# A FEW MORE DETAILS...

## **Service, Support, and LEDs**

#### More Than Skin Deep

Maybe you've thumbed through our catalog and thought, "These scoreboards are nice to look at, but how do I know if they are any good?" We can't promise you that an Electro-Mech scoreboard will never break. But consider this: We estimate over 40,000 Electro-Mech scoreboards are currently in service around the country; we are able to manage the factory service work with a single dedicated technician. In other words, we don't spend a lot of time supporting broken scoreboards, because our scoreboards don't spend a lot of time being broken.

Electro-Mech is in the business of making scoreboards, not repairing them. We designed a reliable product that is easy to service in the field. If you know how to operate a ladder and a screwdriver, you have all the technical knowledge necessary to correct most things that can go wrong with one of our signs. You may run into a technical question about our products, as is often the case with electronics. Our technical support staff is available at no cost for the life of your scoreboard. We encourage any potential Electro-Mech customer to call us and pose a technical question to our support staff. Then try calling one of our competitors with a similar question. You will discover at Electro-Mech a desire to quickly and completely solve your problem. And you may find yourself wishing that tech support for your computer, your cell phone, your dishwasher, and your car could somehow be handled by the folks you speak to at Electro-Mech.

### **LED Technology**

In 1996 we replaced our entire lineup of indoor scoreboards with new models that feature LED technology. In 2003 we began offering a choice of LED or incandescent lamp technology for outdoor scoreboards. Within a couple of years, our customers cast their votes. The LEDs won. Now 100% of our products use highly efficient LEDs to produce eye-catching displays. We have thousands of LED scoreboards in service all over the United States and can say with confidence that they are the most reliable (and best looking) products we've produced in fifty years.

Because our LED scoreboards consume 90% less power than similar light bulb models, the installation cost is less (lighter gauge power cables and lower ratings on breaker panels), the operation cost is less (lower electric bills), and the maintenance cost is less (less current through scoreboard components lengthens their lives). And there are no light bulbs to change.

#### Not All LED Displays Are the Same

Some LEDs are just plain brighter than others. But there is more to a good display than brightness. If you get a chance to see an Electro-Mech scoreboard out on the field, don't just stand in front of it; walk around and check out all the angles from which players, coaches, and spectators might be viewing it. Visit the field in mid morning and mid afternoon when the sun is at an angle to cause glare. You will find that under almost any combination of lighting and position, you can still tell the score on an Electro-Mech display. Some of our competitors have chosen narrow-angle LEDs for their scoreboards. While you may be able to read their numbers from straight on, if you find yourself in the wrong part of the bleachers, you won't be able to make out the digits. A couple of scoreboard makers have added semi-transparent plastic shields to protect their LEDs. While the protection offered is debatable, the

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