



ORION WILL CHANGE THE WAY YOU  
THINK ABOUT A LIGHTING COMPANY.

# CASE STUDY

## OFFICE AND COMMERCIAL

Orion's LED LDR® Troffer Retrofit fixtures provide the quality and control that are critical to occupant comfort and productivity, all while being easy to install, maintain, and reconfigured to meet the evolving needs of office and commercial facilities.

# WHY ORION



## LOWER COST INSTALL

- Modular, plug and play design
- Lower overall labor costs
- Install more fixtures in less time



## 2-3 WEEK SHIP

- Quick ship, 10 days
- Overnight shipment of additional materials



## CLEAN JOB-SITE MANAGEMENT

- Fixtures in trays
- Packaging doubles for recycling
- No need for a dumpster
- Debris-free install



## TRUSTED AMERICAN PARTNER

- Clear warranties with excellent coverage
- Quality manufacturing base with domestic and international partners
- 40 years retrofit experience

From the very first handshake to the final fixture installed, our energy is the difference we bring to every retrofit. Ingenuity guides us to new solutions. Dedication helps you at every step. And our products illuminate your world in ways you might not have imagined.

## VISION

Orion will change the way you think about a commercial and industrial lighting company. Full service offerings, friendly and competent staff, an unexpected customer experience, and the best performance around; giving you a solution that will make you a hero in your organization.

## MISSION

Lead the transformation of commercial and industrial facilities to solid state LED lighting technology and drive financial, environmental, and workspace benefits, while dominating the building retrofit market by providing more profit for the installer and more value for the end user.

## VALUE

### ALLY IN ACCOUNTABILITY

#### EXPERTISE

Our relationships go beyond shipping you the latest fixture. Your goals become our goals, which means we share responsibility to help you keep your promises and make your project successful.

### PRACTICAL INGENUITY

#### PRODUCT

When you've been on the job site or up on the lift, you build in-the-trenches know-how. That expertise inspires more creative products that maximize real-world performance for your lighting investment.

### UNCOMMON DEDICATION

#### SERVICE

Our customers tell us we have more capable teams that deliver results, not just on paper, but in the day-to-day work of the people we serve. Some say it's our Midwestern roots; we think it's our energy.

**Clean, cost-effective light that improves productivity and morale**

### OVERVIEW

Whether an office, auditorium or conference room the lighting in your commercial and office spaces can directly impacts your company's performance. Light quantity, quality and control are critical to your team's comfort and productivity. Our fixtures have long operating lives which reduces your maintenance costs freeing up resources for more profitable investments. Since the products are easy to install, you can quickly reconfigure them to meet the evolving needs of your facility.



### PROJECT BENEFITS

- Redeploy limited resources into other into other investments by reducing both operating and maintenance spending with the some of the most-efficient, longest-lasting fixtures on the market.
- Reduce disruption to your staff's work by spending less time repairing fixtures and replacing burnt out lamps.
- Fixtures that are lightweight and easy to install, which allows you to easily adjust fixture placement in response changes in how your facility is used, i.e. converting a conference room into offices, and limits disruptions during their installation.
- Improve system performance by integrating your fixtures with most commercially available control technologies, which allows your team to adjust their light in their spaces to the levels they need.
- Optimize lights levels to maximize facility and staff performance, productivity and.
- Reduce OSHA/waste concerns by eliminating need for fluorescent lamp disposal.
- Reduce your facility's environmental impact by reducing its energy consumption and usage.



As of March 31, 2016, Orion has completed over 560 projects with 461 customers in the Manufacturing and Industrial market. The following map shows displays projects in contiguous United States.



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POLICY PROCUREMENT MONITORING CONSERVATION ON-SITE ENERGY GRID BUILDING SYSTEMS

Home / Building Systems / Lighting / LED Door Retrofit Offered

# LED Door Retrofit Offered

January 13, 2014 By William Opalka



Orion Energy Systems

says it is offering the industry's first complete suite of LED Door Retrofit (LDR) products. The LDR is completely assembled within the door frame.

The Orion LDR system reuses the original housing of the existing troffer and installs quickly. There are an estimated 964 million troffers currently in the US lighting market.

The Orion LDR product suite is designed to retrofit most existing 2-foot-by-2-foot and 2-foot-by-4-foot fluorescent troffers and is

available in a variety of lens styles, wattages and color temperatures.

The Orion LDR system offers the following:

- It can be retrofit into existing fluorescent troffers within minutes with no disruption to ceiling tiles and no need to remove existing fixtures.
- The LDR can reduce a company's energy consumption by up to 70 percent.
- The LDR system decreases costs associated with maintenance, freeing up maintenance teams to focus on tasks other than light bulb replacement.
- The LDR provides a volumetric, even-distribution of light with quality color rendering and is available in multiple color temperatures to accommodate end-user needs. Compared to fluorescent lighting, the LDR system generates less heat and, therefore, has a positive impact on HVAC requirements.

## Related:



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## Videos

## Orion Energy Systems granted US patent for LED door retrofit assemblies

Published on: January 28, 2015



MANITOWOC, Wis. — Orion Energy Systems, Inc. (NYSE MKT: OESX), a leading designer and manufacturer of high-performance, energy-efficient lighting platforms, today announced that it was granted a new patent from the U.S. Patent and Trademark Office (Pat. No. 8888313) directed to design improvements and technical advancements for troffer door assemblies. This award brings the company's total portfolio of granted patents to 62, with 41 additional pending globally. The patent is a continuation of Orion's efforts to protect the proprietary innovations embodied in the LDR, which is now the company's best-selling LED product.

