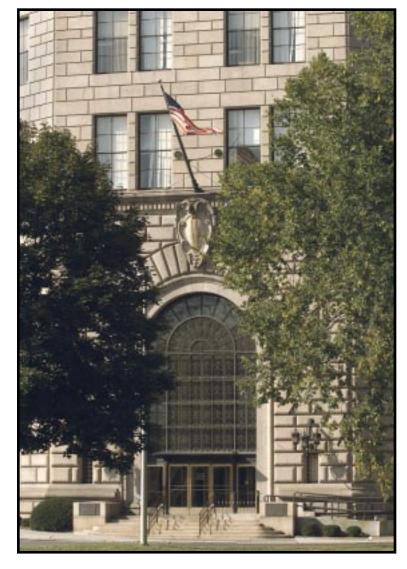
STATE PROFILES

EVOLVING TECHNOLOGIES IN LIGHT SENSORS



"DURING THE PAST SIX YEARS "NOT A SINGLE SENSOR FAILURE AND ONLY TWO POWER PACKS MALFUNCTIONED. WE DEPEND ON THEM TO TURN THE LIGHTS "OFF".

In 1991, the State of Connecticut and Northeast Utilities introduced an Energy Reduction Program for State office buildings. The 55 Elm Street building was an ideal candidate for Sensor Switch's Passive Dual Technology (PDT) occupancy sensors that combine PIR and our patented Microphonics technology. Our sensors "See and Hear" occupants within areas that have interior obstructions.

One Hundred and Twenty of the "new" Sensor Switch PDT occupancy controls - the perfect solution for the 55 Elm Street lighting control problem. This \$51,000. energy conservation project paid for itself in nearly two years by reducing the energy costs \$24,000 annually. The high level executives within the building have not voiced any complaints about the operation of the lighting controls.

David Jones of the Konover Company, the property management firm that supervises 55 Elm Street, has great confidence in the Sensor Switch controls. During the past six years David recalls, "not a single Sensor failed and only two Power Packs malfunctioned. We depend on them to turn the lights "Off".

STATE OF CONNECTICUT OFFICE BUILDING

The First Sensor Switch "Microphonics™" installation! This 155,000 square foot structure houses offices of the Attorney General, Treasurer, Controller, and executive offices. Controlling the lighting systems in two-thirds of this magnificent structure presented a difficult problem for competitive sensor manufacturers. The

existing partitions and filing cabinets "obstructed" the view of sensors that relied upon PIR technology. It was not cost effective to install occupancy sensors. These lights remained "On" a minimum of 14 to 16 hours a day, and would be turned "Off" only if the last employee to leave remembered to turn them off.

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