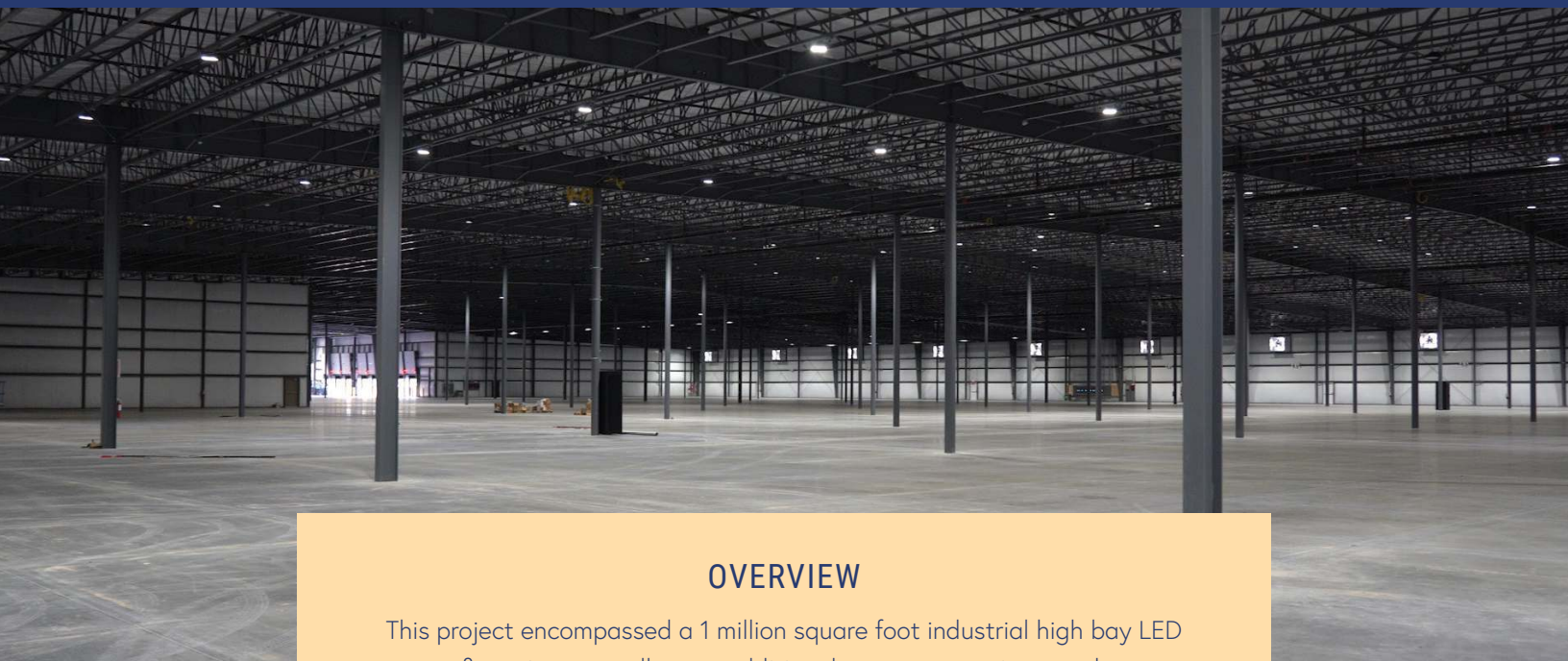


# DOMESTIC LED PROJECT

## CoLinx, LLC



### OVERVIEW

This project encompassed a 1 million square foot industrial high bay LED retrofit project as well as an additional new construction warehouse installation of 300,000 square feet located in Crossville, Tennessee.

### CHALLENGE

Execute, in a timely manner, a large-scale LED retrofit and installation without disrupting an exceptionally busy facility and business workflow.

