

CASE STUDY: ENHANCING SECURITY AND ENERGY EFFICIENCY WITH EIKO'S LED LIGHTING SOLUTIONS

GARBER AUTOMALL

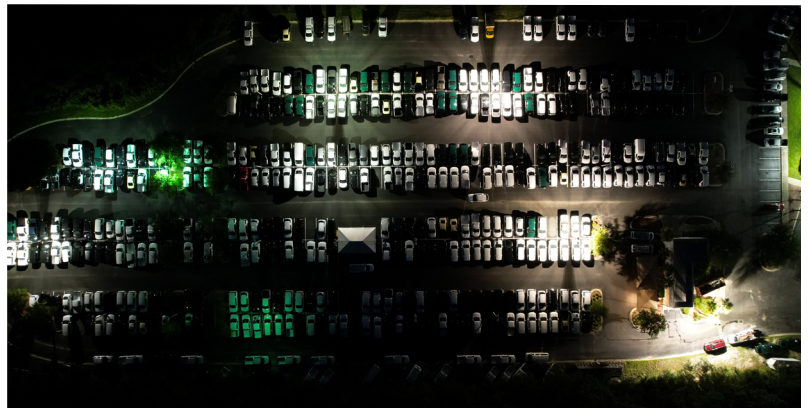
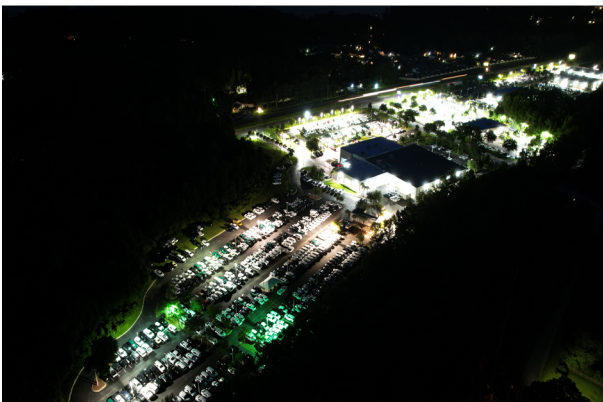
Introduction

Garber Automall, a prominent automotive dealership in Jacksonville, Florida, faced several challenges with outdated lighting infrastructure and security concerns. Clayton Rix with Lamp Sales Unlimited (LSU), a long-standing partner of Garber Automall and distributor partner of Eiko, played a crucial role in bringing the project to the forefront. The dealership chose Eiko based on LSU's recommendation and Eiko's expertise in providing high-quality lighting solutions. Eiko's collaboration with Dobson Electric led to a successful implementation of the LED lighting upgrade project, resulting in a transformed lighting landscape and an array of benefits.



Challenges

Garber Automall's external lighting infrastructure had been neglected for years, leading to an 80% outage of the old metal halide fixtures across the entire property. This severe light deficiency affected the aesthetics, security, and overall appeal of the dealership. The inadequate lighting also hindered the dealership's ability to showcase its vehicles effectively during nighttime operations.



Eiko's LED Lighting Upgrade

Eiko, renowned for its high-quality lighting products, collaborated with Garber Automall to develop a comprehensive lighting solution tailored to the dealership's unique needs. The project involved the replacement of the existing 1000W metal halides with an Eiko energy-efficient LED fixture featuring Controls Ready. The existing 560 -1000W Metal Halides were replaced with Eiko's 300W VERT area fixtures, covering different areas of the dealership, including the used and new car lots and areas requiring specific light distribution due to light trespass regulations near the highway.

The LED fixtures were selected with a color temperature of 5000K, providing a crisp and clear illumination that improved the overall aesthetics of the dealership. Eiko's expertise in lighting design ensured that the lighting was optimized for enhanced security, allowing potential customers to feel safe and confident during nighttime visits.



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Measurable Improvements

Although the dealership did not incorporate controls upon installation, Eiko's Control Ready products allow for controls (standalone or [Networked Lighting Controls](#)) to be added at any time. Even without the controls, the lighting upgrade brought significant improvements in various aspects of Garber Automall's operations:

- 1. Enhanced Security:** The new LED lighting system illuminates previously dark areas, significantly reducing potential security risks. Drone "before" footage reveals sections that used to be pitch-black are now well-lit, providing a deterrent to potential intruders.
- 2. Energy Efficiency:** By transitioning to energy-efficient LED technology, Garber Automall experienced substantial reductions in energy consumption. Although specific energy savings calculations were not performed initially, Eiko's lighting experts, in collaboration with Garber Automall's team, estimated significant energy cost reductions.
- 3. Improved Car Display:** The improved lighting not only enhances security, but also accentuates the aesthetics of the displayed vehicles. Cars appear more appealing and attractive to potential customers, in addition to providing a safer environment, leading to an increase in nighttime sales.



VERT

- 3 Sizes
- 100-450W
- 13,000-57,300 lumens

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Collaboration and Relationships

Eiko's successful collaboration with Garber Automall was underpinned by the existing relationship between Clayton Rix with Lamp Sales Unlimited, Eiko's distributor partner, and key personnel at the dealership. The established rapport, coupled with Eiko's competitive pricing and the promise of innovative lighting solutions, led Garber Automall to choose Eiko over its competitors. Dobson Electric, professionally installed the LED fixtures, ensuring smooth integration with existing infrastructure, such as the time clock system.

Conclusion

Eiko's LED lighting solutions proved transformative for Garber Automall, elevating the dealership's lighting standards to meet city regulations, while significantly enhancing security and aesthetics. By embracing energy-efficient technology, the dealership was able to reduce its carbon footprint and operational costs. This successful partnership between Eiko and Garber Automall exemplifies the potential benefits of investing in advanced lighting solutions tailored to the specific needs of businesses, ultimately resulting in a safer, more attractive, and sustainable environment.



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