



BLANCHARD  
ASSOCIATES



## Energy Management, Lighting & Sustainability Products

Under contract with multiple manufacturers, Blanchard Associates helps to put all of the pieces together for the ESCO, MEP Engineer, Utility, Contractor, Facility Manager, OEM Equipment Manufacturer, Supplier & Industry Trade Professional. We welcome every opportunity to assist you with your product & application selection, as well as logistics and supply chain needs, too!

### Indoor/Outdoor Lighting Products for New Construction, Retrofit & Repair

#### USA Manufacturer of Outdoor & indoor LED Fixtures + Light Poles

1

Atlas wide selection of quality, energy efficient and fast selling LED lighting fixtures products are manufactured, assembled, and tested in their 330,000 sq. ft. Burlington, NC facility, which enhances their ability to ship large within 24-hours from stock as well as quickly turn around custom build orders. ...

[www.atlaslightingproducts.com](http://www.atlaslightingproducts.com)

#### US-based Global Lighting Products Manufacturer ★★

1

For 40+ years, Eiko Global, a US-based lighting manufacturer of LED, Linear, CFL, HID, Halogen, Incandescent, and Specialty lighting products has been supplying commercial/industrial new and retrofit solutions for general purpose and task specific Indoor and Outdoor lighting applications. West Coast Inventory in Sparks, NV.

[www.eiko.net](http://www.eiko.net)

#### Innovative Highbay and High Lumen Recessed Can Lamp Manufacturer ★★

1

UL Type A & B Ballast & Line Voltage mogul & medium base VALTO Hybrid LED Lamps and Luminaires deliver 4,000-20,000 lumens and deliver 35% more glare free light on target than the existing or alternate LED products. Available with Integrated Wireless Occupancy, Daylight, 0-10V and Blue Tooth Mesh Control options.

[www.filamento.net](http://www.filamento.net)

#### Manufacturer of Innovative Waterproof LED Lighting Products

1

Advanced digital IR signal processing with Acoustic occupant recognition, enable SensorWorx products to learn area occupancy patterns and eliminate incidence of false triggers. Reduced size, power consumption, increased detection speed with integrated occupancy analytics make ease of install, performance and cost industry best.

[www.ggled.net](http://www.ggled.net)

#### Premium Performance Lighting Products ★

1

Founded over 40-years ago as a SoCal based manufacturer, Globalux offers a broad range of lighting products with uncompromising emphasis on energy efficiency, superior materials & optical performance. Residential and commercial LED, linear & compact fluorescent, HID, Emergency/Exit Signs, lamps and sensor control options.

[www.globaluxlighting.net](http://www.globaluxlighting.net)

#### High Efficacy LED Lighting Products

1

Superior optical performance HID fixture & CFL and PAR lamp replacements. Beautifully crafted high wattage LED Flood & Sports Lighting luminaires and easy-to-install retrofit products with innovative designs + high-performance optics. Industry leading efficacy in their product categories of >160 LPW.

[www.hyliteledlighting.com](http://www.hyliteledlighting.com)

#### Standard & Custom Poles, Repair Kits, Base Covers & Copper Theft Protection ★

1

Universal Locking Hand Hole Covers to prevent Copper wire theft and in Municipal, street, roadway, parking lot and sport lighting poles. Patent pending Innovative repair kits for 4" & 5" square or round poles save time and money compared to traditional repairs methods or pole replacement.

[www.lightpolesystems.com](http://www.lightpolesystems.com)

#### Energy Management /Submetering

#### E-MON Submeters + Enterprise Energy Information Management System ★

E-MON D-MON by Honeywell, the leader in submeters: Revenue-Grade Electric, Gas, BTU, kWh kilowatt hour and Demand meters for load profiling, load shedding & energy cost recovery. Energy Information Systems comply with PUC Rule 18 for Tenant Billing, LEED M&V; Title 24 130.5 (a) Service Metering and (b) Load Segregation.

[www.emon.com](http://www.emon.com)

#### Advanced Lighting Controls & Systems

#### Occupancy Sensors for Ceiling, Wall and Highbay Applications★

1

Advanced digital IR signal processing with Acoustic occupant recognition, enable SensorWorx products to learn area occupancy patterns and eliminate incidence of false triggers. Reduced size, power consumption, increased detection speed with integrated occupancy analytics make ease of install, performance and cost industry best.

[www.sensorworx.com](http://www.sensorworx.com)

#### Intelligent Lighting, Sensors, Controls & IoT

1

Platform of intelligent luminaires and Xi-Fi® wireless control system used in smart building systems that employ Xeleum stand-alone sensors or embedded into fixtures to collect operational & business intelligence to reduce energy usage and productively manage the environment of the structures in which they are deployed.

