

CUSTOMER SUCCESS

CLIENT

GREEN FAMILY AUTO

LOCATION

DAVENPORT, IA / MOLINE, IL



QUAD CITIES DEALERSHIP SEES THE LIGHT, UPGRADES TO LED

Green Family Auto is living up to its name. The family owned and operated dealer group, which serves the Quad Cities and beyond, has completed a green initiative with parking lot lighting at two of its dealerships thanks to the help of Tri-City Electric Co. and Van Meter Inc.

CHALLENGE

Green Family Auto was looking for a way to reduce energy consumption, without losing light quality at its Moline Hyundai and Davenport Buick-GMC dealerships. For this business, outdoor lighting is not only important for safety and security, but also for showcasing its automobiles.

Eric Dresing, one of the owners at Green Family Auto, got in touch with Tri-City Electric's Dave Vanderbleek to start the process. "We've had a really long relationship with Tri-City," said Dresing. "I really trust them. Just based on knowing what Dave brings to the table, I was super comfortable working with Van Meter. I knew he wouldn't recommend somebody that couldn't get the job done."

SOLUTION

After performing a lighting assessment, Van Meter Lighting Specialist, Bob Workman, developed a plan for a new lighting system to meet Green Family Auto's needs.

Workman's plan called for Cooper Galleon LED fixtures, which — with their high-efficiency optics — are a perfect fit for auto dealerships. These programmable lights can be set to dim, and even shut off, after several minutes if no motion is detected. And when a sensor detects movement, like a customer driving through the lot, these LEDs will illuminate to full brightness. In other words, the lights are working for Green Family Auto when it needs them to. The rest of the time, the dealership is saving money. "I think we're going to see more than \$3,000 a month savings at each location on our electric bill, which is huge for us," said Dresing.

All in all, the plan allowed the dealer group to replace 204 pole-mounted, 1000-watt metal halide area lights with just 140 LED fixtures ranging from 300-529 watts. Workman personally programmed all the new fixtures and trained Green Family Auto staff on how to make future adjustments. Tri-City performed the installation.



A LOOK AT SAVINGS

140 LED fixtures

TO REPLACE THE 204 POLE-MOUNTED LIGHTS

SAVES MORE THAN

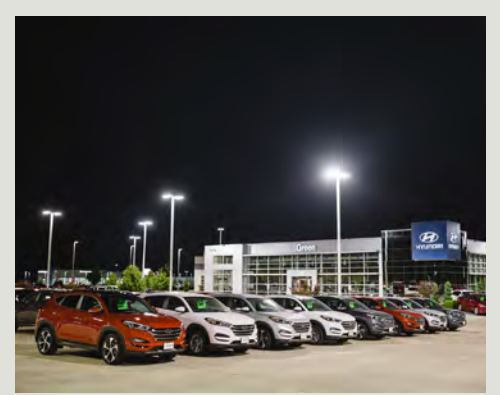
\$3,000/month

THE RESULT

With more than \$72,000 per year in energy savings expected as well as reduced maintenance costs and a \$68,000 rebate from MidAmerican Energy, Green Family Auto will see a return on investment in less than four years.

In the meantime, it will be reducing its carbon footprint while enjoying improved safety and security. And its automobiles will be viewed in the best possible light. "The light is so much more focused on the inventory now," said Dresing. "Which is exactly where it should be."

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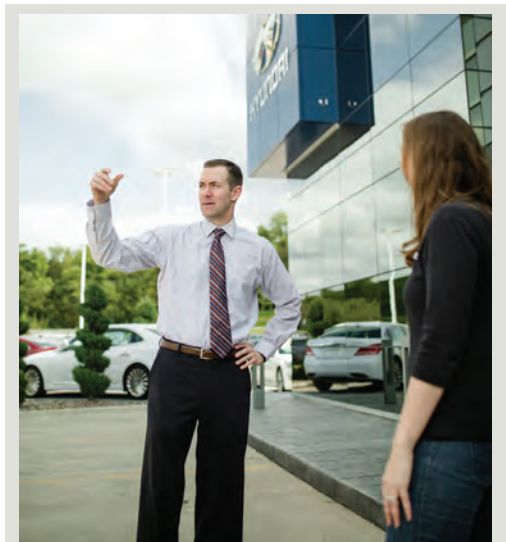


WORTH NOTING

THE ATMOSPHERIC CONCENTRATIONS OF CARBON DIOXIDE, THE MAIN EMISSION MEASURED BY THE CARBON FOOTPRINT, HAVE INCREASED BY 36 PERCENT SINCE 1750. SCIENTISTS CONCLUDE THE MAJORITY OF THIS INCREASE COMES FROM HUMAN ACTIONS.



ACCORDING TO THE ENVIRONMENTAL PROTECTION AGENCY



YOUR LIGHTING SOLUTION

Van Meter Inc. provides expert advice in the selection and design of lighting solutions and more. We welcome your call to discuss your next project. To speak with a Van Meter representative, call 1-800-247-1410. We'll quickly connect you with the person or information you need.



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Green Family Auto

Green Family Auto serves Chrysler, Buick, Chevrolet, GMC, and Hyundai drivers with five dealerships in the Quad Cities. The family owned and operated dealer group offers a large selection of new and pre-owned vehicles. By committing itself to customer satisfaction, Green Family Auto has been able to build lasting relationships with thousands of drivers.

Tri-City Electric Co.

Tri-City Electric Co. is one of the most trusted electrical contractors in the United States, bringing more than 120 years of experience to the table. With a team of more than 1,200 skilled employees, it has the capacity to handle any electrical project. While primarily serving Iowa and Illinois, Tri-City has lent its expertise to projects across the country.

Van Meter Inc.

Van Meter Inc. is a 100-percent employee-owned distributor of electrical, automation, lighting, datacomm, power transmission, utility and clean energy supplies, services and solutions. Headquartered in Cedar Rapids, Iowa, the company has 15 locations throughout the midwest in Burlington, Carroll, Cedar Rapids, Chicago, Davenport, Dubuque, Des Moines, Iowa City, Keokuk, Muscatine, Omaha, Ottumwa, Sioux City, Urbandale and Waterloo.

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