



Case Paper save over \$100,000 per year with Smart Energy.

I was getting ready to start throwing out sales reps from companies who claimed they could reduce our energy costs," says Lee Cohn, plant manager for Case Paper Company. "I'm glad I didn't."

Cohn is happy because the next sales rep through his door was from The First Energy Group who talked about real solutions connected with measurable results. While the First Energy rep did recommend light fixtures, he didn't expect Case Paper to pay for them. "That's what really caught my attention," says Cohn, "and to top it off, there wasn't any catch."

Case Paper Company based in Philadelphia, buys huge quantities of unusable job lot paper rolls from mills and converts them into quality paper products. In 200,000 square feet of its 800,000 square feet facility, the manufacturing and warehouse area is full of energy-hungry equipment lit with 400-watt metal halide light fixtures.

"Our goal was to reduce energy consumption and improve lighting," says First Energy Group President Howard Porter. "So we started with our free energy audit to determine how Case Paper was using energy." The audit showed a 30 percent reduction could be achieved in its lighting energy costs if the First Energy Group recommendations were implemented. Cohn says, "This all seemed too good to be true, and I was skeptical but after we ran some tests and I visited First Energy client SUN Chemical Company, we were convinced the plan would work. They even installed sample fixtures so we could see for ourselves how much better the light would be for our workers."

The old lighting fixtures were replaced with six-lamp T-8 fluorescent fixtures, which use only 226 watts of energy compared with the old 400-watt fixtures. Herb Unger, vice president of The First Energy Group, reports that they improved virtually all the lighting in the buildings, including exit signs-about 1900 fixtures." Case was so happy with the results they decided to upgrade the lighting in a new office area on the upper floors," says Unger.

The office area was lit with 2-foot by 4-foot recessed troffer fixtures with four T-12 lamps in each fixture that used 188watts of electricity per fixture. Unger explains that First Energy retrofitted these fixtures with two modern T-8 technology lamps and installed a reflector and an energy efficient electronic ballast so each fixture now uses only 61 watts-a savings of approximately 67 percent.

With the installation complete, and a record of savings established, Cohn says, "I'm very glad I didn't throw that salesman out, and I'm very happy with the significant energy savings. They were courteous, efficient and did not disturb operations."

Case Paper Company saved approximately \$11,000 a month. They paid The First Energy Group 50% of those savings for four years. The First Energy Group gets paid for saving companies money in a variety of ways. They can front all investments and share the back-end savings or clients may purchase their recommendations up-front. If they choose to purchase, they should expect to minimally see a 30 percent return.

"You have to remember that we did not pay anything to have the installation done," says Cohn. In addition to energy and monetary savings, the benefits of improved lighting include healthier, more comfortable and more productive employees. Cohn says that many good employees made favorable comments about the improved lighting. And, like countless other plant managers, Cohn found that The First Energy Group helped him discover the assets hidden in his company's lighting fixtures. The time, energy and money his company saved were well worth the time he spent on the project.

"I was pleasantly surprised that we actually gained a tremendous amount," says Cohn. "We got more illumination for less money."

The First Energy Group is an energy management company that helps bottom-line business people significantly reduce energy and maintenance costs, and increase short and long-term profits and productivity at little or no cost.

First Energy's proven results are backed by thousands of happy customers from large and small businesses. Our free energy audit will discover the hidden assets in your company, detail how much money you will save, your Return on Investment, and how quickly your investment will pay for itself. We guarantee savings.

benefits

- Reduced energy consumption
- Improved lighting
- 30 percent reduction in its lighting energy costs
- Saved approximately \$11,000 a month (\$132,000 per year)
- Healthier, more comfortable and more productive employees
- More illumination for less money

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