[www.xeleum.com](http://www.xeleum.com)

#### Self-Diagnostic Emergency LED Driver and Wireless Controls ★

1

Powered by a high density, environmentally friendly Nickel Metal Hydride (NiMH) the iES has adjustable currents of 145 to 440mA. produce up to 975 lumens. UL Listed for field or factory installation feature CEC approved energy with automatic self-testing in a single code compliant Class 2, UL 924, Title 20 & 24 and RoHS Compliant.

[www.magtechind.com](http://www.magtechind.com)

#### Warm Air Hand Dryers Industries Most Effective, Efficient & Hygienic

#### High Speed, Energy Efficient and Vandal Resistant Hand Dryers★

1

For over 50 years, Excel has manufactured the finest American made hand dryers featuring the XLERATOR® and ThinAIR® Hand Dryers. Excel is family owned and operated and revolutionized the industry inventing the patented technology that created the high-speed, energy-efficient\* hand dryer category. 120/208/240 + 277 Volt available.

[www.exceldryer.com](http://www.exceldryer.com)



# Atlas

American Lighting

## CONTROLS SIMPLIFIED

FAST SET UP

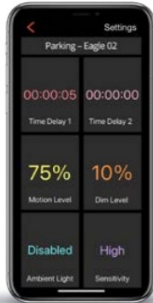
Available For:

Independence Wall Lights\*  
Classic Wall Lights\*

Eagle Series  
\*WM, WLM, WD, WLD



**DEVICE DISCOVERY**  
• Lists Sensors within Range



**MOTION SENSING**  
• Full On Adjustability  
• Sensitivity



**DIMMING LEVELS**  
• Time Delay Prior to Dimming  
• Fully Customizable Settings



**COMPLETE NAMING**  
**PASSWORD PROTECTED**



**TITLE 20 & TITLE 24 (JA8)**

A19, BR, PAR  
90+ CRI; 25,000 HOUR LIFE



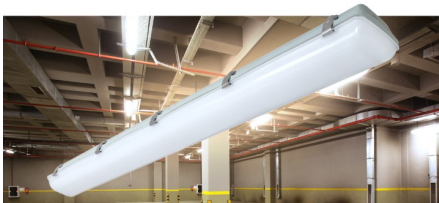
**FLJ : UTILITY FLOODLIGHT**

12W, 30W, 50W, 80W, 100W, 150W  
1,270-16,500 LUMEN PACKAGES



**NIGHTOWL : SENSOR LIGHT**

20W  
2,000 LUMEN PACKAGE



**VTS : VAPOR TIGHT SURFACE**

40W, 52W, 65W  
4,400-7,500 LUMEN PACKAGES



**VERT : AREA & SITE LIGHT**

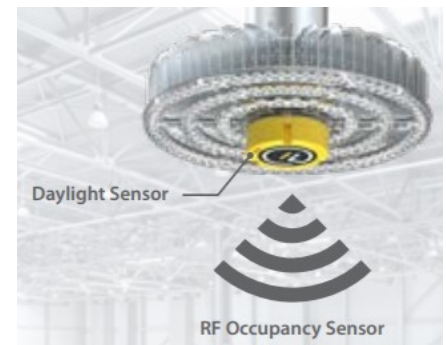
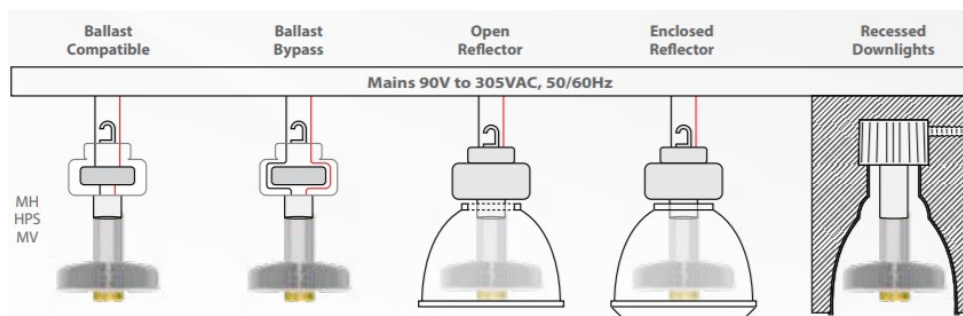
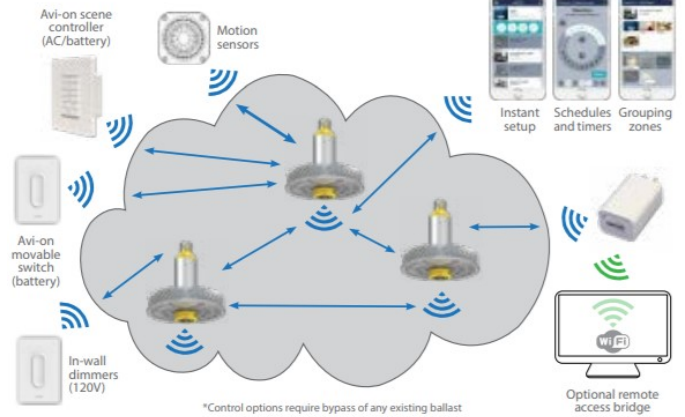
100W, 150W, 185W, 200W, 300W, 450W  
13,000-56,250 LUMEN PACKAGES



