



With the lighting upgrade, Andretti Autosport is experiencing a more than 60% reduction in energy consumption, which equates to more than \$54,000 in annual energy and maintenance savings and a three-year payback period.

IMAGE COURTESY OF ANDRETTI AUTOSPORT/FSG

## COMPETITIVE ADVANTAGE

An upgrade to LED lighting and controls by Facility Solutions Group and Current by GE keeps a legendary Indianapolis-based auto racing team in the driver's seat.

by Susan Bloom

**B**ASED IN INDIANAPOLIS, AUTO RACING TEAM Andretti Autosport competes in the IndyCar Series, Indy Lights, the FIA Formula E Championship, and the Americas Rallycross Championship. Launched in 1993 and headed up by Championship Auto Racing Teams series champion Michael Andretti (son of renowned racing icon Mario Andretti), the group's success relies on precision, attention to detail, and the ability to maximize every aspect of its vehicles' performance. So when outdated fluorescent technology threatened to undermine the quality of light and operational efficiency in the shop where Andretti Autosport's race cars are designed and repaired, Facility Solutions Group (FSG) stepped in with a powerful and long-lasting solution designed to keep the team's engines humming for years to come.

"As a racing team, car preparation is what we do, atten-

tion to detail is very important, and lighting affects everything," said Bill White, facility manager at Andretti Autosport. "Preparation is the key to success, so the more you can up your game with preparation, the more successful you should be."

By 2017, however, lighting in the expansive 12-year-old facility—which houses a shop where technicians work on vehicles and warehouse/garage space for the storage of transport trucks, tools, and other necessary equipment—was becoming a competitive disadvantage.

"In addition to poor lighting quality and areas that were yellow and/or underlit, a lot of the facility's old 32W T8 fluorescent and 54W T5 HO lamps were burning out," explained Bob Ronan, Perth Amboy, New Jersey-based director of national sales for FSG. "The team was doing a lot of ballast replacements, and electricians were spending

more time on lighting than on their core job responsibilities.

Introduced to Andretti Autosport through the manager of one of the team's Indy 500 award-winning racers in early 2017, FSG saw immediate opportunities to improve the facility's working environment and lower its energy spend through an LED and control upgrade—and the Andretti Autosport team was intrigued.

"We had more than 500 fixtures in the shop and a lot of uneven lighting as a result of a mix of old and new bulbs," White explained. "We already had a lighting issue looming that had to be taken care of, so when the opportunity came to switch over, one of the selling points was that the project would pay for itself in the savings."

Said Ronan, "We partnered with Current by GE on this project based on the company's great reputation for lumen output and knew that its Albeo ABV-series high-bay LED system would give Andretti Autosport and its roughly 50 employees the light levels and uniform distribution they needed." In search of even greater efficiency, "They also wanted to be able to dim or turn off lights in zones based on occupancy, so we further integrated systems with portable Daintree wireless controls," he added.

### Delivering a Competitive Advantage

FSG's in-house specialists not only provided invaluable support to design and bring six zones online, but also offered careful coordination: "We had to work around both people and cars valued at hundreds of thousands of dollars," Ronan said.

Installation was largely completed within a three- to four-week period in late 2017, and the Andretti team couldn't be happier. In addition to cleaner, whiter, and more uniform lighting that's improved visual acuity in the space, Andretti Autosport

will see a more than 60% reduction in energy consumption, more than \$54,000 in annual energy and maintenance savings, and a three-year pay-back period.

In addition, because every fixture was equipped with a motion sensor, "Fixtures can dim when there's no motion and come to full brightness when there is, adding an extra level of savings," noted Brannon Bourland, FSG's director of marketing.

"Andretti Autosport is a highly philanthropic team that hosts a lot of promotional events for sponsors, military groups, and other organizations and they love having the flexibility to dim down areas for special events," Ronan added.

For White, ease of maintenance—thanks to the system's decade-long life—is another big plus. "I wear a lot of hats here and the less time that I have to worry about lightbulbs burning out is huge; I've got other stuff that I can worry about now," he said. "The 10-year lifespan is pretty good because I'm 55 years old. I've hopefully changed my last lightbulb."

"This system will ensure much lower maintenance, allowing the team to focus on more important details, not replacing bulbs," Ronan explained. Equally attractive to the Andretti Autosport team was that the project was funded through FSG's "Power of Light" financing program. "They incurred no cash out of pocket—the entire project is being paid for by savings generated from the install," Ronan said.



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**—BRANNON BOURLAND,  
Facility Solutions Group**

Of their working relationship, Ronan said, "The Andretti Autosport team couldn't have been more gracious; they really made us feel like part of their family. In an industry where every second matters, we developed an even greater appreciation for the work they do and their need for precision and maximum performance."

For their part, the Andretti team appreciated FSG's expertise, hard work, and responsiveness. "Any issue we had, FSG jumped on it pretty quickly," White said.

Overall, "It feels great to have delivered a system that will give Andretti Autosport a 10-year, hassle-free life cycle, enabling them to work more efficiently and do what they do best," said Ronan, who noted that the rows of winning banners lining the facility's walls now pop like never before, thanks to the new

lighting. "We're proud to have helped solve a problem...that will give them a competitive advantage."

Bourland agreed. "Over the years, lighting has evolved through incandescent, halogen, fluorescent, and now LED technology and has gotten more and more efficient—but the other benefits of these advancements are equally rewarding," he said. "It's exciting to deliver to the customer not only a lower-cost lighting solution, but also a better environment for its employees and staff." ■

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