



ACME DISTRIBUTION

Denver, Colorado

LIGHTING CASE STUDY

Personalized, Turnkey Service Makes a Difference for Acme Distribution



Owner

Acme Distribution

Contract Type

Lighting

Number of Fixtures

Replaced

1,018

CHALLENGE

Acme Distribution views its Denver warehouse as the "crown jewel" of its distribution network. The 1,000,00 square-foot facility is equipped to handle every logistical need for Acme's customers, but in the fall of 2020, the facility was still outfitted with over 1,000 inefficient fluorescent high-bay light fixtures. Acme's challenge involved navigating a complex network of lighting contractors, designers, distributors, rebate programs, and warranties. With more questions than answers, and knowing they could not afford any downtime at their mai

SOLUTION

FSG's Denver office saw two opportunities within this one project. The lighting upgrade aligned perfectly with FSG's expertise, and the Denver team recognized an opportunity to provide a customized turnkey experience to Acme. This involved managing project financing, rebates, tax incentives, project management, equipment warranties, and executing the work - all at an industry-leading level. FSG understood that Acme needed a single point of contact for all these issues, and they took care of the customer.

RESULT

FSG Denver showcased its extensive service offerings and commitment to customer satisfaction on this project. Over 1,000 high-bay LED lights were installed, with FSG accommodating holiday schedules, COVID protocols, and Acme's busy operations. Financing and rebates were handled through FSG's Power of Light program, ensuring lower payments for Acme while maximizing incentives. Up-front rebates covered the project down payment, and FSG secured a seven-year warranty on the new fixtures. As an added bonus, the project also qualified for a tax credit.