**LLH : LINEAR HIGHBAY**

65W, 110W, 162W, 223W, 265W, 321W, 425W  
8,450-55,000 LUMEN PACKAGES





OUR PRODUCTS ARE  
ENGINEERED  
TESTED  
MANUFACTURED  
ASSEMBLED  
& SHIPPED  
FROM ONE FACILITY



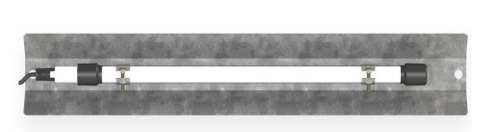
Industrial harsh-environment linear.  
Low-profile, high-pressure hose down



Food processing linear. Up to 20,000  
lumens, high-pressure hose down, NSF



Vaporsealed LED Linear. Low-profile,  
driverless, wet-location rated.



Light industrial linear. Low-profile,  
driverless, wet-location rated.



Class I, Division 2 hazardous location  
rated linear. Low profile, high-pressure



Rail tunnel linear. Galvanized steel  
housing, replaceable IP68 light

# GlobalLux

LIGHTING



RDL — LED Round Flush Mount

DOP — LED Decorative



RLP — Recessed Flat Panel



LCS — Channel Strip & Stairwell Fixtures



LVTS — Vaportight LED Strip



IHb — Infinity Linear Highbay



UCL — Undercabinet



LCB — Volumetric Troffers

SCS — LED Ready Strip Fixtures



LVHB — Vapor Tight High Bay

# HYLITE™

LED Lighting



LED LOTUS Lamp — 120/277V HID Retrofit



INTIGO — 120/277V LED Lamps



AEON — Flood Lights



AEON — Sport Lighting



**LED**  
**PAR46/PAR56/PAR64**

Retrofit up to 1000W Incandescent & Sealed Beam Lamps



**LOCAL SPECIALISTICS SOLVING  
LIGHT POLE PROBLEMS**



ANCHOR BOLT ADAPTERS



BASE COVERS



LIGHT POLE REPAIR KITS



LOCKING HAND HOLE COVERS



CUSTOM LIGHT POLES

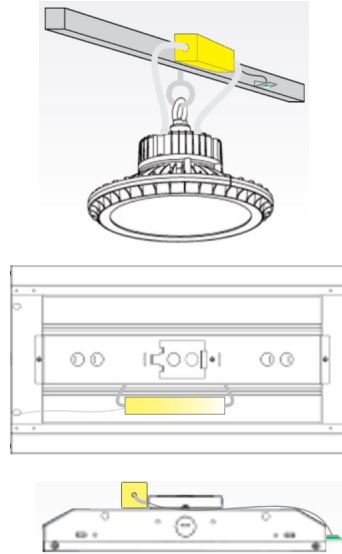
## Custom Light Poles

All Light Pole Systems' poles are made to order to ensure the correct fit. Our pole lead time is among the quickest for any made-to-order pole, usually 4 to 10 business days.





- Automatic Self-Test technology
- Monthly and Annual testing
- Microprocessor design for CEC compliance
- Auto adjusting Class 2 output
- Maintenance free Nickel Metal Hydride battery
- USGBC/Green Building Council Certified
- CEC Title 20
- Constant Current for variable illumination



#### Code Compliance

- UI924 Listed for U.S. and Canada
- CS860
- Title 24 Compliant
- Title 20 Certified
- UL Listed for Damp Locations
- Warranty Five-years.



