

Needs Analysis

What is important to you?

- Money
- Energy Savings
- Light Quality
- Productivity
- Labor Savings
- Carbon Footprint
- Recycling



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Metering & Monitoring

Can't Fix What You Don't Know

- Lighting Analysis
- Energy Audit
- Power Distribution Analysis
- Metering Facilities
- Full Building Analysis
 - W.A.G.E.S

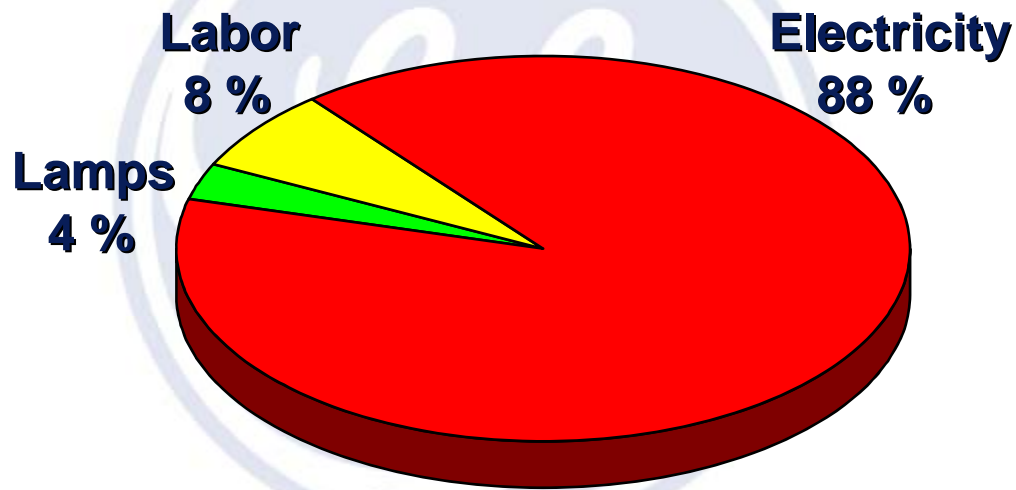


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Cost of Light

Cost Of Light



Energy: Lighting Accounts For

Office 40%+

Industrial 15-25%

Warehouse 60%+



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New Lighting Technologies

Save Energy!

Retrofit: T-12 to T8

Reduce Energy by 40%

RoHS compliance

Upgrade: Metal Halide
to Linear Fluorescent

Reduce Energy by 50%

Improve lighting



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LED

Save Energy!

Street Lighting

Parking Garages

Interior Lighting

Other Applications

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Controlling your motors with Drives

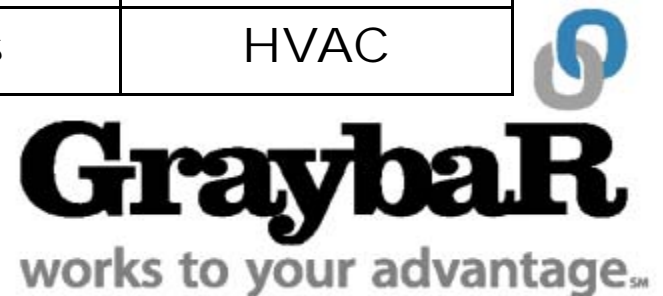
Save Energy!



Motor	Energy savings	Estimated Payback	Application
5 HP		1.1 years	Pump
10 HP			Pump
30 HP		.75 years	Pump
50 HP			HVAC
60 HP		.44 years	HVAC
75 HP	\$17,000	.4 years	HVAC



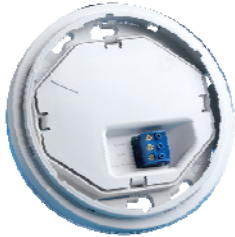
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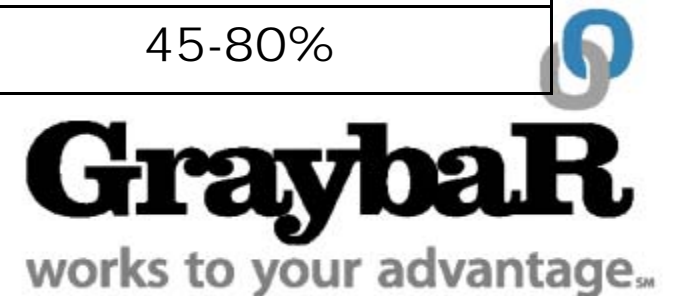
Occupancy Sensors, Day Lighting & Dimming



Additional Energy Savings to new System



Occupancy area	Energy savings
Private office	13-50%
Classroom	40-46%
Conference room	22-65%
Restrooms	30-90%
Corridors	30-80%
Storage areas	45-80%



Other

Save Energy!

- Data Centers

- Power
- Heating & Cooling
- Back-Up Power
- Redundancy

- Turn Power Off

- Timers
- Smart Power Strips
- Vending
- Computers



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Graybar's Value Add

What can Graybar do for YOU?

- Energy Audit
- Energy Action Planning
- Turn Key Solution
- Stimulus Application Assistance
- Rebate Assistance
- Graybar Financial Services

Customize Solutions based on your needs



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Graybar's Value Add

- Products & Services Through US Communities Contracts
 - Over 500 Suppliers, Support Energy Efficiency & Environment, Best Overall Value
- Local All Over
 - 250+ Locations, Inside / Outside Sales Support
 - Inventory, Delivery & Will Call
- Specialized Support
 - Energy Efficiency, Communication, Automation, Security



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