Phoenix Lighting manufactures marine grade, industrial lighting to sustain operations in the harshest environments. Based in Milwaukee, Phoenix has been building lights for the world's most demanding applications since the 1940s. All fixtures are purpose-built for mission critical applications ranging from rapid deployment to permanent infrastructures.

Core Competencies of Phoenix

- Full range of durable lighting fixtures including floodlights, high-bays, walkway lights as well as options for specific applications like hangers, aprons and cranes
- Heavy-duty, marine grade lighting for environments with harsh conditions including salt spray, dust, vibration and shock
- Years of collaboration with military and commercial end-users to develop advanced lighting solutions that meet each mission’s performance, safety and budgetary goals
- Complimentary software lighting calculations to ensure the correct light levels to meet safety regulations and user comfort

Past Performance

**Marine:** Above Deck • Waterline Security • Linear Lighting

Since the 1970s, Phoenix has built 1000s of marine grade Navy floodlights. Because of Phoenix’s durable fixtures, key personnel from the US Navy, Military Sealift Command and US Coast Guard can focus on mission critical areas, not on lighting-related maintenance.

Performance References:

- Navy: Military Sealift Command (USNS Comfort, USNS Herschel Williams), Littoral Combat Ship Program – Austal USA
- Coast Guard: USCG Buoy Tenders, USCG Cutters
- Army Corps of Engineers: Mat Sinking Unit, USACE Dredge Hurley

**Cranes:** Overhead • Portal Jib • Ship-to-Shore • Mobile Harbor Cranes

Phoenix’s LED floodlights improve nighttime visibility, lower energy costs, and reduce maintenance costs compared to traditional metal halide or HPS (HID) and fluorescent fixtures. By reducing maintenance downtime time, personnel can focus on other mission critical areas and reduce safety risk related to inoperable lights.

Performance References:

- Navy: Puget Sound Naval Shipyard, Portsmouth Naval Shipyard
- Government: Port of Los Angeles & Port of Long Beach, Georgia Port Authority, Port Authority of New York & New Jersey, Port of Houston Authority
- OEM: Harbor Crane OEMs (e.g. Konecranes, Liebherr, Manitowoc)

**Large Area Lighting for Aviation:** Apron • Hanger • Area Lighting

Phoenix offers the flexibility, modularity and scalability required for government projects. With superior options for apron and hanger lighting at Air Force bases and airports, perimeter lighting in prisons and hazardous location fixtures, Phoenix has the product range and expertise to provide the most effective solution.

Performance References:

- Military: Joint Base San Antonio, Avon Park Air Force Range
- State Government: John F. Kennedy International Airport, Hartsfield-Jackson Atlanta International Airport
Differentiators

• Engineered and purpose-built for durability and harsh environments using marine grade metals and up to IP69K enclosures for product longevity
• Highest level of quality control due to US-based, ISO:9001 manufacturing
• Compliances ranging from UL1598A Marine Outside Type (Saltwater) to UL 844 Hazardous Location
• Reduced glare and improved visibility due to optical control, allowing for high mounting heights
• Modular design to ensure reparability (instead of scraping)
• Over 50 years lighting naval vessels, harbor cranes and supporting OEMs

Durable Lighting

Command Flood™
Durable LED Floodlight
• General purpose - outdoor
• Outdoor and indoor uplighting
• High bay lighting

ModCom® 2 Series
Heavy Duty LED Floodlight
• Maintenance hangers
• AC hazardous locations
• NSN: 6230-01-476-7828
• Cranes and mobile equipment

Sturdilite®
Master Series
Low-voltage LED Floodlight
• Utility vehicle work lights
• Emergency vehicles and trucks
• Construction equipment

Highland® Series
High Mast & Area Floodlight
• Prisons and borders
• Airfields
• Port and rail terminals

SturdiLED®
Super-rough Service LED Floodlight
• General deck lighting
• Embarkation lighting
• Lifeboats
• NSN: 6210-01-661-5675

HDL-LED Series
Heavy Duty LED
• Hazardous locations
• Machine rooms
• Electrical control rooms

Key US Military Customers
US Navy
US Coast Guard
US Army Corps of Engineering
US Air Force
Military Sealift Command
Defense Logistics Agency

Contracts and Ordering Information
GSA MAS Schedule #47QSHA-18-D-001F
IGCS International, SDVOSB Partner
Defense Logistics Agency
Federal Resources, Government preferred distributor

NAICS Codes
335129, 335122, 336320, 334413, 423610

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CAPABILITIES STATEMENT

Core Competencies
Since our founding in 1996, we have provided professional construction consulting services to governmental agencies, healthcare organizations, educational facilities, institutional clients and architectural/engineering firms along with retail, residential and property development companies. During this time, our staff has grown to 40 employees with expertise in the following areas.

