



Proof Point

Customer Proof Point by Raymond Storage Concepts

Owens Corning

Lexington OC LLC, who provides facility management services for Owens Corning's Hebron, OH distribution center, had concerns about their industrial lighting.

The quality of the light made working conditions difficult, and the existing metal halide fixtures were causing safety concerns. Based on a relationship built through a large dock and door equipment project, the Operations Manager contacted Raymond Storage Concepts' (RSCI) Engineered Solutions group to provide an answer. Mike Hoelzle, who had experience managing lighting retrofit projects, headed up the effort.

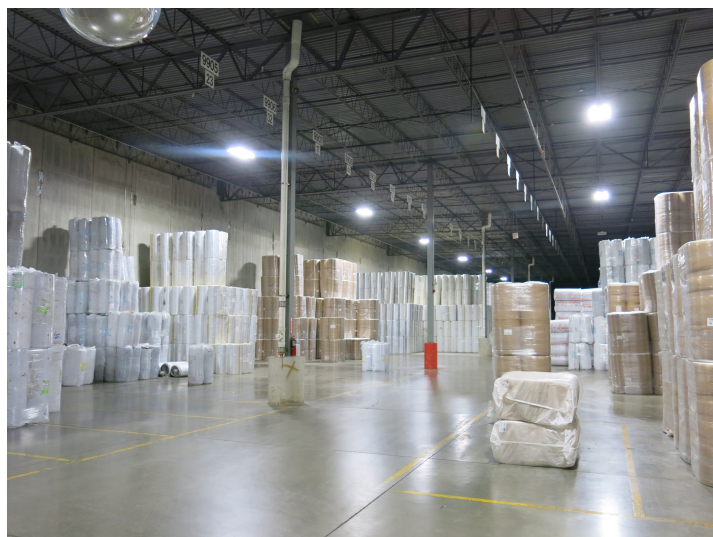
Mike surveyed the application and various lighting options were explored, including T-5 and T-8 fluorescents, as well as state of the art LED's. Since the building is not climate controlled, fluorescent fixtures were not a viable option. Those that work well in cold conditions do not respond well to heat, and vice versa. LED fixtures were selected for their versatility in various temperatures, as well as energy efficiency, light quality and longevity.

Lexington consulted three potential suppliers for this project. As a result of the relationship and the quality of the solution proposed, RSCI was chosen. RSCI provided a turnkey solution including the fixtures, installation, and programming of motion sensors for further energy savings.

The lights are used to support work, and turn on only in the areas where activity is taking place.



Before



After



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When a lift truck operator or pedestrian leaves a zone, the lights dim to 10% brightness and then shut off completely when no motion is detected for 30 minutes. This improves safety while increasing energy savings and fixture life.

RSCI also worked with the local power company to incorporate rebates based on the installation of energy efficient lights as well as the occupancy sensors. As a result of the retrofit and rebates, Lexington has realized several immediate benefits including:

- ✓ Improved safety
- ✓ 10% increase in foot candles (light intensity) directly below fixtures; 65% increase between fixtures
- ✓ \$ 12,000 reduction in annual light-related maintenance costs
- ✓ \$ 198,000 energy cost reduction in first year
- ✓ 9 month payback

Finally, this project had a positive impact on the environment. The reduction in energy required to light this facility has the same environmental impact as removing 280 cars from the road each year or planting 360 acres of trees each year.



Raymond Storage Concepts

Raymond Storage Concepts is an authorized sales and service center for The Raymond Corporation, the leader in materials handling technology, expertise and support. Our client-driven customer service, world-class suppliers, and portfolio of products and capabilities allow us to not only meet but exceed our clients' specific and changing needs. Raymond Storage Concepts strives to create long-term strategies to increase productivity and cost efficiency in warehouse processes and practices.

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