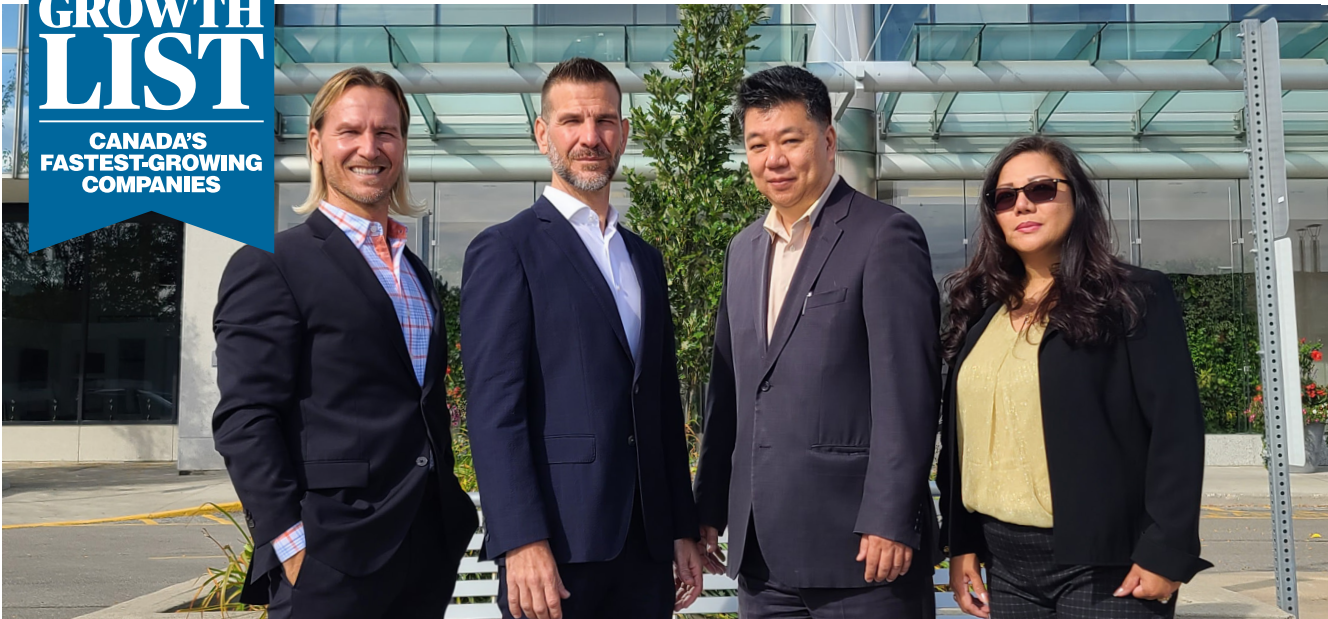


2020

GROWTH LIST

CANADA'S FASTEST-GROWING COMPANIES



A BRIGHTER FUTURE

TGL's products are lighting the way towards becoming Canada's top LED brand.

As businesses increasingly seek creative solutions that balance higher project costs with improved sustainability, LED experts TGL have proven time and again that no trade-off is needed. In addition to manufacturing their own trademark TGL LED products, the brand offers a full suite of in-house services, from lighting audits, lighting design, photometric studies, project installation and facility maintenance.

CEO Ariel Dela Cruz says that he and his co-founders (who cut their teeth in construction and sales) initially saw an opportunity to bring the LED phenomenon to Canada, which was lagging behind other countries in adoption at the beginning of the decade. "We got together and looked at all the products that could have the most impact for sustainability, and concluded it was LED lighting," says Dela Cruz, who incorporated TGL in 2013. "At the time, LED was quite expensive and hard to sell, but we wanted to develop expertise and the experience, so that we could capitalize on the time when every light would be replaced with LED."

The TGL team directed their efforts to being difference-makers in the industry on two fronts, the first being product. According to Dela Cruz, TGL developed product generations ahead of their time, and provided up to 40% more savings to clients, versus industry competitors. "In terms of the quality, projects we did seven years ago are still running," says Dela Cruz. In some of them, he adds, not a single LED has burnt out.

TGL's passion for service is its second competitive advantage: unlike other lighting brands, TGL offers services in-house and caters their services to large-scale LED projects. TGL's expertise and superior service are a big win for clients with an eye on

efficiency. "A large commercial tower can take others a year," says Dela Cruz. "We're able to finish 15 large towers in six weeks, thanks to our combination of skill and vertically integrated business units." That commitment to quality is evident in the calibre of its client portfolio, a list which includes heavy hitters in real estate and retail development (BentallGreenOak and RioCan),

hotels (Toronto's Shangri-La and the Fairmont Royal York), and even the RCMP and Canadian Department of Defense — firms which require high-level trust and special clearance for contractors.

TGL's reputation for service has dovetailed with a broader market demand for new sustainable product verticals. In fact, the brand team — whose in-house staff-count can exceed 200 workers — is enthusiastic about expanding its offerings to include battery backup systems, smart lighting and I.O.T. smart buildings (which also reduce energy consumption in large buildings).

Dela Cruz is confident that TGL's win-win approach will set the brand apart for years to come, while making a measurable impact on the health of the planet. "The product really pays for itself: building owners save money, their tenants will have lower electricity bills — which means they're saving into the future — and we're making a large impact in helping the environment" he notes. "These are the main driving forces behind why we do what we do."

TGL's expertise and superior service are a big win for clients with an eye on efficiency.



For more information, please visit tglworldwide.com