



Profits and opportunities grow for Yale Chase through Orion partnership

Pharmavite benefits from reduced energy consumption using Orion technology installed by Yale Chase

MANITOWOC, Wis. — Dec. 17, 2008 — Through Orion Energy Systems' Partners for Profits program, Yale Chase's Energy Solutions Division continues to increase its sales despite a highly competitive market in Southern California.

Yale Chase's Energy Solutions Division, City of Industry, Calif., provides its customers with energy-saving products that help the environment and save money through reduced energy consumption.

The partnership between Orion (Nasdaq: OESX) and Yale Chase began in early 2004 after another Yale Material Handling equipment dealer contacted Yale Chase touting the partnership program, according to Bob English, sales manager for Yale Chase's Energy Solutions Division.

"We had some interest, so we researched the idea and met with Southern California Edison — one of the major California utility companies — and we asked if it was something we should get into and they (Southern California Edison) said 'absolutely,'" English said. "Things are going great. We're having our best year ever and looking for bigger and better things in 2009."

Orion's Partners for Profits program pairs Orion's innovative, energy-saving technology with reputable electrical contractors, energy solutions companies, energy management companies and general contractors that have a local presence and the motivation to sell and/or install Orion's technology. Orion's technology platform is guaranteed to save users money as well as reduce greenhouse gas emissions.

Chris Westberg, energy sales representative for Yale Chase's Energy Solutions Division, is yet to have an unsatisfied customer using Orion's products.

"The products are just phenomenal," Westberg said. "I've yet to see a product that's better. It's easy to sell when you know, pound for pound, that it's the best product out there."

Yale Chase's Energy Solutions Division targets Southern California from Santa Barbara to northern Mexico. Westberg said the retrofit market in Southern California is highly competitive and it's common for up to eight lighting companies to bid for projects in the area. Westberg credits Orion's Partners for Profits program for providing the products and resources to be successful in their competitive market.

Yale Chase has captured numerous retrofit opportunities through Orion's Partners for Profits program, including installing Orion's Compact Modular™ light fixtures and motion sensors in five Pharmavite LLC facilities in Southern California.

Pharmavite is a global leader in the dietary supplement industry that is often praised for offering quality products that deliver on its promises. Pharmavite's notable products include Nature Made® vitamins, minerals, herbs and dietary supplements and SOYJOY™ nutrition bars.

The lighting retrofit using Orion's system will decrease Pharmavite's energy consumption 54 percent, from 2.3 million kilowatt-hours (kWh) to 1.09 million kWh annually, which translates to significant energy cost savings.

As a result of its energy consumption decrease, Pharmavite will help prevent 17,476 tons of carbon dioxide from entering the atmosphere over the life of Orion's products. In addition, Pharmavite will keep 70 tons of sulfur dioxide and 27 tons of nitrogen oxides from being emitted into the atmosphere as a byproduct of the energy production process.

The emission reductions are the air-scrubbing equivalent of a 235-acre forest or removing 207 cars from the road. The kilowatt-hour reduction also equates to saving more than 2.1 million gallons of gas over the life of the Orion fixtures.

"We are pleased with the results our colleagues in the Partners for Profits program are experiencing," said Neal Verfuert, president and CEO of Orion. "Our more established partners like Yale Chase continue to see satisfied customers and growth in revenues while our newer partners are discovering the competitive edge Orion's products and resources bring to their new construction and retrofit opportunities."

Companies that partner with Orion receive in-depth training that includes information on Orion's energy-saving products, how to perform site surveys and installations and learning Orion's unique and proven sales and marketing methodologies that have driven Orion's expansive growth.

Partners also benefit from the shortest lead times in the industry and factory-direct prices, allowing for the possibility of attractive profits. In addition, partners will have the full support of Orion's in-the-field sales professionals and inside sales support team, as well as marketing and public relations materials to help better promote themselves and Orion's products.

Those interested in becoming an Orion partner should call program director Jennifer McCue at (920) 892-5994, e-mail her at jmccue@oriones.com, or go to the Partners for Profits tab on the Orion Energy Systems Web site at www.oesx.com.

Companies using Orion's products are an integral part of helping local utilities displace electricity capacity and reduce strain on the electric grid. Orion has deployed its energy management systems in 4,068 facilities across North America. Since 2001, Orion technology has displaced more than 386 megawatts, saving customers more than \$455 million and reducing indirect carbon dioxide emissions by 4 million tons.

Yale Chase provides the most complete line of products in the industry and assures all products and systems work together to maximize compatibility. Its financial strength and 20 years of experience has enabled Yale Chase to become the leading provider of material handling products, services and solutions in Southern California and Hawaii. The focus of Yale Chase is to provide total solutions to its customers' needs. The Yale Chase team focuses on finding solutions to our customers' needs, helping them reach productivity, safety and financial goals, and Yale Chase sells only industry-leading products that maximize the customer's return on investment. For more information, visit the Yale Chase Web site at www.yalechase.com.

Orion Energy Systems Inc. (Nasdaq: OESX) is a leading power technology enterprise that designs, manufactures and implements energy management systems, consisting primarily of high-performance, energy-efficient lighting systems, controls and related services for commercial and industrial customers without compromising their quantity or quality of light. For more information, visit www.oesx.com.

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