



Quick Statistics

Location:	Atlanta, GA
Built:	1993
Owner:	United Parcel Service
Employees:	3,000
Address:	55 Glenlake Parkway NE Atlanta, GA 30328
Uses:	World Corporate Headquarters
BAS:	Siemens Building Technologies SBT - Norcross, GA Branch
Blue Ridge Product:	Retrofit Kits & Relay Panels

Overview

Founded in 1907, UPS is now a \$24 billion, 330,000 employee business icon servicing the globe. Its gleaming, environmental-friendly world headquarters, now located in Atlanta, GA., is a testament to its success. Built in 1993 on a heavily forested site, facility architects conceived a tight "tree-save" design that melds itself into the environment to preserve much of its natural surroundings.

Customer's Need

During a routine Year 2000 (Y2K) audit facility engineers discovered the facility's lighting control system was not Y2K compliant. Further, it did not integrate with the Siemens Building Automation System so facility engineers had to deal with the additional maintenance, training and operation costs of two separate systems.

- The existing Lighting Controls System was not Y2K compliant
- The estimated cost of a complete lighting control system replacement was too expensive
- Facility engineers had to be trained on, maintain, and operate two separate systems for HVAC and lighting control

The Blue Ridge Solution

- Blue Ridge programmable lighting control upgrade kits - Retrofit Kits
- Blue Ridge Retrofit Kits saved \$89,000 versus cost of total replacement
- Blue Ridge Retrofit Kits provided seamless integration with Siemens BAS providing greater operational efficiency, single source responsibility and a single operator console for control of HVAC and lighting

Blue Ridge Advantage

Retrofit Kits have been designed to easily convert your existing lighting control panel into a reliable component of the Building Automation System. Retrofit Kits deliver tremendous value by utilizing the existing third party lighting control panel enclosure, relays, and line voltage conduit and wiring. This approach reduces the retrofit equipment and labor costs, and it leverages the initial investment in the original lighting control panel. The Retrofit Kit also offers guaranteed compatibility with most low voltage controlled lighting relays. Retrofit Kits can save thousands of dollars vs. total replacement.

- Apogee Compatible
- Low Per Point Cost
- Several Panel Sizes, Up to 60 Relays
- Less expensive and quicker than total replacement
- Lowers Electrical Energy Costs
- Saves Labor
- All wiring is low voltage
- DDN Network Compatible

The Bottom Line

Blue Ridge Retrofit Kits are often a superior solution to total replacement.