



# Acme Distribution

Denver, Colorado

## LIGHTING RETROFIT CASE STUDY



### Project Type

Lighting Retrofit

### Project Owner

Acme Distribution

### Fixtures Replaced

1,018

### Challenge

Acme Distribution considers its Denver warehouse to be the "crown jewel" of its distribution network. The 1,000,00 square-foot facility is equipped to handle every logistical need its customers might have, from dry storage to production line and value-added fulfillment. In the fall of 2020, however, the facility was still outfitted with over 1,000 inefficient fluorescent high-bay lighting fixtures, and Acme knew they were overdue for an upgrade.

The biggest challenge Acme faced involved negotiating the overwhelming network of lighting contractors, designers, distributors, rebate programs, and warranty details. And while they knew there were great savings and efficiencies to be realized with upgraded lighting, they also knew they could not afford any downtime at their main warehouse facility during a lighting upgrade project. With more questions than answers, Acme turned to FSG.

### Solution

Chris Fackler, a Project Manager from FSG's Denver office, saw two opportunities within this one project. The lighting upgrade was a clear fit and a great opportunity for FSG Denver to do what it does best.

More importantly, however, Chris and the Denver team saw an opportunity to provide a customized turnkey experience to Acme, one that handled every aspect of project financing, multi-level rebate management, tax incentive realization, project management, equipment warranty management, and the execution of the work itself - all at the highest level in the industry.





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### Solution (Continued)

Chris understood that Acme needed someone to serve as a single point of contact on all the complex issues at play with lighting upgrade projects, and he took care of his customer.

### Result

This project illustrates the full breadth of FSG's service offerings, as well as the dedication to customer satisfaction demonstrated by each member of the team in FSG's Denver office. FSG installed over 1,000 high-bay LED lighting units for Acme Distribution, and the project was completed with FSG crews working around holiday schedules, COVID safety protocols, and Acme's busy daily operation schedule.

Project financing and rebate qualification were handled through FSG's The Power of Light program which allowed Acme to enjoy payments that were structured to be lower than the savings realized through various incentives. Up-front rebates covered the down payment on the project, and FSG worked with the equipment manufacturer to extend the warranty on all new fixtures from five to seven years.

As an added bonus, FSG was able to certify Acme Distribution's project as being in compliance with the guidelines of the 2005 EPAct tax law, a designation that carried with it a tax deduction for Acme equal to the total cost of the project.