**Need 1:** Improve illumination for employee safety

**Need 2:** Improve productivity and profitability

**Need 3:** Install intrusion protection-rated fixtures

**Need 4:** Produce energy savings

**Need 5:** Reduce maintenance cost

### SCOPE OF PROJECT

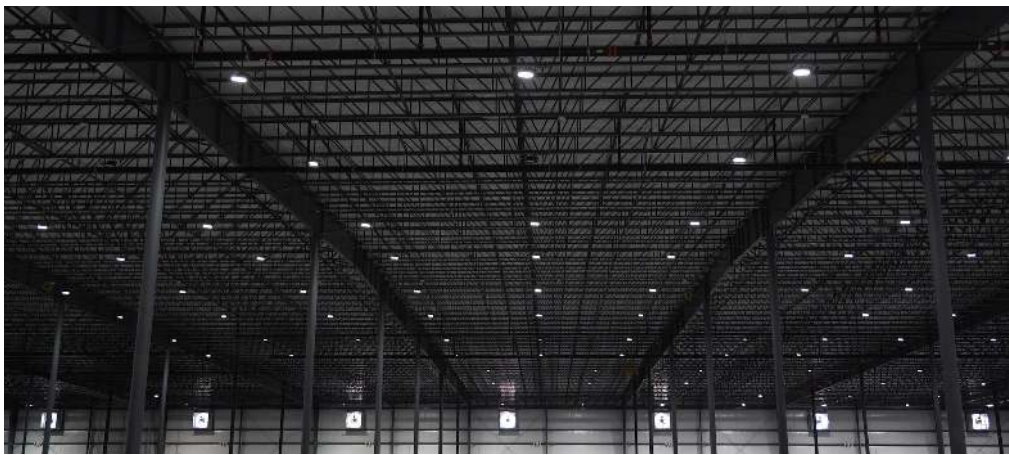
Retrofit 1,000,000 square foot Genesis Warehouse and Fulfilment Center. 1,367 LED High Bay Fixtures with Integral Motion Sensors Installed in this warehouse. along with 169 other fixtures.

Install a new 300,000 Square Foot Warehouse and Fulfilment Center. 489 LED High Bay Fixtures with Integral Motion Sensors Installed in this warehouse.

In total 2,025 fixtures were installed between both facilities. For the High Bay Fixtures with integral motion sensors, we delivered a 52% energy reduction in comparison to the existing Fluorescent Linear High Bay fixtures with a simple payback of 2.5 Years.

Average Foot Candles before the project – 7 Foot Candles

Average Foot Candles after the project – 44 Foot Candles



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FIXTURE TYPE	FIXTURE DESCRIPTION	WATTAGE/EFFICIENCY	QUANTITY
LED High Bay Fixture	LED high bay fixture, 120 Degree optics, 100-277 Volts, 5,000 K, 80 CRI, Integral Motion Sensor.	150 watts, 190 Lumens Per Watt Efficiency, 28,500 Delivered Lumens	1,856

## The Helios Energy Impact

542% improvement in delivered foot candles!

Enhanced safety and productivity, improved employee satisfaction and morale

10-year energy savings –  
**\$1,560,192**

10-year maintenance savings –  
**\$558,914**

Total 10-year savings –  
**\$2,119,106.30**

**2,734,415** pounds of CO2 saved annually!  
This is equivalent to removing **262** cars from the road, or not burning **139,564** gallons of gas each year!

- Project installation completed during an extremely challenging time of COVID-19
- No onsite safety protocol violations and zero accidents throughout the installation
- All products installed on time and on budget with zero change orders!
- Maintenance supervisor lauded the Helios installation crew for cleanliness, safety and quality of work!

## TESTIMONIALS

"I have been at CoLinx for the last three facility wide lighting update projects. Based on previous experiences I was very apprehensive as to what to expect from the installation crew. Much to my surprise, they left each area as they entered them and never interfered with our production teams."

