



WESCO®

LIGHTING & CONTROLS SOLUTIONS



WESCO.CA



CAPABILITIES



CANADA Lighting & Controls Solutions



LIGHTING CAPABILITIES

WESCO's lighting renovation process provides solutions that fulfill our customers' needs and generate desired and expected results. Our highly experienced Lighting Team has worked with a variety of organizations in the commercial, industrial, government and institutional markets and can help you develop a strategy to optimize your energy savings and investment in a new lighting system. We work with industry-leading suppliers to source products that meet the requirements of our customer's lighting upgrade, retrofit and standardization initiatives.

LIGHTING STRATEGY

It is important to establish a corporate lighting strategy that accounts for energy rates, new technology, local utility rebates/incentives, code compliance and improvement to work spaces and productivity. Once we understand our customer's needs, a four step renovation process to help build your lighting strategy and business case is deployed:

STEP 1: *Needs Analysis*

As part of our lighting proposal process and before we select the lighting technologies to be used, we work with your teams to determine the importance of each of the following factors:

- Corporate ROI, payback requirements & budgets
- Reduction in energy consumption
- Decrease in operating costs – maintenance & repair
- Improved lighting quality/desired lighting levels
- Increased productivity
- Enhanced workplace safety
- Environmental compliance & sustainability – green initiatives

STEP 2: *Post Analysis Proposal*

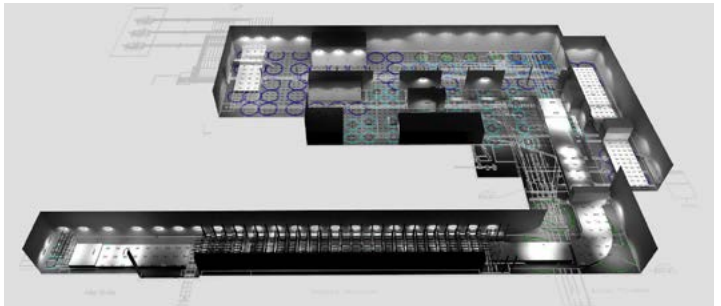
Once an organization's goals are understood, we perform an audit of the current lighting state and provide recommendations for a lighting retrofit.

- Audit of existing lighting system
- Retrofit options:
 - Relamping
 - One-for-one upgrade/update of existing lighting
 - Full lighting redesign optimized for each space
- Discussion of which types of products will best fit the requirements for each area within your facilities, desired lighting levels, IES guidelines and code compliance
- Special requirements such as washdown, food grade, explosion proof and hazardous area lighting

STEP 3: *Comprehensive Proposal*

Comprehensive Proposal with New System Recommendations.

- Detailed financial analysis and executive summary
- Cost analysis, ROI and payback
- Virtual model of the proposed lighting design using AGI32 lighting software. Typical LED lighting designs dramatically change light placement and improve light levels by using optics that aim the light where it is required. Virtual modeling of the design allows visualization of light levels without requiring the product to be installed first.
- Financial impact of local utility incentives
- Specifications for recommended products



STEP 4: *Project Execution & Implementation*

We work with your project, design and installation teams to ensure that the project time lines and budgets are met.

LIGHTING RENOVATION IMPLEMENTATION

Once the decision has been made to retrofit your lighting system, following a plan in a sequence that helps optimize the upgrade path is highly recommended.

Some factors to consider when assessing your upgrade path and priorities are:

Safety Hazards, Poorly Lit & High/Costly Maintenance Areas

- Upgrading areas where maintenance or energy costs are excessive or lighting is poor & may create a safety hazard. Replacing existing fixtures with LED lighting in these locations will significantly reduce energy costs, improve visibility/safety & reduce maintenance.

Highbay/ High Wattage Indoor Lighting

- Typical metal halide (MH) or high pressure sodium (HPS) highbay fixtures consume 250 – 1000W & have an average life of 10,000 – 20,000 hours. MH & HPS retrofits yield some of the highest energy & maintenance savings.

Converting HPS lighting to LED fixtures will produce even more dramatic results in perceived light levels due to the improved quality of the brighter, whiter light source. Replacement with LED products can result in a 50-70% reduction in energy use with improved light levels & a life of 50,000 – 100,000 hours.

A viable alternative for these applications are T5HO fluorescent fixtures which provide energy savings of 30-40% & maintenance reductions of up to 75% when combined with long life lamps.

WESCO will work with you to build the lighting solution that meets your financial requirements.

Outdoor Lighting

- Outdoor lighting is an area where significant gains can be made in reducing energy and high maintenance costs.

Existing Fluorescent Lights & Areas in Need of Relamping



- The eventual phase-out of the T12 lamp will necessitate the conversion to either a newer fluorescent technology or LED fixtures. There are a number of energy efficient & long-life fluorescent products on the market as well as many LED options.

Controls & Daylighting

- The implementation of a lighting management & daylighting strategy can improve the results of your energy saving initiatives even further. Lighting controls range from simple dimmers to full building light management systems & implementation of a daylighting strategy with daylight sensors and/or other daylighting products.

WESCO welcomes the opportunity to further discuss your lighting energy & maintenance savings initiatives in person. We have significant experience working with all types of customers, including large, national corporations & have the processes & procedures in place to service organizations with individual or multiple locations.



WESCO®

One Source for Everything you Need.



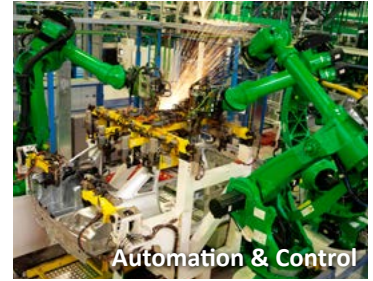
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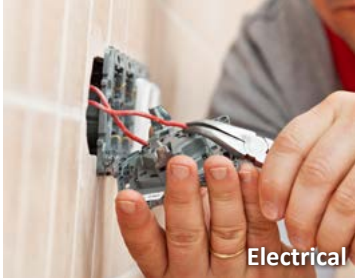
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Headquartered in Pittsburgh, Pennsylvania, WESCO operates nine fully automated distribution centres and 500 full-service branches throughout North America and around the world. Major markets served include commercial, institutional & industrial construction, industrial processing & manufacturing, government, electrical utility, communications & security and property management (power & lighting controls). WESCO's specialty is global accounts support & integrated supply.