



Industry: Industrial

BMW Melbourne is a premier dealership with a full range of BMW products and services at two showrooms in central Melbourne.

### Issue

Shine On was asked to assess the customer car park across two floors and a mezzanine at their Southbank showroom. The lighting levels were extremely poor and they wanted to improve their customers' experience and also reduce energy and maintenance costs.

### Solution

We firstly created a detailed lighting design of the car parks to ensure they would meet AS1680 and the client's specific requirements. The existing lights were so inefficient, we were able to replace the 400 watt metal halides with 75 watt highbays and the 150 watt metal halides with twin 12 watt tubes. The energy reduction was so considerable and the subsidy so impressive that the payback was immediate! More importantly for BMW, we were able to significantly improve the light levels from an average of 40 lux to an average of 160 lux, greatly improving the customer experience.



### Energy efficient products used

Product	Quantity
Shine On Sabre Mk3 LED Tube	220
Shine On HFlux Mk3 LED Highbay	25
Shine On Plexis Mk2 Circular LED Panel	8
Shine On Stellar LED Canopy	19
Shine On Vektor LED Shoplight	17



BMW Melbourne rated their experience ten-out-of-ten



*I gave them a ten-out-of-ten because they provided me with excellent customer service.*

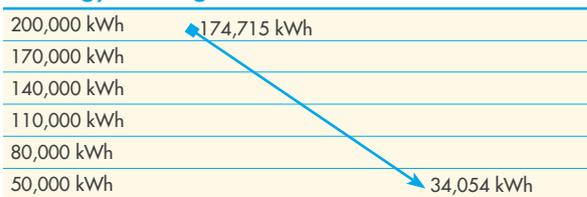
*The best part was that they followed it up after they had completed the job to make sure that everything was working properly and nothing was a hassle at all.*

*It was a pleasure working with Shine On because they were fast, and everything went according to plan!*



Christine Nestler, Procurement and Internal Controls  
BMW

### Energy savings achieved: 81% reduction



### Statistics

Energy savings	81% reduction
Payback period	Immediate
Annual lighting energy saving	140,661 kWh
Greenhouse gas reduction	190 tonnes per annum
Total 10 year saving	\$175,947

