

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

# CASE STUDY

## HEALTHCARE

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 healthcare 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.

## Effective lighting for critical environments

### OVERVIEW

Your first priority is providing the best patient care, and efficient lighting is essential to effective patient care. Your lighting system must provide optimal light when and where it is needed. Your lights must not disrupt other crucial operating systems or introduce germ/dust concerns into your facility, and they must also be aesthetically consistent with the rest of the facility. Our products can be installed quickly, perform consistently, and can be easily upgraded when technology improvements occur.



### PROJECT BENEFITS

- Redeploy limited capital into other facility and care improvements by reducing both operating and maintenance spending with some of the most-efficient, longest-lasting fixtures on the market.
- Create fewer patient care disruptions and spend less time repairing fixtures and replacing burnt out lamps.
- Debris-free install without penetrating the ceiling, which protects your patient care environment.
- Improve the comfort of your patients and guests by allowing them to adjust light to meet their individual needs.
- Improve productivity and performance of your staff by providing optimal quantity and quality of light where it is needed.
- Durable fixtures designed to withstand the unique challenges of your operating environment.
- Reduce OSHA/waste concerns by eliminating need for fluorescent lamp disposal.
- Optimize performance by integrating your fixtures with most commercially available control technologies without disruption of your facility's other critical systems, i.e. wireless device communication.
- Reduce your facility's environmental impact by reducing its energy consumption and usage.



As of March 31, 2016, Orion has completed over 125 projects with 103 customers in the Health Care market. The following map shows displays projects in contiguous United States.



# Solid State Lighting Design

Applications, design and technology news from across the industry

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The Mission of Solid State Lighting Design is to help foster the technical and architectural design innovation needed to propel LEDs and solid state lighting into mainstream lighting applications.

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## VA Hospital to Get Orion LED Retrofit

on [February 10, 2016](#) in [LED Lighting Applications](#), [LED Lighting Controls](#), [LED Lighting Luminaires and Fixtures](#)

Article Type: Feature

Orion Energy Systems, Inc. of Manitowoc, Wisconsin, reported that one of the United States largest veterans medical facilities approved a \$1.58 million contract upgrade the lighting using Orion's LED lighting, sensors, and controls. The announcement marks the company's second recent project with a VA hospital, following an installation in Virginia in 2015. The LED retrofit will use nearly 12,000 Orion LED fixtures and sensors to replace the hospital's inefficient lighting. The Orion products to be used in the project include the company's LED Troffer Retrofit (LDR) fixtures, which are produced in the United States. Orion notes that the energy savings resulting from LED retrofit will increase the hospital's ability to fund additional services for American veterans who have served our country.

This VA hospital is one of the nation's largest integrated medical facilities in the Veterans Health Administration. The hospital treats nearly 90,000 veterans annually. The hospital selected the Orion LDR fixture for its clean and hygienic installation, along with its performance and availability of options.

Financing for the project will come from a utility energy services contract. The hospital will not need to provide an of its operating funds to install the Orion technology. Installation of the LED lighting and controls is to begin in March and continue through the spring. The project also helps meet several VA policies and federal mandates for sustainability to reduce energy consumption, protect natural resources, and promote healthy work environments.

In the last fifteen years, Orion and its channel partner have completed over fifty projects with federal and state agencies. The projects include a recent award from a major federal research agency, and installations for additional US Department of Veterans Affairs and US Department of Agriculture buildings, as well as Department of Defense facilities such as Kennedy Space Center, Keesler Air Force Base, Tyndall Air Force Base, United States Marine Corp Blount Island, Naval Air Station Pensacola, Naval Station Mayport, Naval Air Station Jacksonville, Naval Submarine Base Kings Bay, and many others.

Since its 2014 introduction, Orion says its LDR suite has created a new standard in terms of the ease of installation in troffer retrofits from fluorescent to LED. The company claims that its LDR system reduces cost on the job site because it ships fully assembled and is adjustable to fit existing troffers. Orion says that its LDR system typically installs in one to two minutes and requires no tools other than a ladder, compared to more than 10-minutes needed to install many competitors.

