

28 January 2011



Not much has changed on the outside...

24 January 2012

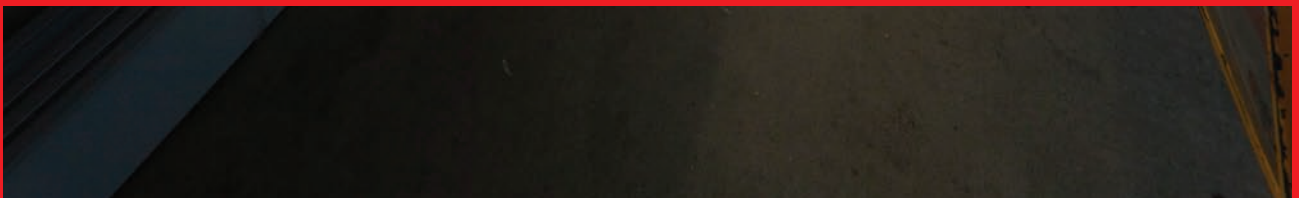




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VELUX changed everything on the inside...





24 January 2012



Before:

# ARTIFICIAL LIGHT GETTING DEARER

Belle Skylights in Melbourne is a manufacturer of plastic dome skylights but also a dealer and installer of VELUX skylights. When director Steve Clark decided to take his own medicine and install skylights in the factory, he chose VELUX.

## Halogen lamps on all day, every day

"Our factory was built in the 60s with south facing windows. We had to have artificial light on all day, every day. With the ever increasing energy costs, I decided it was time to practice what we preach. Time to convert our factory from using artificial light to using natural daylight."

## Keeping the heat outside

"As much as I like our own plastic dome product, it just wasn't suitable for this application. We would get the light, of course, but we would also get a lot of heat. As a VELUX dealer I knew that VELUX skylights would give us all the light we needed, without adding to the heat in summer or to the cold in winter."

## Cost efficient solution

"VELUX FCM skylights were the most cost efficient type for our application.

They were developed for flat roofs and industrial applications like ours. The High Performance glazing keeps out 80% of the heat and 99% of the UV rays. With the double glazing and an aluminium frame it's hail resistant as well, which is a huge advantage. Hail storms seem to become more and more frequent around here."



**Steve Clark** – director of Belle Skylights  
– decided to practice what he preaches.  
He installed 20 VELUX FCM skylights in  
his warehouse/factory and cut 35% off  
his next power bill.



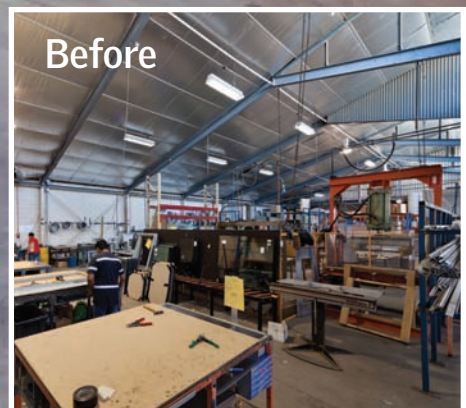


4 times more light...free of charge





On a sunny day the VELUX skylights create 4 times more light than Belle's halogen and fluorescent lamps. Even on a cloudy day no artificial light is needed.



Now:

# NATURAL DAYLIGHT: FREE!

"Our VELUX FCM skylights did the job from day one. All of a sudden we no longer needed any artificial light and our next power bill was 35% lower than the previous."

## Happy staff

"The savings are only part of the picture, though. Our staff love working under natural daylight with a clear view to the skies. It's less claustrophobic. I've read studies suggesting that working under natural daylight improves productivity and reduces sick leave, but at this stage we haven't measured it."

## 4 times more light...less heat

"VELUX had our premises photographed before and after we installed the skylights. The photos were taken almost exactly a year apart on hot summer days without a cloud in the sky. The photographer's light reading showed that the VELUX skylights provided 4 times more light than we had before with all our halogen and fluorescent lamps on. And according to the staff it's cooler under the VELUX skylights than when we had artificial light."

## Payback time: 3 years

"I have estimated the VELUX skylights to have a payback time of 3 years based on retail pricing, including installation. This is without factoring in the replacement of halogen lightbulbs, which is quite costly because it requires an electrician with a scissor lift. In a new building the payback time would be even shorter. The extra cost of installing skylights at the same time as a new roof is pretty much just the cost of the skylights."



*"Everybody's amazed – the VELUX skylights create much better light and less heat than the halogen lamps," says factory manager Jason Diss.*

# VELUX®

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*Please note that each VELUX installation is different. The results in this case study apply to this case study only.*