California Energy Commission



UL Listed  
IP 67 Rated



NiMH  
Nickel Metal Hydride



NFPA Approved  
Life Safety Code Experts



American Green Council  
Certified



SENSORWORX

THE NEW STANDARD IN LIGHTING CONTROLS



SINGLE & DUAL POLE  
WALL SWITCHES

DIMMING (0-10V)

LOW VOLTAGE

LOW VOLTAGE  
WITH DIMMING



CEILING SENSORS

LOW VOLTAGE

LINE VOLTAGE



WIDE VIEW HALLWAY SENSORS

LOW VOLTAGE

LINE VOLTAGE



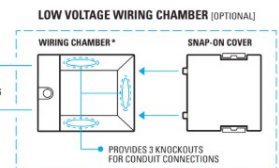
HIGHBAY SENSORS



POWER PACK



LOCK NUT



LOW VOLTAGE WIRING CHAMBER (OPTIONAL)



WIRING CHAMBER\*



SNAP-ON COVER

SNAPS DIRECTLY  
TO MAIN HOUSING

PROVIDES 3 KNOCKOUTS  
FOR CONDUIT CONNECTIONS



SENSORWORX®

# WIRELESS CONTROL SOLUTIONS

# Xeleum<sup>®</sup>

AN EIKO COMPANY

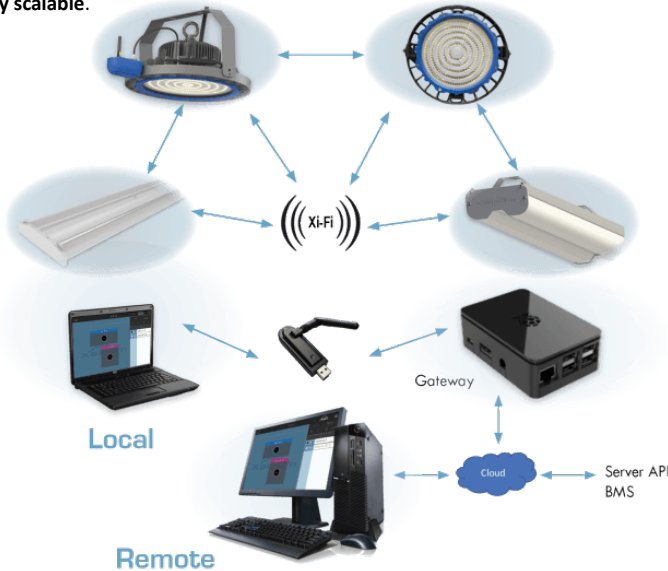
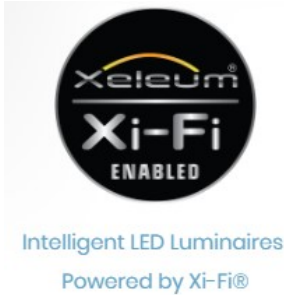
Xi-Fi is a **simple** and **intuitive** wireless control system. This **powerful** sub-GHz proprietary technology fulfills the **essential** lighting control requirements while being **secure**, **reliable** and **easily scalable**.



## Xi-Fi<sup>®</sup>

WIRELESS CONTROLS

<https://www.eiko.com/c/xeleum/xi-fi-training>



## THE FINEST AMERICAN MADE HAND DRYERS



### XLERATOR<sup>®</sup> Hand Dryer

ORIGINAL. PATENTED. STILL THE BEST.

- > 8-Second Dry Time\*
- > Adjustable Speed & Sound Control
- > BuildingGreen Approved
- > Over 15 Years of Proven Performance
- > 5-Year Limited Warranty
- > Virtually Maintenance Free

Explore XLERATOR

Watch Video

\* Dry time and energy use testing performed by SGS International on standard XLERATOR Hand Dryer with 0.8" nozzle to 0.25g or less of residual moisture, pursuant to the U.S. Environmental Global Product Category Rules (GPCR) for Hand Dryers.



**NEW PRODUCT**

### XLERATOR WITH HEPA FILTRATION SYSTEM

**99.999%**  
REMOVAL OF VIRUSES  
FROM THE AIRSTREAM\*



### MOBILE HAND HYGIENE STATION



### ThinAir<sup>®</sup> Hand Dryer

SURFACE-MOUNTED. ADA-COMPLIANT.

- > 14-Second Dry Time\*
- > Adjustable Speed & Sound Control
- > Helps Qualify for the Most LEED<sup>®</sup> v4 Credits
- > Washable Pre-Filter
- > 5-Year Limited Warranty

Explore ThinAir

Watch Video

\*Dry time and energy use testing performed by SGS International on standard Thin Air Hand Dryers to 0.25g or less of residual moisture, pursuant to the U.S. Environmental Global Product Category Rules (GPCR) for Hand Dryers.

### CARBON FOOTPRINT