Orion LDR fixtures have been shipped to more than a thousand locations throughout North America since its January 2014 launch. Due to its easy installation, attractive design and reliable performance, the LDR continues to gain traction with leaders in multiple industries seeking to replace energy-consuming fluorescent troffer fixtures with high efficiency LED light sources.

Recent deployments of the Orion LDR include one of the leading big box retailers in the US and a large group of Veterans Affairs hospitals. These customers chose the LDR as a result of Orion's speed of delivery, fast installation and lower total cost of ownership through a number of unique design features. The fixture ships assembled which:

- Makes typical installers more efficient by reducing installation time to 1-2 minutes per fixture (compared to over 10 minutes for many competitive fixtures).
- Eliminates the risk of missing or damaged pieces and the need for tools other than a ladder.
- Reduces waste and mitigates environmental and health concerns by leveraging the existing housing, thereby avoiding the need to access the ceiling.

"While this latest patent further strengthens Orion's overall intellectual property portfolio, it also demonstrates how our technology is creating value in the market. We are known for thoughtful, integrated lighting solutions and we are winning business over many competitors because Orion offers a faster return on investment due to improved light delivery and more efficient installation. Protecting our intellectual property is paramount, since accelerating LED adoption through creative products and processes like the LED Door Retrofit fixture is key to both Orion and our customer's success," said John Scribante, Chief Executive Officer of Orion.

### About Orion Energy Systems

Orion is leading the transformation of commercial and industrial buildings with state-of-the-art energy efficient lighting systems. Orion manufactures and markets a cutting edge portfolio of products encompassing LED Solid-State Lighting and high intensity fluorescent lighting. Many of Orion's 100+ granted patents and pending patent applications relate to lighting systems that provide exceptional optical and thermal performance, which drive financial, environmental, and work-space benefits for a wide variety of customers in the retrofit markets.

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+1-920-892-9340

### Web site:

[www.oesx.com](http://www.oesx.com)

Submit new products, case studies/projects, and other press releases at <http://www.ledsmagazine.com/content/leds/en/addcontent.html> and <http://www.ledsmagazine.com/content/leds/en/iif/add.html>.

# Orion APOLLO Troffer Retrofit LDR Series Voted Product of the Year – Silver by Consulting-Specifying Engineer Readers

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[www.businesswire.com/news/home/20150922005838/en/Orion-APOLLO-Troffer-Retrofit-LDR-Series-Voted](http://www.businesswire.com/news/home/20150922005838/en/Orion-APOLLO-Troffer-Retrofit-LDR-Series-Voted)

MANITOWOC, Wis.--([BUSINESS WIRE](#))--**Orion Energy Systems, Inc. (Nasdaq: OESX)**, a leading designer and manufacturer of high-performance, energy-efficient retrofit lighting platforms, today announced the [APOLLO Troffer Retrofit LDR Series](#) was voted 2015 Product of the Year – Silver in the Lighting Fixtures and Luminaires Category by subscribers of *Consulting-Specifying Engineer* (CSE) magazine.

Since its introduction in 2014, the Orion LED Troffer Retrofit (LDR) suite created a new standard not only for design, performance and energy-efficiency, but also a breakthrough in the ease of installation in troffer retrofit from fluorescent to LED. The [patented suite](#) reduces cost on the job site because it ships fully assembled, is adjustable to fit existing troffers, and installs in less than two minutes with no tools other than a ladder, compared to more than 10-minute installs for many competitive fixtures. Orion continues to take a leadership position in this segment, with the recent product launch of the new [High Lumen LED APOLLO Troffer Retrofit](#), available 7000 and 9000 lumen packages for retail, manufacturing, and industrial applications.

“This award is a reflection of the strong culture of innovation of Orion, and the APOLLO Troffer Retrofit LDR Series is just one example of our commitment to merge attractive design with industry-leading installation times and energy-efficient performance,” said John Scribante, Chief Executive Officer of Orion Energy Systems. “It’s an honor to be recognized by *Consulting-Specifying Engineer* magazine, especially because this recognition comes from the vote of the readers and our customers, and we look forward to delivering more industry-leading products like this series in the days to come.”

CSE’s 11<sup>th</sup> Annual Product of the Year award showcases practical innovation, educating the industry about the top new products in the field designed to increase efficiency and improve system quality. Voters in this reader choice program include qualified engineering, facility management and building professionals who specify products and systems for nonresidential buildings.

## About Orion Energy Systems

Orion is leading the transformation of commercial and industrial buildings with state-of-the-art energy efficient lighting systems and retrofit lighting solutions. Orion manufactures and markets a cutting edge portfolio of products encompassing LED Solid-State Lighting and high intensity fluorescent lighting. Many of Orion's 100+ granted patents and pending patent applications relate to lighting systems that provide exceptional optical and thermal performance, which drive financial, environmental, and work-space benefits for a wide variety of customers in the retrofit markets.



Commercial/Office

200+ employees

Grandview, Missouri

www.ustoy.com



BEFORE



AFTER

“(The project) also supports US Toy’s ongoing commitment to sustainability including retrofitting our factories with energy-efficient lighting, controls, solar, and increased use of recycled packaging.”

