

**PHILIPS**

Industrial lighting

TrueForce LED industrial



Case study

# Vestergaard Company poised for a payback time of less than two years





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**Hans Peter Olsen**  
Maintenance Manager, Vestergaard Company



## Background

Vestergaard Company headquartered in Gevinge, near Roskilde, Denmark is one of the leading Danish firms within development, manufacturing and sale of state of the art de-icers and other aircraft ground support servicing equipment. The company was established in 1962 as a family-owned engineering firm, and currently has a workforce of 290 employees.

## The challenge

Vestergaard Company's two production premises were due for an energy-efficiency upgrade, as electricity consumption was too high and the lighting was counter-productive. The production premises floorage covers 13,800m<sup>2</sup>, with legacy installations in factory halls A and B of conventional HPL light sources respectively consuming 250 and 400W.

Maintenance Manager at Vestergaard Company Hans Peter Olsen has the story:

"The original lighting was outdated, energy-draining and shone down directly from the ceiling, which is not effective in production premises."

## The lighting solution

To do away with the high energy consumption and ineffectual lighting distribution, they installed 70 x 88W TrueForce LED Industrial and Retail lamps in Hall A and 72 x 145W in Hall B.

"The new Phillips TrueForce LED lamps provide more light and better lighting distribution than conventional HPL equivalents. Whereas the old lighting consumed 400W, the new ones only consume 145W, so we're already making a substantial energy saving there", says Hans Peter Olsen of Vestergaard Company.





All things being equal, the reduced power consumption will mean that Vestergaard Company can look forward to a payback time on its initial investment of less than two years.

Brian Thorsen of Signify explains: "They also gain minimal servicing costs, as the lamp lifetime is at least 50,000 hours, as opposed to the conventional HPL lamps with their 15,000-hour lifespan. In addition, the new solution provides far more lighting in the premises, which makes the work environment even better than before."

Hans Peter Olsen of Vestergaard Company is thrilled by the new lighting in the premises: "Great lighting and safety are essential for a manufacturing business such as ours. An added plus was that we only had to replace the actual light sources, and the new ones proved so easy to install that we were able to do it ourselves. It doesn't call for any particular expertise. Old incandescent lamps can easily be plug-and-play replaced with TrueForce LED Lamps due to their unique

design and compatibility, without any need to replace the fixtures and ballast, and it's also an advantage that you can spend less time working at height."

## The benefits

Substantial energy savings and low maintenance and replacement costs are prominent advantages. But at Vestergaard Company, safety is also a key factor.

Quality-wise, with TrueForce LED, Vestergaard Company has achieved a cool white light of 4,000K in its two production halls, enhanced lighting distribution and high colour rendering index value. "The result is enhanced lighting distribution, and a pleasant, safe and productivity-enhancing environment in our premises", enthuses Hans Peter Olsen.

As a family-owned firm, Vestergaard Company has corporate succession in mind. That made TrueForce LED the right solution in terms of energy-efficiency, safety and minimal environmental impact.







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**Hans Peter Olsen**  
Maintenance Manager, Vestergaard Company



**The benefits of TrueForce LED industrial:**

-  Ease of installation with no need to alter legacy fixtures
-  Fast payback – typically less than two years
-  Sustainable – high energy efficiency
-  Low initial investment, long lifetime – up to 50,000 hours
- Low maintenance costs – five-year warranty

Right lighting distribution – enhanced comfort and safety





## TrueForce LED lamps for industry



TrueForce 250W



TrueForce 400W

TrueForce is a cost-efficient option for easily upgrading traditional industrial lighting to LED. TrueForce LED Industrial is a retrofit replacement solution for high-bay applications in high-ceilinged premises. With their low energy consumption and a lifetime of 50,000 hours, there are substantial savings to be made. You can retrofit TrueForce to replace metal halide (HID), high-pressure sodium (SON) and mercury (HPL) lamps. TrueForce is available in two versions: one for existing ballasts and one for direct 230V mains voltage.



Conventional	TrueForce
HPL 250W →	LED 88W
HPI 250W →	LED 88W
SON 250W →	LED 88W
HPL 400W →	LED 145W
HPI 400W →	LED 145W
SON 400W →	LED 145W





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