

Retropole, LLC of Dallas, challenges lighting maintenance professionals to shift their thinking in two areas: **Where** and **When** pole lighting maintenance is performed.

Where

For as long as I can remember, a highly skilled electrician has been lifted to the light, by a variety of expensive or dangerous methods, for repairs. Most times the repair is a simple lamp replacement that could easily be performed by considerably less skilled worker if he could just overcome two obstacles... the pole height and the presence of electricity.

The engineers at Retropole have done just that. The light-lowering conversion kit mounts to an existing or new pole in about an hour and permanently eliminates the risk of electrocution and the risk of injuries working on above ground and high price that goes with elevated service work.

The system lowers the light head, with all its components (lamp, ballast, and capacitor) and disconnects power automatically when being lowered. A common screwdriver is the only tool you'll need for the now five minute job.

When

A slightly more difficult challenge is educating maintenance personnel on **when** to change a lamp.

Most companies wait until a lamp burns out, sometimes even several, before the work is ordered. This form of reactive maintenance is the most inefficient and expensive method.

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Conversely, a **proactive** plan might be to change all lamps on a property at once. This is known as group relamping and is recommended by **The US Department of Energy**, but usually not in practice due to the rising cost of traditional aerial lift maintenance.

Let's look at an example. Your facility has twelve pole lights. Since HID lamps last 12 to 18 months, on average, one burns out every month, or so. At an average of \$400 a trip,

your maintenance cost would be around \$4800 annually. Now consider the hidden costs. When your lot is not properly lit, how many sales are lost to competitors? How many tenants will rent elsewhere? What about Crime? Accidents?

Liability? These all have a cost associated with them. Although impossible to calculate, several billions nationally is certainly realistic, but for this example, we will use \$1200 annually.

Now you're losing \$6K every year and are having to constantly monitor the property, call contractors, wait for service, coordinate jobs, move vehicles, block access, verify work, and pay invoices. Just to do it all over again next month. The inefficiency in time may be worse than the \$6K lost.

Okay, that's the old method. Now consider a light-lowering conversion kit (retail \$799) that does not change the aesthetics of your pole or property as it mounts directly onto most existing poles.

Your facility's maintenance person can change all twelve lamps annually for less than it currently costs to change one. All of the inefficiency and the major expenses are eliminated. With a lowering system, the property is always well lit with less likelihood of lamp burn out (because lamps are always less than a year old) and reduced negative side effects of lost sales, increased crime, and liability for the property owner. Plus you just saved approximately \$6000! That goes directly into your pocket or more likely, toward another project.

These figures are representative of today's dollars. Because aerial lift maintenance costs are directly tied to rising fuel, labor and insurance costs, we expect this to continue to soar.

How much will you save in a few years when bucket truck services continues to rise? Retropole products help to freeze the effects of inflation. For additional info visit **www.retropole.com** or email: **info@retropole.com**