

Inquire about the types of lights that are being used.

DAILY
 WEEKLY
 MONTHLY
 ANNUALLY

DATE

TYPE OF LIGHTS

- LED Lighting** is generally thought to last 50,000 hours. However, there is a long-term degradation of 30% or possibly more over the 50,000 hours. To keep the bulbs emitting the best possible lighting, keep logs to show the hours of service that the bulbs are used. Changeout more frequently can avoid degradation issues thus keeping your plants healthy and well lit.
- HID Bulbs** degrade faster when they are turned on and off at certain intervals. The reason is that they pulse voltage far above the level that they operate normally when they are turned on. They should be replaced after 5 months. After about 6-12 months, the properties of the bulb change enough that the spectral output of the bulb is significantly worse.
- Fluorescent** grow lighting loses about 10% of their spectral output after about 10,000 hours.

WHAT TYPES OF CHAINS OR MOUNTING HARDWARE IS BEING USED

- Chains / Metal Mounting Hardware? How often are they being inspected? Are records kept
- Plastic coated / Synthetic Material Mounting Hardware / Aluminum Fasteners?

DOES THE PROSPECT HAVE RELIABLE BACKUP POWER AND SURGE PROTECTION?

- Size and type of back-up system? How often is it tested? Are records maintained?
- Fuel source and capacity of fuel system? Is there additional fuel on site for possible extended outages?
- Surge protection? Type? Sufficient to maintain consistent power / level of lighting? Testing?

TYPES OF BALLASTS BEING USED / LED CYCLING FREQUENCY

- HID / HPS Probe or Pulse Start? How often are they inspected? Records kept of maintenance?
- Fluorescent – For all types: How often inspected? Records kept of maintenance?
 1. Rapid Start
 2. Instant Start
 3. Programmable
- LED – How often are they changed out? Records kept of inspection and maintenance?

HOW MUCH ADDITIONAL LIGHTING REPLACEMENT STOCK DOES THE PROSPECT KEEP ON HAND?

- Has your prospect had a conversation with the lighting manufacturer about their equipment failure rates? If it is over 1%, does the manufacturer send surplus inventory to anticipate the need to immediately swap out lights that have issues? Does the prospect anticipate the need for additional stock to be able to swap out the lights that have failed?