

The Watt Stopper Partnership Proposal

The Watt Stopper Story

Founded in 1984, The Watt Stopper has now become a leading provider of lighting and energy efficient control products and services for commercial and industrial buildings.

Early in the history of the company, it was realized that a key to success was to make simple products that are easy to install and highly reliable. Today, all Watt Stopper products are designed to provide energy savings, convenience, and accessible control of our environments.

A focus of The Watt Stopper is to educate the marketplace on what lighting and energy controls can do and the strategies to achieve success. We demonstrate how waste occurs and how to combat it while helping our customers use the controls that will work best.

Our employees are involved in the industry and support various initiatives and associations including: the National Dimming Initiative (NDI), Energy Cost Savings Council, Energy Efficient Lighting Association (EELA), EPA Energy Star and Green Lights Program, Illuminating Engineers Society (IES), and National Electrical Manufacturers Association (NEMA).

Our engineers are continuously researching and testing to discover new and more advanced methods to save energy. At The Watt Stopper, we are committed to putting a stop to energy waste.

- We provide a nationwide network of trained representatives**
- Stocking distributors located nationally and internationally**
- Free technical support through our National Technical Support Center, which offers proper product selection, installation, and assistance after project completion.**
- Comprehensive literature and tools to help specify and design lighting control projects**

The Watt Stopper's Mission Statement

To provide people with energy efficient, convenient, accessible control of their environment. Through the Rebuild America Partnership, The Watt Stopper will provide education to the industry, in addition to services and analytical tools.

The Watt Stopper Product Line

The Watt Stopper, Inc. manufactures a complete range of lighting control products. Our products utilize the latest technologies and are engineered to perform to the highest standards.

Products are based on occupancy, Light level and light control systems which result in saving energy, money and natural resources. We also offer products featuring remote on/off and dimming control of lighting as well as surge protected power strips. The lighting control panels are The Watt Stopper's most recent development.

Occupancy Sensors

The Watt Stopper offers sensor technologies on an endless amount of applications, including: PIR, ultrasonic and dual technology.

Time Switches

Digital time switches, available in line voltage and low voltage versions.

Outdoor Sensors

The Watt Stopper's outdoor sensors include a low-profile motion sensor with 90 coverage, and a wide-angle, motion sensor with 270 or 180 coverage available with or without lamp holders.

Lighting Control Panels

This new line consists of low voltage switching panels, shut off control panels, exterior lighting control panels, and distributed lighting controls.

Office Power Controls

Isolé products consist of a surge protected power strip, with controlled and uncontrolled outlets, and an occupancy sensor. The sensor detects occupancy in individual workspaces and keeps equipment plugged into controlled outlets on only when the area is occupied. Office equipment will not remain on in unoccupied spaces.

Remote Lighting Controls

Featuring a control-without-wires design, The Watt Stopper's IRC product line provides overhead dimming capability as well as the switching of portable loads.

Light Saver

Lightsaver products include photocells and light level sensors. These products detect light levels and control the output of light based on the availability of natural light in a space.

Auditing Tools

The Watt Stopper offers three different auditing tools. These tools and their functions are as follows. The IT-100 determines energy savings for occupancy sensor usage; the

PL-100 measures power quality and energy savings of plug load control; and the FX-200 measures light levels.

Bi-level HID Controllers

The DM-100 is a bi-level control which is a retrofit unit for HID fixtures.

Product Applications

Every application has a unique set of characteristics that must be understood before control choices are made. Different control methods and technologies work best under different circumstances, and we have a comprehensive offering to cover all application needs. The Watt Stopper specializes in matching the right product for each application.

- **Open & Partitioned Office Spaces**
- **Small Offices**
- **Conference & Training Rooms**
- **Classrooms**
- **Libraries**
- **Computer Rooms**
- **Lunch, Copy & Utility Rooms**
- **Warehouses**
- **Individual Work Spaces**
- **Hotels**
- **Restrooms**
- **Lobbies**
- **Hallways**
- **Driveways & Walkways**
- **Retail**
- **Parking Lots and Parking Garages**
- **Security**
- **Industrial Facilities**
- **Exterior Lighting**
- **Health Care Facilities**

Rebuild Partnership Services

Sales Service

The Watt Stopper sales team is located throughout the US and Canada, ready to work directly with Rebuild America Partners. Upon request, local district or regional sales managers can schedule a walk through, meeting, or a free training session at your location or a Watt Stopper facility. We will show you how to use and apply all Watt Stopper products and services. We also offer other programs which cover topics such as: product applications, new technologies, and complying with state energy codes.

Technical Support Services

The Watt Stopper provides a wide assortment of tools to assist in the choice and layout of controls. We offer a unique customized layout service, providing layouts in both AutoCAD and hard copy blue print form. This service is a major time saver, as Rebuild America Partners can take our finished layout information directly to the job site for installation. Turnaround time is generally one week.

To simplify the submittal process we have a form, available on the web, which outlines all the necessary information to include. Completed layouts are packaged with a folder

containing cut sheets on the products used, other technical support information, and schematic/line drawings that may be utilized on the job. This package can be taken out to the job site and used for installations/as-builts.

Product Literature

The Watt Stopper offers free comprehensive and informative brochures for each product line as well as detailed engineering specs for each product. Literature can be requested either online (www.wattstopper.com) or by calling our literature department (408) 988-5331.

Promotion of Rebuild America Program

To make The Watt Stopper/Rebuild America partnership successful, The Watt Stopper will promote the Rebuild America Program through trade publication advertisements, case studies, company newsletters, and the web.

Watt Stopper Contact

The Watt Stopper proposal for the Rebuild America Program has been reviewed and approved by management a the following contact has be designated to the support of this program:

**Brandy C.K. Williams
2800 De La Cruz Blvd.
Santa Clara, CA 95050**

T: (408) 988-5331 x.171 F: (408) 988-5373 E: brandy_williams@wattstopper.com