



Case Study: Breaking the Utility Program Norm

Project Details

Project Locations

Mira Loma, CA
Manteca, CA

Building Type

Refrigerated Warehouse

Incentive Amount

\$50,780

Distributor Name

Walters Wholesale Electric

Customer

Lineage Logistics

Est. Energy Savings

156,221 kWh



When Walters Wholesale Electric reviewed Lineage Logistics’ national portfolio, the California locations rose to the top of the list for lighting upgrades because of Illuminate California’s lucrative high bay incentives. Walters provided more than 1,000 high bay LED luminaires for refrigerated warehouses in two different investor-owned electric utility service territories. Through Illuminate California, they submitted both projects for incentives at the same time and received a total incentive of more than \$50,000.

When evaluating utility programs, the Walters sales team has observed that sometimes the level of work to participate is not worth the incentive. Walters Energy Solutions Salesperson Spencer Lindsay found Illuminate California to be one of the easiest utility incentive programs to participate in with a simple submittal process and quick payments.



This program is breaking the norm for utility programs. Ease of doing business is what we were looking for, and that’s what we found through the program. It was easy to submit paperwork, and payments came in a timely fashion, which isn’t typical for utility programs.”

Spencer Lindsay
Walters Wholesale Electric

Equipment Details



High Bay LED Luminaire and Retrofit Kits

Manufacturer: Acuity Brands Lighting
Product: CPHB 15000LM SEF GCL MD MVOLT GZ10 50K 80CRI
Quantity: 1,060
Efficacy: 147 Lumens per Watt
Lumens: 15,444

Manufacturer: Acuity Brands Lighting
Product: CPHB 12000LM SEF GCL MD MVOLT GZ10 50K 80CRI
Quantity: 2
Efficacy: 140 Lumens per Watt
Lumens: 12,354

Contact us to become a Program Partner and receive incentives for your next lighting upgrade project.

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