*"It is an honor to be selected for this project with our channel partner on multiple fronts – from supporting their care with an American-made product to funding the project costs through the energy savings of the Orion fixtures,"* said John Scribante, CEO of Orion Energy Systems. *"This unique partnership will transform the treatment rooms and offices while allowing the hospital to reinvest those dollars back into their core mission of serving the men and women who are America's veterans."*

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# Orion Energy Systems Wins LED Retrofit with VA

May 4, 2015 By [Linda Hardesty](#)[Orion Energy Systems](#)

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received a contract award of about \$700,000 from a Veterans Affairs hospital in Virginia. Orion is upgrading the location's fluorescent fixtures with its patented LED Troffer Retrofit product. Orion Energy also installed its exterior product, the ISON LED area

light.

The company says the contract is just the latest from the VA to retrofit hospitals with its energy efficient lighting. Orion's CEO says the average deal size with the VA is "in the double digits."

According to the VA, the current project was a capital improvement funded entirely by private sector financing.

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# 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.

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## 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.

### Contact:

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### Web site:

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

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### Lillibridge Health Services

Kansas City, MO

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

#### Project Metrics

Annual Cost Savings	<b>\$42,334</b>
Annual Kilowatt Hour Reduction	<b>408,629</b>
Load Reduction	<b>136.5 kW</b>
Annual Carbon Dioxide Reduction	<b>252 Tons</b>

"We have had many positive comments concerning the new lighting."

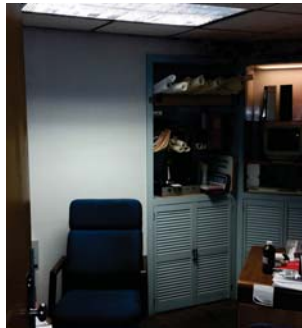
– **Kevin Organ**  
Chief Engineer



Before



After



Before



After



**"Our business will recognize considerable cost savings as a result of this and we also know we're doing a better job caring for a local environment. That means something to us as a business and as concerned individuals that live in this community."**

Patty Smith – Chief Financial Officer

Spenco Medical – Waco, TX

#### Project Scope

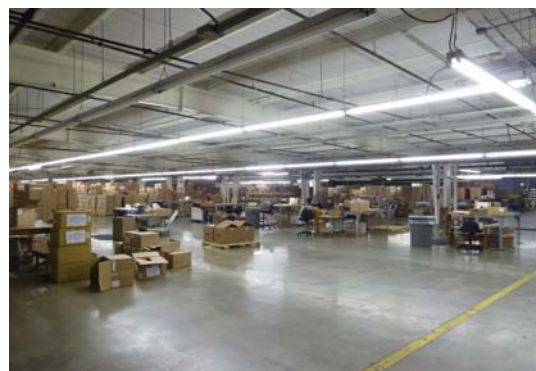
Replace legacy system consisting of High Intensity Discharge and T12 Fluorescent fixtures with Orion's Compact Modular T8 Fluorescent High Bay fixtures with standard motion control technologies.

#### Project Economics

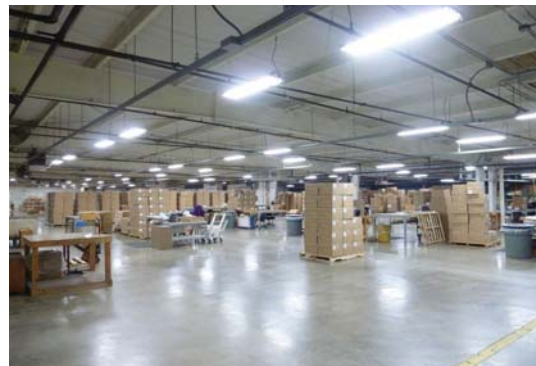
Displaced Energy:	378,866 kWh
Displaced Capacity:	124.6 kW
Annual Cost Reduction:	\$28,704
Light Level Improvement:	86.3% (22 to 41 avg. fc)

#### Environmental Impact

Carbon Dioxide Emissions Displaced:	230 tons/year
Acres of Trees Planted (Equivalency):	70 Acres



Before – 22 Average Foot-candles



After – 41 Average Foot-candles



### Engineered Medical Systems

Barlett, Tennessee

Replaced legacy lighting system consisting of 400-watt metal halide fixtures with Orion's 6-lamp T8 fluorescent fixtures.

#### Project Metrics

Annual Cost Savings	<b>\$18,137</b>
Annual Kilowatt Hour Reduction	<b>199,303</b>
Load Reduction	<b>29 kW</b>
Annual Carbon Dioxide Reduction	<b>121 Tons</b>



Before



After



### Dr. Reddy's Laboratories

Bristol, TN

Replaced legacy lighting system consisting of HID fixtures with Orion's T8 fluorescent Compact Modular fixtures with standard motion control.