– RICK BOLES, Maintenance/Lead Electrician

"We have had nothing but good experiences with Helios. No complaints. We are pleased with the look and the staff is thrilled with the added visibility across the facility."

– MARY WALDO, COO

"I feel safe entering and exiting every aisle now". This is obviously a result of the foot candle increase from an average of ~7 to an average of ~40 across the facility."

– ANONYMOUS LIFT OPERATOR

# DOMESTIC LED PROJECT

## CoLinx, LLC

### ABOUT OUR CLIENT

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**CoLinx, LLC is a manufacturer-owned provider of shared e-commerce and logistics services in North America.** Four premium brand industrial manufacturers of the brands ABB, INA, SKF and Timken founded CoLinx in January 2001 to share costs associated with logistics and e-commerce and to accelerate growth. The company Owners believe that the rapid delivery of both product and information are key to long-term success. In 2006, the manufacturer of Gates belts acquired an equal ownership stake with the original four Owners.

The company has grown to include warehousing operations in four US locations (Crossville, TN, Grand Prairie, TX, Sparks, NV and Ft. Smith Arkansas), two Canadian locations (Brampton, Ontario and Edmonton, Alberta) , and global e-commerce operations headquartered in Greenville, SC. The company employs over 1100 people billing over \$100 million annually in service revenue. CoLinx provides services shared by some or all Owners in the form of:

- Warehousing
- Transportation management
- Freight bill audit and payment
- Packaging
- Kitting
- Assembly
- Return goods processing
- US foreign trade zone
- PTplace™ web malls in North America
- Owner specific web stores in 23 languages in 126 countries
- DeliveryData.net
- System to System connections between manufacturers and distributors
- System to System connections between manufacturers and carriers
- CoLinx Critical expedited shipping
- Cross-docking

Owners are allocated costs based on proprietary cost sharing methodology. CoLinx is a different kind of company. The company does not operate as a profit center. All benefits accrued by the company are directly passed back to the Owners in the form of faster delivery and reduced costs. The company does not promote itself or try to build a brand image. The company's only mission is to "be the best choice" for the manufacturers it serves and the employees of CoLinx. The basic concepts are simple.

# DOMESTIC LED PROJECT

## CoLinx, LLC

When there are many companies shipping like products to like destinations, consolidation reduces shipping and handling costs. When there is consolidation, cost effective shipments can be made more frequently. When shipments are made more frequently customer service improves, cost per pound declines, and less inventory is needed in the supply chain. When there are many companies supporting basic e-commerce web services to the same group of distributors or carriers, a common gateway reduces technical complexity and simplifies operation and maintenance.

Warehouse demand is highly variable. When many companies share a warehouse, common areas and support staff are shared. Shared front line distribution specialists better accommodate peaks and valleys. By sharing, investments in high fixed cost technologies such as WMS, ASRS, conveyance, shop floor tablet technology, and engineered standards become justifiable.

CoLinx specializes in the bearing and power transmission products industry. The CoLinx Transportation System is dependent on a healthy Authorized Distributor channel for Owner manufacturers. CoLinx does all possible to help its Owners and their Authorized Distributors serve customers. Since 2001, the company's compound annual growth rate has been over 10%. Since 2007, over \$25M in automation and technology investments have been made to keep the company positioned as "the best choice."

What makes CoLinx special is its noble purpose. The company views itself not as delivering products, but delivering paychecks. The products shipped by CoLinx are all mission critical. Without them, machines don't run, and the downtime means someone can't earn their paycheck. We have no profit motive, so the CoLinx mission is to protect and preserve jobs by being the best choice. Our corporate priorities are simple:

- Keep safety first
- Treat everyone with respect
- Deliver on time and accurately
- Spend wisely

In. That. Order. History has proven if we follow these priorities we can remain the best choice, and continue to grow.



HELIOS ENERGY • 7114 SLEEPY HOLLOW RD.  
FAIRVIEW, TN 37062 • 888.537.5359  
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