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“This way, even the Chinese cannot win on price”

When investing in LED lighting, for example for stadiums or training fields, most people strive for the best quality at the lowest price. That is a healthy goal. However, clients often primarily focus on the purchase price of the luminaires. This is a shame, because as a result, clients ultimately lose much more money as a whole. “While the technical specifications of floodlights often greatly differ, mast constructions and additional installation costs also play a major role. There is only one way to determine the cost price and that is by overseeing the total project. This way even the Chinese cannot win on price” says Michel van Dooren, Manager Marketing & Business Development at AAA-LUX. Moreover, sometimes it is wrongly assumed that quality between manufacturers is comparable. Also here, there is an opportunity to inform the market more clearly.

The right focus in Malaysia

For a football project in Kuala Lumpur, various LED producers were approached to make an offer to deliver

A Chinese manufacturer offered to install 64 fixtures on 4 20-meter stadium masts. This required a heavy mast construction with ditto foundation and transport.

and install LED floodlights at a so-called Football Hub. “In accordance with good practice, clients purely

look at the price for a fixture, a Chinese manufacturer then seems interesting. However, when looking at the entire investment and figures, the ratios are different. At this Football Hub, AAA-LUX was able to install 16 LED fixtures on 4 standard 18-meter poles. A Chinese manufacturer offered to install 64 fixtures on 4 20-meter stadium masts. This required a heavy mast construction with ditto foundation and transport. That changed the calculation considerably,” explains Shi Chai Chong, Operations Manager AAA-LUX SDN Malaysia.

The best solution in this case is also the most economical

“Thanks to the smart luminaire design from AAA-LUX the fixtures weigh less and have a lower windage. This allows that lighter (and therefor lower priced) masts can be used and a more modest power installation is required. In addition, you also see a clear difference in quality. While the Chinese luminaires illuminated the field with an even uniformity of 0.4, the 16 WS250 luminaires managed to achieve a uniformity of 0.8. A

beautiful spreading of light,” says Chong.

Moreover, AAA-LUX offers a very accessible control system which saves even more costs in the long term. Unlike Chinese suppliers, who only focus on the purchase of luminaires and even leave out a control system. This means that the luminaires would not only be switched on to full-power at all times but also entail high energy costs, even when less light would be enough.



PROJECT FEATURES

Football Hub in Kuala Lumpur, Malaysia

- LED lighting for Football Field 300 lux
- 16 x WS250 luminaires on 4 standard 18-meter masts,
- InControl control box

Comparing the correct figures in France

In Europe the quality difference between LED manufacturers is smaller than in the Asian example. The difference in Europe is in the details, like we saw in the French rugby stadiums Aurillac and Massy, active in the highest rugby league. “We were looking for a LED producer who could offer us the best solution in price and quality. The tricky part of this process is each producer tells a different story in which they appear the most favorable. How do you know who is speaking

the truth? We finally realized that you can only compare when you look at the whole project. It turned out that the LED manufacturer, AAA-LUX, had the best papers,” says Denis Beauvois, director at Céphée LED France. The difference in this example was again in the lower quantity needed and the total weight and windage in the masts. With other manufacturers, an increase of weight and windage led to a heavier mast construction and therefore higher cost.



PROJECT FEATURES

LED lighting for rugby stadiums Aurillac and Massy, France

- Active in the highest rugby league
- Light for live HDTV registration
- Aurillac: 156 x WSSTAD luminaires, on 4 new stadium masts and rooftop
- Massy: 144 x WSSTAD luminaires, on 4 existing stadium masts

Starting with the best possible preparation in Estonia

Otepää has been the winter sports capital of Estonia for many years. In 2020 the European Biathlon & Cross Country Championship will be organized in the Tehvandi Sports Center. Preparations are well underway to allow athletes to perform in optimal conditions. "We strive for the best possible lighting solution for the two stadiums which are positioned next to each other and the 4 km cross country route. This makes a live TV registration possible for high-quality footage. We were talking with several LED manufacturers with varying figures and stories. It was complex to compare everything with each other. To keep it understandable, we tended to focus solely on the luminaires.

Fortunately we realized on time that there was a big difference in other project costs. For example, the light fixtures from AAA-LUX could be placed directly on the existing poles, so that we could retain them. While the competitors had to install all new masts. These new insights yielded us a substantial cost savings at the bottom of the line. At the same time we will also have LED lighting that meets the requirements of the international federation and that will also provide high quality TV broadcasting," says Sten Sooäär, project leader at VIRU Electrical Tallinn, proudly.



PROJECT FEATURES

LED lighting for Tehvandi Sports Center
Biatlon stadium

- Cross Country (also football) stadion
- 4 km cross country track
- 360 x WS-serie/WS-STAD-serie
- Light for live HDTV registration
- Completion: Expected in November 2019
- European championships biathlon will be held here in 2020.

Conclusion: Digging deeper into matters often provides interesting insights

Every sports club wants to put its stadium or sports fields in their best light. "In practice it appears that it is extremely valuable to look at the right figures at an early stage. List all the facts and then take stock. Make sure that you choose a supplier that is interesting in terms of price throughout the project, and also during its lifetime, but at the same time also offers high-quality LED lighting. And don't forget to ask critical questions. Digging deeper into matters often provides interesting insights," concludes Michel van Dooren of AAA-LUX.