Seth Freiden,  
Chief Executive Officer  
US Toy

Providing affordable, safe, and fun novelty toys, carnival prizes, and party supplies has been a goal of the US Toy Company (“US Toy”) since its inception. Founded in 1953 as a toy rack distributor that packaged toys for supermarkets and drugstores, US Toy expanded as it acquired more customers. Today, the company sells through nationwide stores, print catalogs, and a website focused on its customers.

## CHALLENGE

Faced with a fluorescent lighting system that was becoming increasingly expensive to maintain, US Toy sought a LED retrofit solution that would address the lighting challenges in their Grandview, Missouri headquarters:

- Performance – their existing 2x4 3-lamp T8 fluorescent lights were flickering and providing a poor quality of light that was too yellow for their needs.
- Operating costs – US Toy faced increasing electric rates and lamp replacement costs while their local utility began phasing out incentives for fluorescent lamps.
- Maintenance – staff spent a significant amount of time replacing burnt-out lamps yet the size of the overall maintenance team was being reduced.

US Toy turned to BioStar Lighting, a division of BioStar Renewables focused on energy efficient lighting, to identify a solution that would overcome these issues and be installed with minimal disruption to daily business operations.

"We're able to reduce maintenance costs by not having to replace bulbs, and free up those staff to address other priority jobs in our facility. Plus the cost savings in replacement lamps let us move capital toward other key projects."

Seth Freiden  
Chief Executive Officer  
US Toy

## PRODUCTS USED

APOLLO® LED LDR® Troffer  
Retrofit Contour | L Series

HARRIS LED Troffer Retrofit  
Contour | A Series

## SOLUTION

To ensure that a new system would meet their performance needs, US Toy conducted a lighting test in their design room. This room, where they assemble company catalogs and other promotional material, features computer screens, web scanners and printers which required high quality light for the work conducted in the space.

BioStar Lighting recommended US Toy retrofit their facility with Orion LED Troffer Retrofit fixtures (LDR®) with motion controls. US Toy moved forward with the project due to the performance and unique installation features of the Orion LDR®, which allowed them to retrofit vs. replace their existing fixtures, making the project less expensive and providing a faster and cleaner installation.

The Orion LED LDR® Troffer Retrofit suite can achieve more than 100 lumens per watt and have a rated life of 125,000 hours. Since its introduction in 2014, the Orion LDR® suite has created a new standard not only for design, performance, and energy efficiency, but also a breakthrough in the ease of installation in troffer retrofit from fluorescent to LED, which reduces labor time and fees. The industry's first patented LED LDR® Troffer Retrofit suite reduces cost on the job site because it ships fully assembled, is adjustable to fit existing troffers, and typically installs in one to two minutes with no tools other than a ladder, compared to more than 10-minute installs for many competitive fixtures.

## RESULT

BioStar Lighting upgraded the entire headquarters with 470 LDR® fixtures in one weekend with no disruption to productivity or scheduled office activities. The project started Friday evening and was completed before work began on Monday morning. The new LED fixtures provide cleaner and more even light distribution, removing the flicker and yellowing that caused employee complaints.

The new Orion LED fixtures reduced the company's energy consumption by 64% - from 108 watts/fixture to only 32 watts/fixture, almost 85,000 kWh. The LED upgrade significantly reduced the electrical bill and will help ease the burden of future electric rate increases.

"Because these LED fixtures are maintenance-free, we're able to reduce maintenance costs by not having to replace bulbs, and free up those staff to address other priority jobs in our facility. Plus the cost savings in replacement lamps let us move capital toward other key projects," said Seth Freiden, CEO of US Toy. "It also supports US Toy's ongoing commitment to sustainability including retrofitting our factories with energy-efficient lighting, controls, solar, and increased use of recycled packaging."



## Semco Plastics

St. Louis, MO

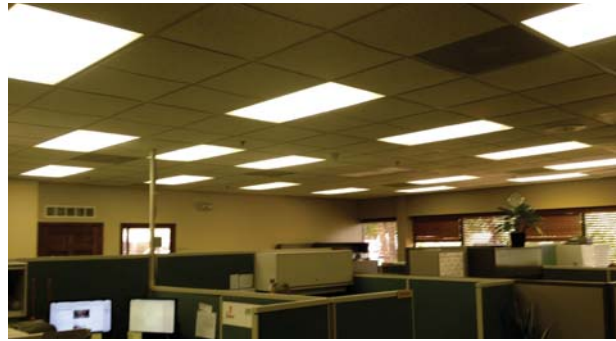
Replaced legacy lighting system consisting of T12 fixtures with Orion's LDR fixtures.

### Project Metrics

Annual Cost Savings	<b>\$6,149</b>
Annual Kilowatt Hour Reduction	<b>76,845</b>
Load Reduction	<b>21.4 kW</b>
Annual Carbon Dioxide Reduction	<b>51 Tons</b>

*"It looks great . . . night and day difference!"*

**Stan Sitek**  
Chief Financial Officer



Before



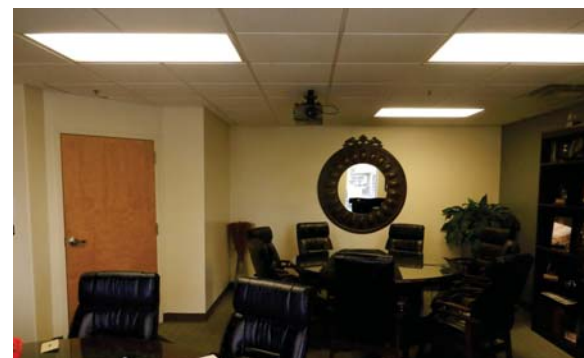
## Tennessee Bun Company

Nashville, TN

Replaced legacy lighting system consisting of T8 fixtures with Orion's LED Door Retrofit (LDR) for troffers.

