

# Energy Efficiency Helping Maine

## Formtek - Maine

Case  
Study

#**5**

*“Using more energy-efficient lighting in our facility has cut costs and made us more competitive. With so much manufacturing work going offshore you have to be lean and mean.”*

– Joel Selwood,  
Plant Manager, Formtek



After consulting with Efficiency Maine, Formtek learned it could improve lighting quality while cutting costs. With annual savings of \$25,000, the entire lighting upgrade was paid off within two years. With the help of Efficiency Maine, Formtek is maintaining a competitive advantage in the modern economy.

For more case studies in this series, visit [www.nrcm.org/issue\\_cleanenergy.asp](http://www.nrcm.org/issue_cleanenergy.asp)

# Energy Efficiency Helping Business



## At a glance

### Goals

- Reduce energy expenses
- Improve quality of light
- Minimize payback time to increase corporate approval

### Solutions

- Replace high pressure sodium lights with high efficiency T8 bulbs
- Utilize local contractors

### Financial Analysis

- Project Cost:  
\$83,000
- \$13,000 Efficiency Maine grants
- \$14,000 federal incentives
- = \$55,000
- Annual electricity savings of \$25,000, plus lower maintenance cost
- Payback time of 2 years with incentives

## Formtek-Maine, Clinton

In its Clinton factory, Formtek manufactures machinery that is used to create metal products from car parts to refrigerator panels to Maine license plates and countless other goods made around the globe and taken for granted in day-to-day life.

Formtek's 72 employees take pride in their work, and the results are clear: Formtek has a strong reputation for quality.

## What They Did

With shifts working back-to-back, lighting Formtek's 80,000 square foot building brought the company very costly electricity bills. After consulting with Efficiency Maine, Formtek learned they could improve lighting quality while cutting costs.

With \$13,000 from Efficiency Maine and \$14,000 of federal incentives, the project was attractive for Formtek's corporate office to invest \$55,000 in the project.

Working with Energy Management Consultants of South Portland and Wiswell Electric of Clinton, Formtek replaced dim and inefficient high-pressure sodium lights with brighter and more efficient T8 fluorescent fixtures.



## Results

Formtek employees immediately noticed an enormous difference between the dark, "dungeon-like" orange hue of the high-pressure sodium bulbs and the bright, white light of the new efficient fixtures. Managers noticed a dramatic improvement in employee morale and believe productivity has increased too.

The energy savings soon became apparent: monthly electricity consumption fell 13,000 kWh for annual savings of \$25,000, so the entire project was paid off within two years. Now the efficient bulbs continue to provide savings every year, helping Formtek maintain a competitive advantage in the modern economy.

**With annual savings of \$25,000, Formtek's investment was paid off within two years.**

# Energy Efficiency Creating Jobs

## Energy Management Consultants, Inc., South Portland

For nearly 20 years, Energy Management Consultants (also referred to as EMC), has been a Maine-based company focused on providing turnkey energy efficiency solutions to a range of large and small commercial, industrial, institutional, municipal, and retail customers throughout the Northeast. EMC offer its customers the most state-of-the-art, high performance lighting upgrades available today. EMC's approach is to reduce energy and operating costs without compromising quality of light, while managing the project from design through completion, letting customers focus on the business at hand.

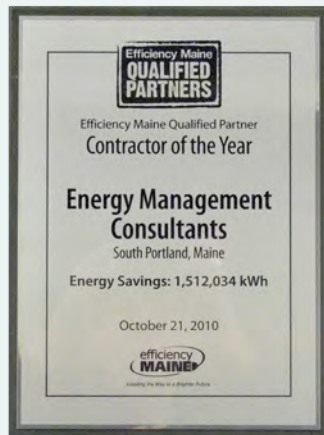


*"We work hard to help Maine businesses save energy through more energy efficient operations."*

**- Kayla Kunath**

Energy Management Consultants  
Vice President

## Efficiency Maine Qualified Partner



EMC has worked closely with Efficiency Maine since 1993 and as a Qualified Partner for the past three years. EMC recognizes the benefits Efficiency Maine offers to its customers and to its own business activity. Efficiency programs play a significant role in moving projects forward by reducing initial costs, which helps improve payback and return on investment. The economic ripple effect from these projects helps all Maine businesses cut operating costs and boost revenue, leading to potential expansions and growth. Improved lighting systems also require less maintenance and help keep mercury, PCBs, and other harmful materials out of the environment. Efficiency Maine awarded EMC its Contractor of the Year award because of the company's good work.

## A Bright Future

Business continues to be strong for EMC even in a tight economy—many businesses are looking to save energy and be more efficient. Efficiency Maine's incentives play a major role in EMC's business activity. The ability to propose lighting projects has greatly increased the likelihood that a customer can move forward and save both money and energy to support its business.

