

LOOK OUT BELOW!

The hidden cost of low-price lamps can sink you.

The initial cost is less than 13% of the REAL cost of that lamp.

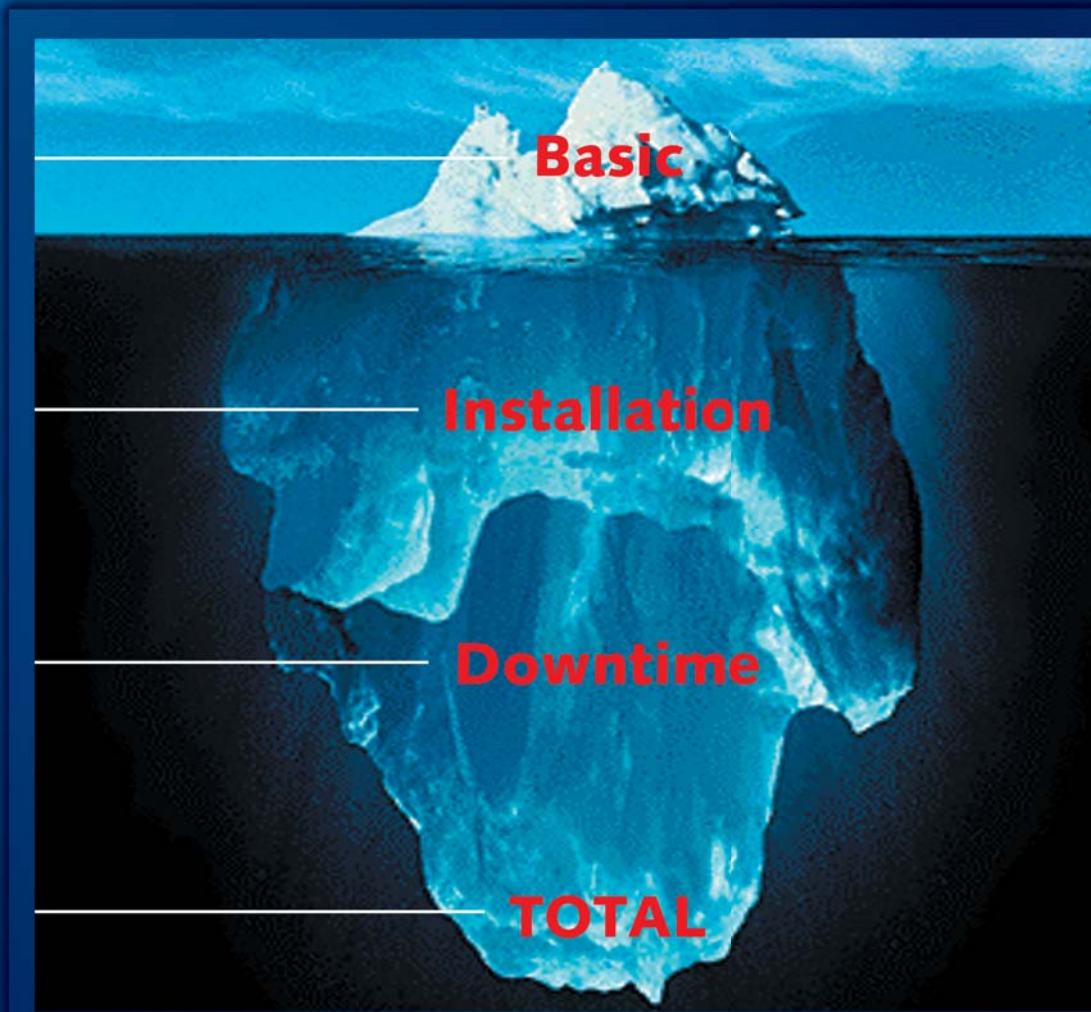
\$6.00 Stop tail turn lamp

\$11.25 (\$45/hour @ 15min)

\$30.00 (\$60/hour @ 1/2 hour)

\$47.25

*Source: Fleet Owner magazine,
Fleet Equipment magazine*



Avoid the high-cost surprise of ordinary incandescent lamps. Ask for **Grote LEDs** by name.

Grote

The first name in vehicle safety systems

www.grote.com

U.S. 800.457.9540 Canada 800.268.5612



**The first name in vehicle
safety systems®**



LED ROI Worksheet

Line	Description	Calculation	Input		
A	Number of Trailers				
B	Average Life of Trailers		yrs		
C	# of Incandescent Lamps per trailer				
D	Price of one Incandescent Lamp		\$		
E	Price of one LED Lamp		\$		
F	Additional investment per Lamp	E - D	\$		
G	Incandescent Replacement Cycle		yrs		
H	Maintenance Time to replace one lamp	(min/60)	hr		
I	Average Maintenance Cost per hr		\$		
J	Average Downtime (Time Trailer is not generating revenue during replacement time)	(min/60)	hr		
K	Average Downtime Cost per hour		\$		
Calculations			Output		
Total Incandescent Costs			1 Lamp	1 Trailer (1 Lamp x c)	Entire Fleet (Trailer x A)
L	# of replacements over life of trailer	B/G			
M	Lifetime Maintenance Costs	H x I x L	\$	\$	\$
N	Lifetime Downtime Costs	J x K x L	\$	\$	\$
O	Incand. Replacement Product Costs	L x D	\$	\$	\$
P	Total Incandescent Costs	M + N + O	\$	\$	\$
Total Savings by using Grote LEDs					
R	Total Savings	P	\$	\$	\$
S	Total Savings/Year	R/B	\$	\$	\$
				R/(FxC) x 100	R/(FxCxA)x100
T	Total ROI (Return on Investment)	(R/F) x 100	%	%	%
				(FxC)/S x 12	(FxCx A)/Sx12
U	Payback Period (Total Investments/Savings per year)	(F/S) x 12	months	months	months