### Project Metrics

Annual Cost Savings	<b>\$12,580</b>
Annual Kilowatt Hour Reduction	<b>125,754</b>
Load Reduction	<b>14.4 kW</b>
Annual Carbon Dioxide Reduction	<b>78 Tons</b>



Before

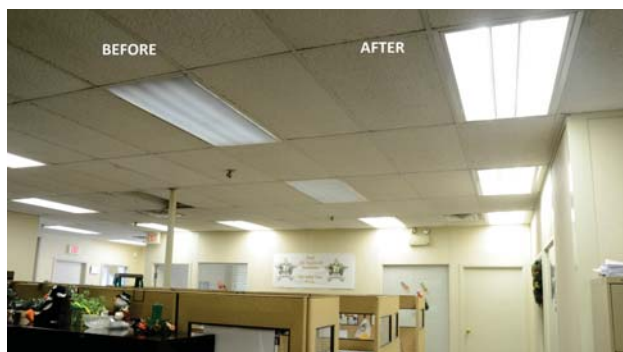


After





Boardroom Post Retrofit



### Transparent Container

Bensenville, IL

Replaced legacy lighting system consisting of office T12 troffers with Orion's LDR 2x4 and 2x2 fixtures.

#### Project Metrics

Annual Cost Savings	<b>\$1,927</b>
Annual Kilowatt Hour Reduction	<b>27,524</b>
Load Reduction	<b>10.6 kW</b>
Annual Carbon Dioxide Reduction	<b>17 Tons</b>

*"The LDR troffer retrofit is like a night and day comparison. It's so much brighter and softer on the eyes. People like what they're seeing and have provided lots of good feedback. The LDR retrofit went so fast. I wasn't expecting it to go that fast. There was hardly any disturbance. Our workflow wasn't disrupted at all."*

**– Tony Bernichio**  
Plant Manager



### Youth Advocate Programs, Inc.

Harrisburg, PA

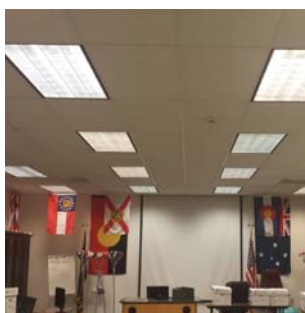
Replaced legacy lighting system consisting of T12/T8 Fluorescent and Incandescent fixtures with Orion's LED Door Retrofit (LDR) for troffers.

#### Project Metrics

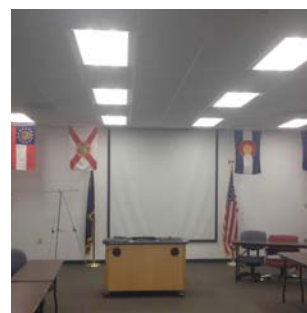
Annual Cost Savings	<b>\$7,792</b>
Annual Kilowatt Hour Reduction	<b>44,817</b>
Annual Carbon Dioxide Reduction	<b>28 Tons</b>

*"The lights look fantastic and it went very smoothly"*

**Josh Mumaw**  
Director of Facilities and Procurement



Before



After



Before



After





**Huber Engineered Woods LLC**

Commerce, GA

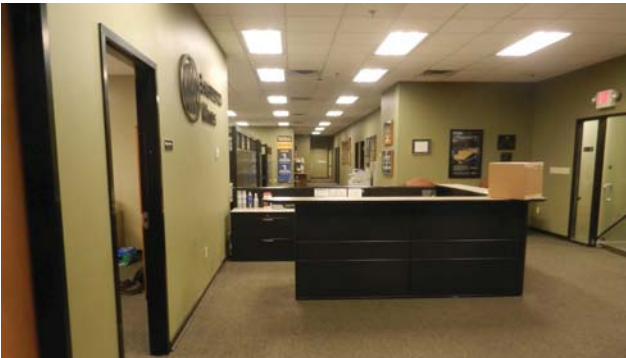
Replaced legacy office lighting system consisting of T12 fixtures with Orion's LED Door Retrofit (LDR) for troffers.

**Project Metrics**

Annual Cost Savings	<b>\$4,222</b>
Annual Kilowatt Hour Reduction	<b>64,992</b>
Load Reduction	<b>7.44 kW</b>
Annual Carbon Dioxide Reduction	<b>40 Tons</b>



Before



After



**Vestal Manufacturing  
Sweetwater, TN**

Office Building

**Project Scope**

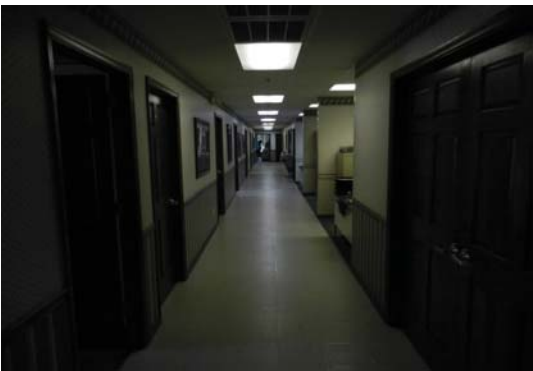
Replace legacy lighting system consisting of T12 Fluorescent fixtures with Orion's T8 Retrofit Kit series fixtures.

