



BRIGHT IDEAS CUSTOMER SUCCESS SERIES

Arbors at Arundel Preserve

Multi-Family Housing • Hanover, Maryland



Property management company Bozzuto purchased 1,459 10-year alarms for the Arbors at Arundel Preserve. With this upgrade, the Arbors maintenance team can eliminate the hassle of 9-volt alarms, saving time and money.

The Arbors at Arundel Preserve, a newly renovated apartment complex focuses on attention to detail, and includes the phrase “great living made easy” on the property’s website. This mantra rings true at Bay Lighting. We are in the business of making it easy on our customers and with 10-year alarms, it’s a homerun!

The Opportunity

The Arbors at Arundel Preserve was using 9-volt battery smoke alarms in tenant units at their complex. With Maryland’s 10-year alarm legislation for multi-family housing facilities, Arundel Preserve was ready to upgrade their technology and reap the accompanying benefits.

Bay Lighting Solution

Bay Lighting recommended BRK 10-year smoke and combo smoke/carbon monoxide detectors for all units. Key product features include:

- 10-Year Lithium Battery Backup
- Locked Battery Drawer
- Smart Technology
- Easy Installation and Maintenance
- Single Button Test
- 10-Year Limited Warranty

The Benefits

Updating to 10-year detectors is beneficial for property management customers and tenants:

- Save money without costly battery changes every 6 months.
- Eliminate the headache of battery changes with tenants.
- Minimize liability with sealed battery compartments.

SAVINGS AT A GLANCE

Cost to Customer:	\$35,192
Lifetime Savings:	\$189,670
Annual Savings:	\$18,967
Payback:	Less than 2 years

Savings based on 10-year life using BRK’s chart at right. Estimated lifetime savings per alarm is \$130.



BRK 9120LBL



BRK SC9120LBL

BRK’s 9120LBL Smoke and SC9120LBL Smoke/CO Combination Alarms are hardwired with a 10-year battery backup. Both products have sealed and locked battery compartments, which prevents tampering and removal of the alarm battery.

