



RoadOne Intermodal Logistics selects ThinkLite to retrofit Randolph Massachusetts facility.

Randolph, Massachusetts- January 27, 2015- On any given day, dozens of trucks pass through the checkpoint at RoadOne Intermodal Logistics, loading and offloading freight in its expansive warehouse facility. With long operating hours typical of a warehouse environment, electric consumption for RoadOne is significant. With the recently imposed electric rate increases for Massachusetts businesses, the cost of lighting the RoadOne facility was expected to increase by over 30%.

“Our business runs on very tight margins,” said Ken Kellaway, President and CEO of RoadOne. Looking at an electric rate increase this significant in 2015, we set our sites on preserving our margins, and that’s why we selected ThinkLite to do a lighting retrofit of not only our warehouse, but also of our corporate offices and operations adjacent to the warehouse.”

Mike Andersen, ThinkLite Vice President, North American Sales met with Kellaway and his team to develop a plan for the ThinkLite retrofit. “The ThinkLite solution is unique as we have developed breakthrough LED and induction lighting technologies that allow us to retrofit existing fixtures with new highly efficient lamps.”

Typically, the cost of converting a facility of this size to energy efficient lighting requires replacement of the fixtures, and that makes the cost extreme, if not prohibitive. ThinkLite proposed simply changing the bulbs keeping the cost of the project manageable and the payback period short- only 24 months.

ThinkLite retrofit existing 400-watt metal halide lamps in the warehouse with custom 200-watt Induction lamps that brought significant improvement to the overall lighting quality. “When we were told our energy consumption in the warehouse would be cut in half and we saw how much brighter the warehouse was during the demo, it was an easy decision”, said Kellaway.

For the corporate and office environment, a variety of fluorescent lamps including traditional T8 as well as U-shaped lamps were replaced with ThinkLite’s revolutionary driverless LED T8 and LED U Shape tubes that fit in directly into the existing fixtures, and have a lifespan of up to ten years with little or no degradation of lighting quality.

“ThinkLite did a remarkable job from start to finish and even secured a 70% project rebate from our electric utility”, said Kellaway. We have a network of over 40 facilities nationwide and we look forward to working with ThinkLite on a retrofit plan that will secure RoadOne electric savings year in, year out.”

“Any business with the need for great lighting and the desire to significantly reduce its electricity cost will benefit from ThinkLite”, said Andersen. “We are pleased to be RoadOne’s lighting partner and look forward to a long lasting and mutually beneficial relationship.”

About ThinkLite

ThinkLite is a global lighting efficiency company that custom designs, manufactures, distributes, and installs energy efficient retrofit solutions to commercial customers and governments. The Company’s efficient lighting products leverages proprietary LED and Induction technologies that specifically adapt to existing infrastructures. The Company is headquartered in Natick, Massachusetts with operations in 14 countries.

For more information visit www.ThinkLite.com or call (617) 500 6689.

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