**Project Economics**

Displaced Energy:	23,796 kWh
Displaced Capacity:	10.17 kW
Annual Cost Reduction:	\$2,474
Light Level Improvement:	51.6% (43 to 65.2 avg. fc)

**Environmental Impact**

Carbon Dioxide Emissions Displaced:	14 tons/year
Acres of Trees Planted (Equivalency):	4 Acres



Before – 43.0 average foot-candles



After – 65.2 average foot-candles



Customer	Quantity
1st Presbyterian Church	1
7B Building & Development	1
Aabergs Rentals	1
AB May	1
Accel Restoration & Cleaning Inc	1
ACCL Enterprises Inc.	1
Ace Industrial Properties	1
Adrian Dominican Sisters	1
AES Consulting	1
AFLAC	1
AGCU	1
Alaska Airlines	2
Alfred Sanzari Enterprises	1
Alpla Inc	1
AlSCO Inc.	2
AlSCO Worldwide	1
Altech, Inc.	1
American Hotel	1
American Music Theatre	1
Amerock	1
Amica Mutual Insurance Company	3
Antigonish Kitchen and Design	1
Appera	1
Aramark Uniform Services	9
ARC Opportunities of LaGrange County	1
Arcade Marketing Inc	1
Archer Air Conditioning	1
Archway Marketing Services	1
Arrow Companies	1
Ashley Capital	1
AT&T	2
Austin Hotel	1
Awana Club International	1
B&D Services	1
Balboa Water Group	1
Banbury Place	1
Barclay Brand Ferdon	1
Bard Associates	1
Basic Metals	1
Bay Towel	1
Beaver St. Fisheries	1
Bell Warehouse	1
Best Western Alamo Suites	1
Big Industrial	1
Block Real Estate Services	1
Bob Troxel Old Kmart Building	1
Bosma Enterprises	1
Bostick Real Estate LLC	1
Bratt/Dorem	1
Brightstar	1
Broadridge	2
BTI Enterprises, LLC	1
Buncher Commerce Park	1
Burkart-Heisdorf Insurance	1
Burrow's Aviation	1
Business Data Record Services	1
C&C Market Research Inc	1

Customer	Quantity
C.M. Paula Co.	1
C.S. McCrossan	1
CA State Auto Assoc.	1
Camp Bow Wow	1
Capital City Group	1
Carpenter Contractors of America, Inc.	1
Carver SC2	1
Catholic Charities	1
Central File, Inc.	1
Centron Data Services, Inc.	1
Century Fence	1
Cervantes-Joffroy	1
CHA Tech Services, LLC	1
Chicagoland Laborers	1
Christ Lutheran Church	1
Church on the Move	1
Cimco A/C & Sheet Metal, Inc.	1
Cintas	1
Classic Party Rental	1
Cleveland Pump	1
Colliers International	1
Columbus Regional Airport Authority	1
Comfort Systems USA, Inc.	1
Commerce Bank	1
Commerce Center Development	1
Commercial Property	1
Commercial Tool and Die, Inc.	1
Community Bank	1
Compact Industries	1
Company Wrench	1
Compucom	1
Concession Services	1
Concord Properties Development	1
Cottonwood, Inc	1
Courtyard Farmington	1
Coyote Ridge Cooperative, Inc.	1
Crane Technologies	1
Creative Leasing	1
Cummins Contracting & Supply	1
Custom Caretaking and Landscaping	1
Custom Direct	1
D&D Maintenance	1
Dallas Bay Baptist Church	1
Damarau LLC	1
Dana Schmidt Construction	1
Days Inn	1
Deco Building	1
Deer Run	1
Delta Air Lines	2
Delta Properties, Inc	1
Deltronics	1
Denver Jet Center, Inc.	1
DH Lawson Construction Inc.	1
Disney Store	1
Dobbs Stanford Corp.	1
DR Associates, LLC	1
Drury Inns	1

Customer	Quantity
Dubuque Supply Co	1
Dueco-Dalum's Utility Equipment Co.	1
EA Breeden Inc	1
Eagle Installation, Inc.	1
ECI Group	1
Ed's Enterprise	1
ELIM Christian Services	1
Embraer Executive Jet Services, LLC	3
EMS, Inc.	1
Enterprise Leasing Company of Florida LLC	1
Enterprise Rent-A-Car	1
Everett Smith Group	1
Executive Jet Management	1
Exhibit Works	2
ExpressPoint Technology Services, Inc.	1
Faith Baptist Church of Winter Haven	1
Falls Baptist Church	1
Fashion Distribution	1
Fashion Logistics Inc.	1
Federal Business Centers	6
Federal Signal	1
FEI Limited	1
Fellowship Bible Church	1
Fer RE Ltd.	1
Festival Management Corp	1
Festival Properties	4
FET Construction Services	1
First Assembly of God	1
First Baptist Church	1
First Highland Management and Development Corporation	2
First Industrial Realty Trust	2
First United Methodist Church	1
Fishe Werks	1
Fitzgerald Construction	1
Five Star Industrial, LLC	1
Five Star Mechanical	1
Flemming Business Park LLC	1
Florida's Resort Orlando	1
Four TS Management	1
Fowler Mechanical Contractors	1
Frana and Sons	1
Freidrich Air Conditioning Co.	1
FSI Group	1
Fullcrum Construction Group	1
FUSE GROUP	1
Gar Tootelion, Inc.	1
Garden Spot Village	1
Gerber Development	1
Gerrke Technology Group	1
Gladston	1
GNP Realty Partners	1
Google	1
Gordon Jewish Community Center	1
Grand Traverse Industries	1
Great Lakes Cheese	1
Great Plains Business Park	1
Great Wolf Lodge	1