- Project Management/Owner's Representation
- Project Controls
- Cost Estimating, Value Engineering, Life Cycle Costing
- Commissioning
- Energy Management

Past Performance

General Services Administration
Since 2008, we have provided Cost Estimating services for multiple design teams on IDIQ contracts.

Public Building Commission of Chicago
Construction Cost Estimating services to a wide variety of public building types. Over the past five years, we have provided Cost Estimating services on projects in excess of $500 Million.

National Lab Experience
Cost Estimating services for many national laboratories including the Idaho National Laboratory, Pacific Northwest National Laboratory, Argonne National Laboratory and Brookhaven National Laboratory.

City of Milwaukee, Milwaukee Streetcar
Owner’s Representation and Cost Estimating services for the proposed 2.0-mile downtown streetcar system. Phases 1 and 2 are a combined budget of $127 Million.

Differentiators
- Impartial Third-Party Consultant
- All estimates prepared in-house by an experienced multi-disciplined team
- Efficient estimate turnaround time (typically 2-3 weeks)
- Client Retention (80% of clients are repeat clients)
- Employee Retention
- Small Business Administration
- Worked on hundreds of federal projects

Experience with Federal Agencies
- Department of Agricultural
- Department of Energy
- Department of Housing and Urban Development
- Department of Transportation
- Department of Veterans Affairs
- General Services Administration
- NASA
- National Park Service

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Pro-Active Engineering has been a leader in the PCB industry for over 24 years, guiding customers through the complexities of design engineering and the transition to mass production. Our variety of services allow our customers to consolidate all of their manufacturing and engineering needs under a single roof, removing the headache of managing multiple vendors and complex supply chains.

**CORE COMPETENCIES**

**Manufacturing Services**
- Printed Circuit Board Assembly
- High Mix, Leading Edge Technology
- Surface-Mount Technology
- Plated Through Hole
- High-Speed Automation
- Lead & Lead-Free
- Prototype to Production
- Quick Turn Prototyping

**Engineering Services**
- PCB Layout
- Software & Firmware Development
- Embedded Control Design
- Test Fixture Design
- Bluetooth Design
- Electronic Troubleshooting
- Analog Design
- Digital Design
- Embedded Controls
- Programming
- Industry Standard I/O (WiFi, Zigbee, Ethernet and more)
- Mechanical Design
- Documentation Control
- Packaging Design

**Finishing Services**
- Test Procedure Development
- Functional Testing
- Software & Firmware Development
- Potting, Conformal Coating
- Box Build
- Packaging Design
- Specialty Packaging

**Support Services**
- Manex industry-specific ERP System provides accurate cross-platform analytics to track, manage and optimize resources company-wide.
- Counterfeit Avoidance Compliant in SAE AS5553B standard.
- BOM Monitoring & Risk Mitigation, SiliconExpert software helps avoid obsolescence risk and ensure environmental compliance.

**PAST PERFORMANCES**
- Army – Tobyhanna
- NSWC – Port Hueneme
- NUWC – Keyport
- NUWC – Newport
- DRS Power & Control Technologies (also known as Leonardo DRS)
- Collins Aerospace
- G.E. Healthcare
- Thermo-Fisher Scientific

**COMPANY INFORMATION**

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SBE (Small Business Enterprise)
Founded in 1996
41,000 sq ft facility
75 employees
Accepts credit cards? Yes

**DIFFERENTIATORS**

**Experience** - Over 24 years of Engineering and Manufacturing experience

**Military** - Certified to all NAVY and ARMY specifications
ISO 9001:2015 certified

**Quoting** - Fast Quote turnaround

**Service** - Strive to offer the highest level of customer service in our industry

**Quality** - Our quality has been called superior time and time again

**Value** - We bring value to our clients ever expanding on services we provide

**Integrity** - By upholding the highest standards of respect and professionalism with everyone we interact with

**NAICS INFORMATION**

334418 - Printed Circuit Assembly
334419 - Other Electronic Component Manufacturing
335999 - All Other Misc Electrical Equipment & Component Manufacturing
541330 - Engineering Services
541512 - Computer Systems Design Services