



## Philips: It Takes Two: Replacing Bulbs in Pairs

In this article, Philips explains why garages should change headlights in pairs to promote visibility, safety and customer care.

It's safer and makes sense to change headlamp bulbs in pairs because lamps deteriorate faster as they get older. When the first one blows, the second will probably fail shortly after. It's a smarter, more convenient and more economic approach to maintenance. Two new lamps are brighter so the motorist can see further and get a balanced view of the road. Garages make an extra sale with another bulb and a slight increase in labour time as some cars can be complicated to change one bulb – so it makes sense to change both at the same time.



### HALOGEN HEADLIGHT

A simple way to boost profits and look after your customer without requiring any additional labour time is to recommend high performance halogens. Upgrading requires no more effort than installing a standard bulb, with no wiring changes or time-consuming installation needed, and will generate more profit for the garage.



Richard Armstrong, of Lumileds, the UK distributor of Philips Automotive Lighting Products, says, "Light is fundamental to driving, and light is the first and only part of the safety circle that actually helps prevent accidents. Philips promotes active safety protection to prevent accidents by increasing overall visibility and road illumination. This allows drivers to be seen sooner and to see further down the road so they can avoid potential hazards.

"Our OE quality headlamp bulbs typically last longer than non-OE bulbs as we pay extra attention to quality and testing during manufacture. It reduces the likelihood of an 'early failure', which is when a lamp blows soon after fitting due to production faults, rather than wear. If you replace both headlamps with matching OE parts, there's a very good chance that they'll last as long as each other.

Heading up the Philips offer is RacingVision – the first halogen bulb to be rated at +150% compared to the industry standard – which according to the company, proved itself to be the best performing halogen headlamp bulb on the market, in a respected vehicle headlight test.

Even split seconds can make a crucial difference to drivers' safety. The beam performance of the Philips RacingVision headlamp helps drivers identify dangerous situations faster and stay in control of their vehicle – whatever road conditions they are facing. The specific colour temperature (up to 3,500 Kelvin) of RacingVision bulbs also helps drivers' eyes focus better. They therefore have greater control and confidence, and can relax into a safer and more enjoyable journey.

Philips also advises garages to offer spare kits with all necessary replacement lamps to face any failure that could occur to purchase to ensure safety on the road. Offering a large variety of spare bulbs, Philips Spare Kits fit on average 90% of the car parc, and are an ideal choice for drivers concerned about their safety.