Customer	Quantity
Groeschel Co. Inc.	1
Grover Landscape Services, Inc.	1
GSI Commerce, Inc.	1
H O Electric Sheetmetal	1
Hammersmith, Inc.	1
Hampton Inn & Suites	3
Hanning & Bean	2
Harvesters Community Food	1
Hawkeye Equipment Rentals	1
Hawkins Inc	1
Hazen Research	1
Heartland Builders Company	1
Heath Industrial	1
Heimann Sales	1
Heller Industrial Parks, Inc	10
Helmsman Properties	1
Hertz Corp.	1
Hicksville Auto Recyclers	1
Highline Corporation	1
HMT Tank	1
HMW Office Environments	1
Home Interiors	1
Home Safe Building Performance	1
Hometrend Construction	1
Hope Lutheran	1
Horizon Business Park	1
Horizon Custom Builders	1
Hot Water Products, Inc	1
Huebsch Services	1
Hugo Neu Corporation	1
Hunting PLC	1
Hussmann Corporation	1
Hyatt Corporation	1
IDC Corporation	1
Ideas in Action	1
ImageFIRST Healthcare Laundry Specialists	1
IMET	1
Immanuel Lutheran Church	1
Industrial Properties	1
Insight Distribution	1
Installation Plus	1
Instron	1
Insurance Collision Centers	1
Insurance Restoration Specialist Inc.	1
Integrated Power Services	1
International Trade and Commerce	1
Interstate Rentals	1
Iron Mountain	2
Ivanhoe Masonic Temple	1
J & H Heating	1
J.J. Keller & Associates	1
Jacob Press & Sons Inc.	1
Jagro	1
James Schmitt Consulting LLC DBA Condot	1
Jay Management	1
Jomco Inc.	1
Jonco Industries	1

Customer	Quantity
Jones Lang LaSalle	1
Kaady Car Wash	1
Kaczs Auto Supplies	1
Kalahari Resorts	1
Kallmattco/Jump River Indust. Park	1
Karls Party Rental	1
Kathleen Blue, LLC	1
Katoen Natie USA Inc.	1
Kay Auto	1
Kennedy Design Build	1
Keyport Contracting	1
Keystone Blind Association	1
Koffler Electrical Mechanical Appratus Repair, Inc	1
Kokosing Construction Co.	1
Konterra	1
Konterra Realty	1
KS Industries, LP	1
KTR Capital Partners	1
KUBRA	1
Lakeshore Aviation	1
Lane Valente Industries Inc	1
Larlo Entertainment Corp.	1
Las Vegas Sands Corporation	1
Lehigh Direct	1
Lehigh Phoenix	1
Leidos Oak Ridge	1
Leo Yassenoff Jewish Center	1
Liberty Property Trust	1
Lincoln Property Company	1
Madison Realty Capital	1
Magestic Realty	1
Majestic Reality Co	34
Mallory Properties	2
Marietta Corp	1
Mark III Construction Inc.	1
Marketing Strategy Group	1
Marriott, Inc.	3
Marta Fejer	1
Maryland Food Bank	1
Maryland Paving	1
Matrex Exhibits	1
Mayflower Church	1
MDM Mason Properties	1
Meals on Wheels	1
Meredith & Simpson Construction Company	1
Metroplex Harriman Corporation	1
Miami Dade Aviation Dept.	1
Michalak Services Inc	1
Michels Tunneling	1
Mickey's Linen	1
Middletown Valley Bank	1
Milestone, Inc.	2
Miller Bros Construction	1
Milwaukee World Festival	1
Missouri River Aviation Phase	1
Modernistic Cleaning Services	1
Molalla Communications	1

Customer	Quantity
Moreland Corporation	1
Morgan Services	1
Mountain View Luthern Church	1
MPB Builders	1
MS Burton	1
MSF Building	1
MSG Marketing	1
MSI Testing & Engineering	1
Mt Pisgah Baptist Church	1
Mt. Tabor Church of God	1
Mt. Zion Christian Church	1
Muzak, LLC	1
NAI Long Island	1
Nashville Jet Center	1
Nathan Trotter	1
National Refrigerants, Inc.	1
National Technical Services	1
New Era Portfolio	1
Noram/Shelt Air	1
Northland Capital Financial	1
Northstar at Tahoe	1
Nottingham Construction	1
Nutter Corp	1
Occupational Center of Union County	1
Ohio Realty Group	1
Ohio Realty Trust	1
O'Neil Data Systems	1
Packerland Rent A Mat	1
PanCal	1
PAR Research	1
Peacock Brothers Inc	1
Peirce	1
PFI	1
Pinder Service Company	1
PJS	1
Plote Excavating #1	1
PML, LLC	1
PO ARL	1
Pockock Fertilizer Plant	1
Pointer Properties	1
Portland Center Stage	1
Precision Fleet Image	1
Premium Laminations LLC	1
Prestige Brands, Inc.	1
Priests of the Sacred Heart	1
Primex Companies	1
Primus Builders, INC.	1
PRO Building Systems Inc	1
Profile Finishing Systems, Inc	1
Progress Development, LLC	1
ProLogis	3
Promac	1
Promotions Unlimited	1
Propper International Sales	1
Providence Seaside	1
Quadrant Investments, LLC.	1
R J Solutions Inc	1