#### Project Metrics

Annual Cost Savings	<b>\$38,303</b>
Annual Kilowatt Hour Reduction	<b>546,417</b>
Load Reduction	<b>78 kW</b>
Annual Carbon Dioxide Reduction	<b>332 Tons</b>



Mezz Before



Mezz After



Warehouse Before



Warehouse After





## Scott and White – West Campus Temple, TX

### Project Scope

Replace legacy system consisting of High Pressure Sodium Fixtures with Orion's Compact Modular T5 Fluorescent High Bay fixtures with standard motion control technologies.

### Project Economics

Displaced Energy:	243,013 kWh
Displaced Capacity:	28.1 kW
Annual Cost Reduction:	\$12,396
Light Level Improvement:	N/A

### Environmental Impact

Carbon Dioxide Emissions Displaced:	148 tons/year
Acres of Trees Planted (Equivalency):	45 Acres



Before



After

Customer	Quantity
ABS Medical	1
ADI Medical	1
Alere	1
American Orthodontics	1
Ameridose	1
Animas Corp	1
Aphena Pharma Solutions	1
Arizona Urology Specialists	1
Arthrex Mfg Co	1
Bakersfield Memorial Hospital	1
Baptist Medical Center	1
Beckman Coulter, Inc.	1
Benco Dental	1
Berkley Medical Resources Inc	1
Biolife Plasma Services	1
Blood Center of Wisconsin	1
Boston Scientific	1
Brassler	1
Bristol-Meyers Squibb Company	2
BSN Medical	1
C.O.W. Industries, Inc.	1
Cardinal Health/Allegiance	4
Celgene Corporation	1
Certol International	1
Ciba Vision Corporation	1
Crown Laboratories	1
DASH Medical Gloves	1
DCT Industrial Trust	1
Dental Associates of Kenosha	1
Department of Veterans Affairs	2
Dr. Joseph Massad	1
Dr. Reddy's Laboratories	1
DRT Medical	1
Eagle River Hospital/Ministry	1
Engineered Medical Systems, LLC	1
Entology LLC	1
Essilor Group	1
Eurand	1
Fit RX	1
Forest Medical Products	1
Frederick Memorial Hospital	1
Gavis Pharmaceuticals	1
Genzyme Corporation	1
Globe Scientific Inc	1
Green Light National	1
HCA Holdings	1
HCCS-Samaritan	1
Health Net	1
Healthgroup of Alabama	1
Holy Family Memorial	1
Hospira	1
IOD Incorporated	1

Customer	Quantity
Jackson Memorial Hospital	2
Keller Dental Lab	1
Kewaunee Health Care Center	1
Kindred Hospital	1
Lifecore Biomedical, LLC	1
Lilibridge Healthcare Service	1
LSL Industries	1
Mabis Healthcare	1
Maquet Getinge Group	1
Master Pharmaceutical	1
Mayo Clinic	2
McAllen Doctor Center	1
Medical Specialties, LLC	1
Med-Tek	1
Merck & Co. Inc	1
Miami Luken	1
Mission Hospital	1
Mount Juliet Endoonitcs	1
New Horizons Rehabilitation Services, Inc.	3
Noble International, Inc.	1
Novartis Pharmaceuticals	1
Novozymes	1
Novozymes	1
Oneida Resident	1
Oral B Laboratories	1
Otto Bock	1
Palatka Healthcare Center	1
Parkside Care Center	1
Patterson Companies	4
PDC Facilities, Inc.	1
Pfizer Inc.	2
Pharmavite LLC.	1
PHP of NC, Inc	1
QMed Corp	1
Qualitest Pharmaceuticals	1
Reed-Lane	1
Siena on the Lake	1
Southern Prosthetics Supply	1
Spenco Medical Inc	1
SRI Surgical Express	1
St. Luke's Hospital South	1
Stericycle, Inc.	1
Sterigenics US LLC	1
Steris Isomedix	7
Technipaq, Inc.	2
Texas Oncology El Paso	1
The Boston Home	1
The Stevens Company, Ltd	1
TIDI Products	1
Virtua Health & Wellness Center	1
Zimmer Orthopedic Surgical	2

## 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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