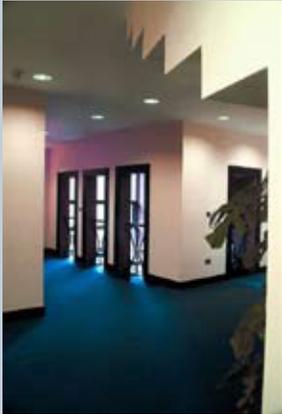


## Case Study - Nelson Nutraceutical

October 8th 2007  
ACC071737



### Nelson Nutraceutical MicroSet Fully-Automatic Sensor Installation

#### Situation

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Located in the outskirts of Los Angeles, Calif., Nelson Nutraceutical is a privately owned manufacturing company that specializes in producing protein bars for high-profile companies such as Jenny Craig, Weight Watchers and Kraft Foods.

In an attempt to decrease the state's overall consumption of energy, California issued a new requirement under Title 24 in October 2005 that mandates the installation of energy-efficient devices in all newly constructed and remodeled homes and buildings. Before Title 24 was passed, Southern California-Edison, a utility company serving the Los Angeles area, offered immense incentives for any organization who complied to the potential law before it was enforced.

Nelson Nutraceutical wanted to lower its energy costs and also capitalize on the offered incentive, but did not want to disrupt the plant's current work flow with a time-consuming project throughout the building. Therefore, Nelson Nutraceutical was in search of a supplier that could provide an effective system in a cost-efficient and timely manner. Another challenge facing the future supplier is the limited size of the building. Nelson Nutraceutical's executive building is a small facility with large air ducts, meaning some sensors may pick up the air flow as tenant motion, falsely triggering the lights.

#### Solution

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Sheliah Vickery, a Senior Buyer at Nelson Nutraceutical and former Novitas employee, suggested that Novitas' fully automatic occupancy sensors would be a good fit for the project. Novitas is a leading manufacturer of occupancy sensors and lighting controls that was recently acquired by Cooper Controls, a division of Cooper Industries that provides over 10,000 electrical wiring device products for industrial, commercial and residential applications.

With the MicroSet motion sensor system still in its early development stages, Cooper Controls offered to install the system in the Nelson Nutraceutical facility as a testing site. Nelson Nutraceutical agreed to serve as a trial project, given the history and trust that Cooper Controls and Novitas have built over the years.

"Both Cooper Controls and Novitas traditionally have offered high performance quality products," said Doug Crumlich, Western Region Manager, Cooper Controls/Novitas. "We are continuing to show our leadership position in the industry by developing the first totally self-adjusting occupancy sensor in the MicroSet line."

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The new line of MicroSet Fully-Automatic Design Ceiling Sensors provides complete coverage that detects minor motion throughout the specified area. The MicroSet Technology makes installation and maintenance easy. No adjustments are necessary at installation; the installer simply leaves the sensor at the test setting, and the sensor automatically sets the time delay to the recommended setting.

“One big advantage of the MicroSet line is that it simplifies the job of the electrical contractor,” said Crumlich. “They simply wire the system and walk away. MicroSet’s self-adjusting capability eliminates the need for routine maintenance, saving valuable time and money for facility managers.”

Once installed, the sensors automatically self-adjust to the sensitivity and time-delay in response to variations in occupant behavior and environmental conditions, such as the constant air flow in a building.

“With the size of the air ducts in such a small room, we needed MicroSet’s self-adjusting capabilities to determine the difference between air flow and human motion,” said Vickery. “Since the installation, we haven’t had to even think about making adjustments to it, and have been going about business as usual.”

## Results

Prior to installing the MicroSet Fully-Automatic system from Cooper Controls, Nelson did not have a motion sensor system to solve energy efficiency problems. The facility managers of Nelson Nutraceutical have been completely satisfied with the product, being able to operate normally while conserving energy and cutting down costs.

“With the success that we’ve had with MicroSet, I would definitely suggest this product to anyone who is trying to conserve energy in their facility,” Vickery said. “It works great!”

Cooper Controls’ Novitas line of MicroSet Fully-Automatic occupancy sensors fit the needs of Nelson Nutraceutical who sought to implement a sensor system that is compatible with the building requirements while cutting down on energy use.



### Equipment List

- 01-161-32 . . . . .Microset Ultrasonic, Small Room, 1 Way Sensor
- 01-101-32 . . . . .Microset Ultrasonic, Medium Room, 1 Way Sensor
- 01-101BAS-32 . . . . .Microset Ultrasonic with BAS Output to HVAC System, Small Room, 1 Way Sensor
- 01-111-32 . . . . .Microset Ultrasonic, Large Room, 1 Way Sensor