Customer	Quantity
R Turner Construction, LLC	1
R&R Concrete	1
Rabine Paving	1
Ray Company	1
Ray Fogg Corporate Properties	1
Recycled Office Environments	1
Red Carpet	1
Red Roof Inns	1
Red The Uniform Tailor	1
Regis Distribution Center	1
Rehkemper and Son Inc.	1
Resolve Corp.	1
Rick Kummerow	1
Rick Rushing	1
Ritchie Brothers	1
Riteway Bus	1
River Terminal Development	2
RMS Services, LLC	1
Roessner Energy Products Inc.	1
Roof Center	1
RSG Holdings	1
Ryan and Sons, Inc.	1
Ryan Companies US, Inc	1
Rye Airfield	1
Rynders Companies	1
Saint Bridget Church	1
Salvation Army	1
Sares Regis Group	1
SBE/Vista Sorrento Solar	1
SC2 Inc.	1
Schaus Roofing	1
Security Contractor Services, Inc.	1
SENG'S MARINA	1
Sergeants Towing Corporation	1
Shapiro & Duncan, Inc	1
SHD Enterprises	1
Sheraton Hotels	3
Shore Towers	1
Signs of the Goldfish	1
SilverHawk Aviation	1
Simply Tech Solutions	1
Sitex Group	2
Siti, LLC	2
Skepton Construction	1
Solomon Builders, LLC	1
Southern Steel and Wire	1
Sparky's Inc	1
Springfield Inc	1
St. Joseph the Worker Church	1
Staples Marketing	1
Sterling Business Park	1
Sterling Place	1
Steven's Aviation	1
Storedahl & Sons	1
Stork Materials Technology	1
Strategic Contracting / DASS	1
Structure Tone Southwest Inc	2

Customer	Quantity
Summerset Marine	1
Sun Works	1
Superior Bowen	1
Superior Health Linens	4
Syncro Corporation	1
Synnex Corp	2
Tamarindo Properties Inc.	1
Tara International L.P.	1
Taylor Made Express	1
TD&R Enterprises	1
Team Services Inc	1
Teknote Corporation	1
Tender Care Systems, Inc.	1
Tennessee Rand Company	1
Terminix	1
The Boyer Company	1
The Carlyle Group	2
The Eden Charter, LLC	1
The Grunau Company	1
The Hamstra Group Inc.	1
The Lafayette Building	1
The Marek Group	1
The Mustard Seed	1
The River Church	1
Three Oaks Development	1
Tim Middendorf	1
Timber Ridge Resort Waterpark	1
Time Warner	1
Titan Group	1
TRG Group	2
Tri City Baptist Temple	1
Tribune Direct	1
Tricon Construction	1
Truckee Tahoe Airport	1
Twin Cities Tanning	1
UA Local 125	1
United Continental Holdings	3
United First Methodist Church	1
Universal Presentation Concepts	1
US Bank	1
USZCN	1
V & M Construction	1
Valley City Linen	1
Vans Industrial	1
Ventech Engineers Int'l	1
Verizon Communications, Inc.	1
Virginia Green Lawn Care	1
Visual Communications Inc	1
Visual Pak	1
VMR Inc.	1
VSE Corp	1
Wells Fargo	5
Wells Printing	1
Wellspring Capital Management LLC	1
Werres Corporation	1
West Coast Event Productions, Inc.	1
Western Shore Aviation	1

Customer	Quantity
Windsor Art Products, Inc.	1
Winona ORC	1
WinStanley Property Management	1

Customer	Quantity
Wolf's Linen and Uniform Rental	1
WoodTrust Bank	1
Workflow One	1
WUSA	1

## ISON™ LED HIGH BAY | HBIF2

- Industry leading efficiency with best in class performance
- Patent-pending unique modular design allows for ease of field maintenance and is upgradeable for performance enhancements
- Superior thermal management leads to longer life and enhanced performance
- Ideal for industrial, commercial and retail application
- Flexible platform to adjust to almost any application
- Durable, sleek, aluminum body with open area and aisle illumination options
- Various control options offered to gain additional energy savings
- Voltage: 120-277, 347, and 480v
- Rated Life: 150,000 hours



## ISON™ LED HIGH BAY HIGH LUMEN | HBIF2

- Best in class "Lumen per Watt Performance" - up to 177 lpw
- Designed to replace traditional fluorescent or HID of 400, 750 and/or 1000 watt in heights above 40'
- Groundbreaking thermal management design reduces fixture operating temperature to enhance performance
- Wireless networking and remote control sensors
- Voltage: 120-277v, 347v and 480v
- Rated Life: 150,000 hours



