

FSG Provides Sustainable Solution for Penske Auto Group

Phoenix, Arizona



Across the country, businesses are looking for ways to replace their incandescent and fluorescent lighting technologies with solutions that provide better efficiency without sacrificing lighting output.

The Penske Automotive Group consists of nearly 25 primarily high-end dealerships and related buildings that house everything from showrooms to service departments and administrative offices. When Director of Facilities Dave Smalley started looking for a way to upgrade the group's various lighting fixtures and strategies, he reached out to FSG.

Mr. Smalley was most interested in lighting solutions that would minimize maintenance costs. Lighting outages in showrooms often required new cars to be moved in and out of the showroom to repair outages, and the resulting increase in foot traffic and equipment downtime was a major drain on resources. The Penske Auto Group offers some of the most exciting automotive brands in the world, including Lamborghini, Ferrari, Rolls Royce and Bentley, and so it goes without saying that the lighting had to be beautiful, reliable, and efficient.

Light makes all the difference. The right lighting can transform a seemingly drab space into something fantastic. Even office spaces can benefit from the enhanced productivity that quality, comfortable lighting provides.

PROJECT DETAILS

Contract Value: **\$1,400,000**

Number of Fixtures: **1100**

Annual KwH reduction: **1,092,662**




Better Lighting, Lower Energy Costs, Less Maintenance

FSG starts each project with a detailed audit and product selection. From there, FSG's in-house design team leverages the strength of FSG's buying power to create a comprehensive solution that will work reliably and solve the customer's lighting challenges. This particular project met all of the goals Penske has set out prior to the renovation. Of their goals, Mr. Smalley says,

“Just recently, this year, we’re making the push to eliminate virtually all of our non-LED lighting. This helps in a number of ways. It reduces energy costs and greatly diminishes the amount of maintenance needed on the lighting. When we’re done, all of our lighting will be LED. My maintenance team can focus on other things besides replacing light bulbs.”



At end of the day, dealership management, employees, and customers were blown away by the results! The project increased lighting quality and output while providing an average kWh reduction of 1,092,662 per year! Another big win was that the Penske Automotive Group’s lighting maintenance intervals were greatly decreased, which significantly reduced the costs associated with maintenance and downtime.

A photograph of a modern dealership interior. The ceiling is white with a grid of recessed square LED light fixtures. In the background, there are red service bays and a car on display.

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FSG Understands the Power of Improved Lighting

There were other benefits as well, according to Smalley: "This year we're probably doing around 20 projects with FSG and maybe more than that. We're not necessarily looking at ROI, we're looking at improved lighting. In some cases, our service departments were very dark and our techs were having a hard time seeing what they're working on."

Light makes all the difference. The right lighting can transform a seemingly drab space into something fantastic. Even office spaces can benefit from the enhanced productivity that quality, comfortable lighting provides. From LED lamps to complete fixture packages, and architectural lighting to emergency signs, FSG knows it all and provides it all.

FSG represents the newest and brightest in lighting and electrical manufacturers. We are not bound to any one supplier, placing us in a prime position to deliver the products and supplies that best fit your unique challenge.

FSG knows that its ability to provide the best products and solutions is only as good as its ability to deliver the best products and solutions. A nationwide network of Master Distribution Centers supports FSG's branches and local warehouses, enabling customers throughout our service area to get the products they need when they need them. FSG's Perfect Order Index is our quality measurement system designed to ensure every part of an order is accurate and timely.

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