

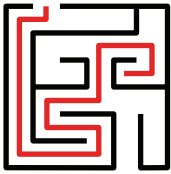
Winton Stock Feed Upgrades Fleet Lighting & Gains Productivity and Safety Upsides

A lighting solution that delivers reliable performance



Located in Winton, Central Southland, Winton Stock Feed is a privately owned business that was started in 1988. The company employs around 20 people.

The Winton office is the hub for our nationwide network of Sales Representatives and Distributors servicing the Dairy Industry throughout the North and South Islands.



Challenge:

- Lights were riddled with moisture and performance issues, leading to failures across the entire fleet of trucks.



Solution:

- Superior performance and durability - The J.W. Speaker Model 792



Results:

- Zero water or moisture issues
- No warranty replacements
- Increased uptime and cost savings

“The quality and longevity of the J.W. Speaker lamps have saved us both time and money, with no need for warranty replacements.”

- Jacob Sangster, Territory Sales Representative

Winton Stock Feed needed a lighting solution the team could depend on

Challenge: Moisture & Performance Issues

Winton Stock Feed, a key player in New Zealand's agricultural sector, faced persistent challenges with their work lamps on their fleet of trucks. Their existing lighting solutions were riddled with moisture and water ingress and performance issues, leading to frequent failures, reduced visibility and increased maintenance or worse – replacement costs.

When each vehicle in the fleet had 10 work lights or more that consistently needed repair or replacement, the time and costs started to weigh heavily on the business. Further, these issues not only compromised the safety of their operations but also led to unnecessary downtime across their fleet of vehicles.

With profitability, reliability and longevity as top priorities, Winton Stock Feed needed a lighting solution that could withstand harsh environments and deliver reliable performance the team could depend upon.

Solution: J.W. Speaker Model 792

In September 2021, Winton Stock Feed approached TWL Invercargill seeking a tough and reliable lighting solution. TWL Invercargill recommended the J.W. Speaker Model 792 work lamps, renowned for their durability and superior performance.

After an initial purchase of two units, the performance of the J.W. Speaker Model 792 far exceeded Winton Stock Feed's expectations. The lights proved to be completely resistant to water and moisture, and their installation led to an immediate improvement in lighting durability, performance and vehicle uptime, allowing them to work from sunup to sundown without issue.

“If we have lights that work, we can focus on the overall maintenance of the fleet allowing for increased uptime in vehicle use which directly translates to savings.”

- Jon Beardo, Workshop Manager

“The J.W. Speaker 792 lamps have completely solved our water ingress issues – we haven't had a single problem since switching.”

- Jon Beardo, Workshop Manager

Results: Zero moisture issues

Impressed by the performance and reliability of the J.W. Speaker Model 792, Winton Stock Feed quickly standardized this model across their entire fleet. Over time, they purchased a total of 90 units, making the J.W. Speaker Model 792 their go-to solution for all lighting applications on their fleet of trucks. Since their installation results have been outstanding:

By partnering with TWL Invercargill and investing in J.W. Speaker's high-quality LED lighting solutions, Winton Stock Feed overcame their challenges, improving operational efficiency, fleet reliability, and productivity.



About J.W. Speaker

J.W. Speaker specializes in the design and manufacturing of vehicle lighting systems for OEMs and aftermarket applications. For more information, visit jwspeaker.com or contact J.W. Speaker at 800.558.7288 or speaker@jwspeaker.com.