## APOLLO® LED HIGH BAY | HBAC2

- Future-proof, modular design allows for ease of field maintenance and is upgradeable for performance enhancements
- Feature rich, value oriented high performance high & low bay solution ideal for industrial, commercial, and retail applications
- Hundreds of options and accessories available, including emergency battery back up, integrated and wireless controls, aisle illumination package and more
- Easy-to-install, lightweight aluminum body design, reduces ceiling grid load, installs faster with minimal impact on operations
- Extensive list of features and fixture options
- Voltage: 120-277v, 347v, 480v
- Rated Life: 125,000 hours



## HARRIS LED HIGH BAY | HBHC1

- Modular power pack is field replaceable for ease of fixture maintenance
- Well suited to meet high and low bay illumination requirements for industrial, commercial, and retail applications
- Plug and play end mounted control options available
- Optional aisle illumination performance package
- Voltage: 120-277v, 347v, 480v
- Rated Life: 100,000 hours



## [ISON™ LED LDR® TROFFER RETROFIT MODULAR | LDRM1](#)

- Industries first Patented LED LDR® Troffer Retrofit contained within the doorframe
- Patent pending, future-proof, interchangeable light engine design delivers the benefit of replaceable LED lamps or tubes without the performance or safety risks
- Designed to retrofit existing 2'x2' and 2'x4' T8/T12 fluorescent troffers in as little as two minutes
- Ships completely assembled, which minimizes labor install and interruption in the workplace
- Several control options to include third party control solutions
- Voltage: 127-277v
- Rated Life: 125,000 hours



## [APOLLO® LED LDR® TROFFER RETROFIT | LDR F-SERIES 1'x4', 2'x2', 2'x4'](#)

- Industries first Patented LED LDR® Troffer Retrofit contained within the doorframe
- Designed to retrofit almost all existing T8/T12 troffer
- One-piece, powder-coated white, light-weight enclosed aluminum body
- Designed to retrofit existing 1'x4', 2'x2' and 2'x4' T8/T12 fluorescent troffers in as little as two minutes
- Matte finish contour or flat panel lens
- Full range dimming driver
- Voltage: 120-277
- Rated Life: 125,000 hours



## [HARRIS LED LDR® TROFFER RETROFIT EDGE | LDRE1](#)

- Industries first Patented LED LDR® Troffer Retrofit contained within the doorframe
- Designed to retrofit existing 2'x2' and 2'x4' T8/T12 fluorescent troffers with either prismatic lens or parabolic louvers
- Installs in as little as two minutes, which minimize workplace disruption
- Ships completely assembled, which minimizes cleanup and labor install
- Several control options to include third party control solutions
- Voltage: 127-277v
- Rated Life: 100,000 hours



## [APOLLO® LED SUSPENDED SLIMLINE SERIES | SPTS1](#)

- Versatile slim design lends itself to many low bay, interior lighting applications
- Internal and External Driver options
- Suspended and surface mounting options
- Opaque matte lens aids in distribution of light and reduction of glare
- Voltage: 120-277v
- Rate life: 100,000 hours



## APOLLO® LED VAPORTIGHT NARROW BODY SERIES | VTON1

- Ideal for commercial kitchens, breweries, under awnings, laundries, car washes, utility tunnels, and livestock containment buildings where the application requires a waterproof and/or dust proof fixture
- Bi-level, dual circuit option allows for high and low lumen light levels for safety
- UL Wet Location, IP66, IP67, High Pressure Washdown PSI1500, NEMA 4X Housing
- TVSS and Wet Location sensor options available
- Voltage: 120-277v
- Rated Life: 125,000 hours



## APOLLO® LED VAPORTIGHT WIDE BODY SERIES | VTOD1

- Ideal for commercial kitchens, breweries, under awnings, car washes, utility tunnels, and livestock containment buildings where the application requires a waterproof and/or dust proof fixture
- Bi-level, dual circuit option allows for high and low lumen light levels for safety
- UL Wet Location, IP66, IP67, High Pressure Washdown PSI1500, NEMA 4X Housing
- TVSS and Wet Location sensor options available
- Voltage: 120-277v
- Rated Life: 125,000 hours



## HARRIS LED VAPORTIGHT | xVT

- Industrial application, food service settings
- Outperforms in freezer and refrigerator settings
- Lightweight fiberglass body, Ribbed frosted acrylic lens
- Four and eight foot options
- Quick clean with high or low pressure wash
- Voltage: 120-277
- Rated Life: 50,000 hours
- IP65, IP67



ORION WILL CHANGE THE WAY YOU  
THINK ABOUT A LIGHTING COMPANY.

# WHY ORION

From the very first handshake to the final fixture installed, our energy is the difference we bring to every retrofit. Ingenuity guides us to new solutions. Dedication helps you at every step. And our products illuminate your world in ways you might not have imagined.

## ALLY IN ACCOUNTABILITY

Our relationships go beyond shipping you the latest fixture. Your goals become our goals, which means we share responsibility to help you keep your promises and make your project successful.

## PRACTICAL INGENUITY

When you've been on the job site or up on the lift, you build in-the-trenches know-how. That expertise inspires more creative products that maximize real-world performance for your lighting investment.

## UNCOMMON DEDICATION

Our customers tell us we have more capable teams that deliver results, not just on paper, but in the day-to-day work of the people we serve. Some say it's our Midwestern roots; we think it's our energy.

## LIGHT YEARS AHEAD®

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