

**FOR IMMEDIATE RELEASE****PRESS CONTACT:** Public Relations  
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info@huntedimming.com**HUNT DIMMING RECOGNIZED FOR TOTAL INSTALLED COST SAVINGS**

*Simplicity™ Series digital dimming system delivers significant total installed cost (TIC) savings on a project, earning recognition by PCL Construction Services, Inc.*

FORT COLLINS, CO, August 26, 2005 ... HUNT Dimming, the Fort Collins, CO-based lighting controls manufacturer, is pleased to announce that it has been honored by PCL Construction Services, Inc., a leading construction firm in North America, for significant cost savings achieved on a recent high-profile job utilizing a HUNT *Simplicity™* Series digital dimming system, profiled in its *QUEST Bulletin*, attached below.

Simply stated as "...the art of bringing superior value to the construction process – for all clients – from project start to project finish," PCL considers the daily pursuit of construction excellence as their *quest*. A recent successful project utilizing HUNT Dimming equipment helped them accomplish this by delivering a superior total installed cost (TIC) and providing substantial savings to the project owner, and earning HUNT a coveted write-up by PCL.

"It is truly a honor to be recognized by such a respected company as PCL," noted A. J. Glaser, President of HUNT Dimming. "Our *Simplicity™* Series Digital Dimming System, with plug-and-play technology, is revolutionizing the dimming industry. The historical approach to system installation, where a factory technician is required for start-up, is disappearing. A total installed cost (TIC) analysis, such as done by PCL, accounts for the full costs associated within the hidden profit center called 'turn-on service'. Whether performed by the factory or its representative, the project owner always ultimately pays for turn-on service, and the cost is often difficult to breakout or identify on the equipment proposal.

"Most gratifying is that this analysis was performed by a leading construction firm with many, many actual cost comparisons utilizing other manufacturers' dimming products. For them to recognize and document the true and substantial value offered by HUNT Dimming is significant," noted Glaser.

For additional information, contact HUNT Dimming at (970) 484-9048 or visit:  
[www.huntedimming.com/digital\\_dimming\\_systems.html](http://www.huntedimming.com/digital_dimming_systems.html)

For additional information on PCL Construction Services, Inc. visit: [www.pcl.com](http://www.pcl.com)

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**ABOUT HUNT DIMMING:** HUNT Dimming has been a quality manufacturer of architectural dimming systems and wallbox dimmers since 1960. The company manufactures a full-line of innovative dimming solutions that are flexible in design to accommodate owner, specifier, and contractor needs.

## Changes are Inevitable

Submitted by Blake Holtom, PCL Construction Services, Inc., Orlando

What do you do when an owner changes lighting dimmer requirements at the last minute, yet still wants to meet budget and project completion dates?

The Mansion on Forsyth Park is a Victorian-style mansion originally built in 1888 in the heart of historic Savannah, Georgia. An ambitious plan to convert the property into the first and only local five diamond luxury hotel property was accomplished by renovating 18,000 square feet of an existing historic mansion and adding a 109,485 square foot hotel.



The Mansion on Forsyth Park

While change orders are inevitable on a project of this scope and magnitude, minimizing the delay for changes as well as the associated costs can add great value to an owner.

Critical to this project was an elaborate lighting plan that proved to be a difficult moving target. The dimming equipment supplier, HUNT Dimming, provided and installed approved equipment only to find several weeks later that many fixture types, wattages, and circuits had changed from the original lighting configuration.

To keep the project on schedule, PCL site management tackled the lighting layout and dimming problem. Project engineer Blake Holtom called HUNT directly and found that the dimming system could be changed easily and for a lower cost than expected with HUNT's unique dimming panel and field reprogramming approach. Blake explained the revised lighting scheme on the telephone to a HUNT engineer who made the lighting changes in a software program as they spoke. HUNT delivered a laptop computer the next day containing the program changes and Blake uploaded the revised scheme from the laptop to the dimming panel using a direct cable connection in ten minutes. No further equipment or special factory scheduled dimming technician was

required for on site programming and there was no additional cost to PCL. This simplified approach to dealing with dimming equipment installation and changes saved time for PCL and money for the owner.

Blake estimates that based on the dimming system's original purchase price of \$30,000, depending on a second tier specialty subcontractor to make the changes would have cost as much as \$7,500. This is in addition to the \$1,500 - \$2,500 charged for on-site factory assistance by most other dimming manufacturers. Equally important was the time saved. Only 24 hours was required from the time the problem was identified until the time it could be solved in the field. By using the modular and scalable dimming equipment supplied by HUNT, together with the can-do attitude of the Mansion on Forsyth Park project team, PCL was able to save The Mansion owner close to \$10,000 and expedite the scheduled opening date of this world-class hotel.



Uploading lighting changes to the dimming panel

Hunt Control Systems Inc: [www.huntdimming.com](http://www.huntdimming.com)