



Lighting Capabilities



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Lighting Strategy

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.

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 team to determine the importance of each of the following factors:

- Corporate ROI, payback requirements and budgets
- Reduction in energy consumption
- Decrease in operating costs – maintenance and repair
- Improved lighting quality/desired lighting levels
- Increased productivity
- Enhanced workplace safety
- Environmental compliance and 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 option: 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 and 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 and High/Costly Maintenance Areas

Outdoor Lighting

- Outdoor lighting is an area where significant gains can be made in reducing energy and high maintenance costs.
- Upgrading areas where maintenance or energy costs are excessive or lighting is poor and may create a safety hazard. Replacing existing fixtures with LED lighting in these locations will significantly reduce energy costs, improve visibility/safety and reduce maintenance.

Existing Fluorescent Lights and Areas in Need of Relamping Highbay/High Wattage Indoor Lighting

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

- 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 and long-life fluorescent products on the market as well as many LED options.

Controls and Daylighting

- The implementation of a lighting management and 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 and implementation of a daylighting strategy with daylight sensors and/or other daylighting products.

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

For more information call 1-866-WESCOCA (937-2622) or visit our website Wesco.ca.



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Wesco

225 West Station Square Drive, Suite 700
Pittsburgh, PA 15219
412.454.2200

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