

## Watt Stopper HB Sensors Contribute to 40%+ Energy Savings at Menlo Worldwide Logistics

Menlo Worldwide Logistics, a leading global supply chain management company, recently initiated a comprehensive lighting retrofit of its Fremont, CA-based, 120,000 sq ft distribution center. Prior to the retrofit, the facility's lights remained lit day and night, regardless of occupancy. In order to cut costs and conserve energy, Menlo enlisted the help of Alamo Lighting which specified products from Watt Stopper/Legrand.

Kip Shepard, a Senior Logistics Manager for Menlo, saw the need for a lighting retrofit that not only decreased energy costs, but improved employee working environments.

After conducting a feasibility study, Robert Ofsevit of Alamo Lighting designed an upgrade project that met Shepard's specific needs for the facility. With a successful track record using Watt Stopper products, Ofsevit specified high bay fixture mount occupancy sensors as well as a variety of WA-200 and WI-300 wall switch replacement sensors..

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**"The high bay sensors have added substantial value to our lighting upgrade."**

**-Kip Shepard  
Senior Logistics Manager  
Menlo World Wide Logistics**

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Like many warehouses, Menlo's lighting came primarily from 400-

watt metal halide high bays, a common yet inefficient fixture. Installers removed over 240 of the old fixtures, replacing them with six lamp T8, high output, efficient fixtures. Additionally, Ofsevit retrofitted or upgraded every fixture in the facility, including generic-grade T8 fixtures.

Most new fixtures were equipped with Watt Stopper HB occupancy sensors. The sensors utilize passive infrared technology to detect occupancy, sensing the difference between infrared energy from a human body and the background space. This allows the lighting to turn on automatically once occupancy is detected. After a user-specified length of time when the area is vacant, lighting automatically turns off.

The HB occupancy sensors added significant energy savings, as the work week shifts covered large areas where lights remained illuminated although no one was working below. For example, in one caged area, the entrance is secured when workers leave by 6 pm. Before the upgrade, the lights stayed on all night despite the lack of activity; now, lighting throughout the whole area, with the exception of two night lights, remains off until morning.

In the private offices and conference room, Watt Stopper WI-300 bi-level wall switch sensors were installed. The same approach was



**HB occupancy sensors remove the need for lighting to always remain on.**

taken in small warehouse bathrooms, where WA-200 sensors automatically turn the lighting off once the area becomes vacant.

Employees immediately commented on the brighter and crisper light the new fixtures provided and have received the change with enthusiasm. Many have remarked that they can accomplish their work with greater comfort and productivity.

Exceeding initial projections, the upgrade resulted in a total site kWh savings of 44%, compared to the previous year, as demonstrated by usage reports for the six months following the installation. Menlo also received a \$28,000 PG&E utility rebate.