackle climate change and shrink global environmental footprint by many initiatives. One initiative is to reduced energy usage. To help achieve this objective Cadbury chose Aura Long Life lights.

Cadbury installed Aura T5 ECO SAVER Long Life lamps. T5 ECO SAVER reduces energy consumption and is the most environmentally friendly T5 lamp on the market.

” We felt that Aura’s profile was the best fit for our vision of reducing the impact on the environment.”

Carl Bowen



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for a free evaluation of your project.



www.AccendoElectronics.com

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