**Efficiency Maine programs play a major role for boosting EMC's business activity.**

## Location:

120 Thadeus Street, Suite 1  
South Portland, ME  
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(207) 767-1313  
sales@emcinc-online.com

## Services:

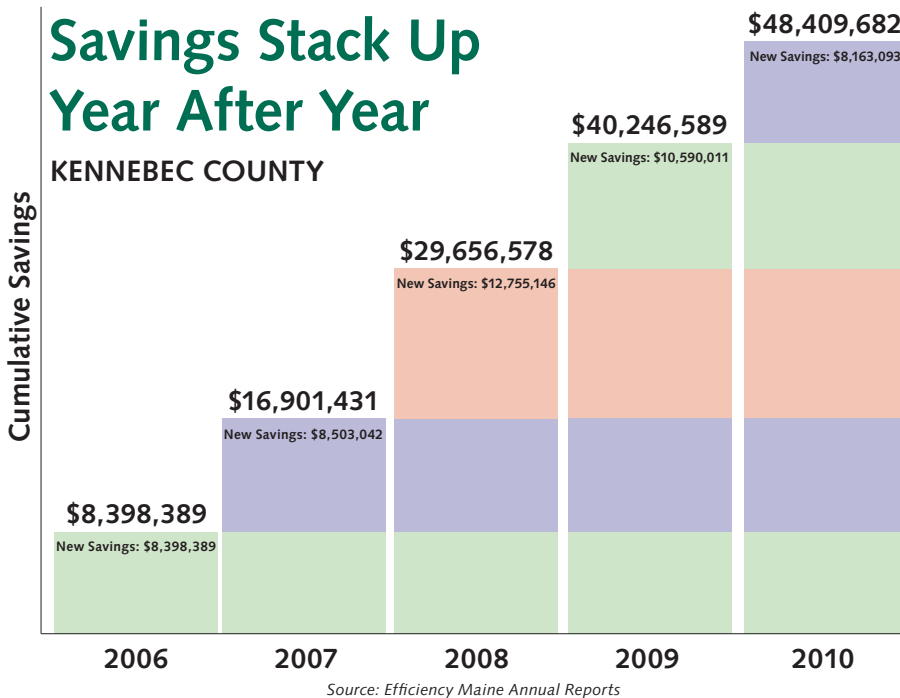
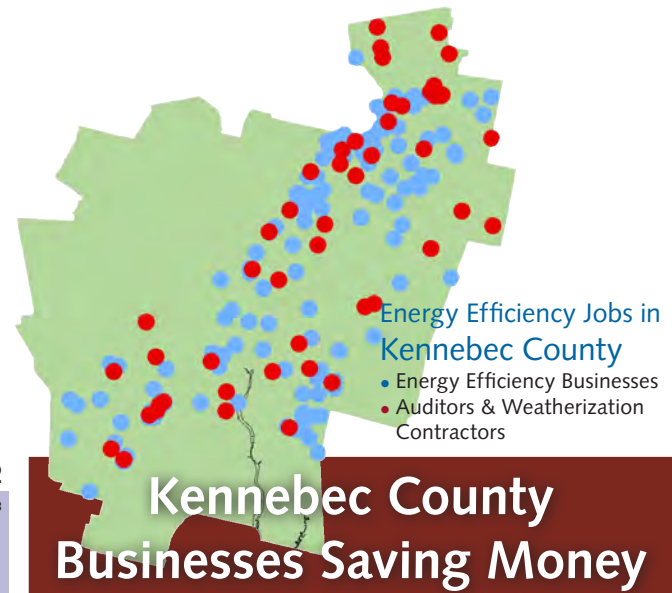
- Complete cost and savings analysis
- Knowledge of high performance and high quality lighting equipment that is approved by Efficiency Maine
- Systematic, professional, and experienced approach to completing projects in a timely/efficient manner
- Material procurement, labor management, and proper disposal of all waste
- All applications and documentation will be completed by EMC

**Employees: 9**

# Efficiency Maine Saving Energy & Money

## ..in Kennebec County

Efficiency Maine programs are helping Kennebec County save energy and money while providing work to the existing energy efficiency sector. Efficiency Maine's three largest on-going programs are saving Kennebec County businesses and families more than \$48.4 million from projects completed since 2006. \$2.2 million of Efficiency Maine incentives leveraged nearly five times that amount (\$10.4 million) in private investment—which was redistributed throughout the Maine economy, including to other Kennebec County businesses.



Since 2006, more than 450 energy improvement projects have been completed by Kennebec County businesses. These businesses have received more than \$1.8 million in financial incentives and are saving more than \$25 million over the life of the projects. These businesses are across Kennebec County and central Maine, and include:

- Marden's (Waterville)
- Formtek Maine (Clinton)
- Cianbro Equipment (Pittsfield)
- Huhtamaki Food Service, Inc. (Waterville)
- Gifford's Famous Ice Cream (Skowhegan)
- GE Security (Pittsfield)
- Alfond Youth Center (Waterville)
- Sonoco Products (Pittsfield)

## ..in Maine

Efficiency Maine is the state's initiative to save energy and money through energy efficiency. Since 2004, Efficiency Maine has saved Maine people and businesses \$487 million on their energy bills and leveraged more than \$86 million in private sector investments. By 2009, Efficiency Maine had saved as much total electricity as all Maine households use in a year. The programs help homeowners, businesses, towns, schools, hospitals, and others make wise, cost-effective investments in energy efficiency. Efficiency Maine programs save energy at a price of about 4 cents/kWh—less than half the cost of electricity, and include technical assistance, financial incentives, training, and quality assurance. In 2010, Efficiency Maine developed a three-year plan, with greater emphasis on heating fuels, which will save Mainers \$840 million and increase the state's GDP by \$1 billion. Efficiency Maine's efforts are one of the reasons why Maine's clean energy sector now employs over 4,000 people, and is growing more than seven times faster than the state's overall job growth.

### For more information:

1. To save money in your home or business with energy efficiency, contact **Efficiency Maine**, at [www.energymaine.com](http://www.energymaine.com) or call toll-free 1 (866) 376-2463.
2. Learn more about energy efficiency opportunities and benefits, clean energy jobs, or additional case studies by visiting the **Natural Resources Council of Maine (NRCM) online** at [www.nrcm.org/issue\\_cleanenergy.asp](http://www.nrcm.org/issue_cleanenergy.asp).
3. Please help support strong energy efficiency policies and programs in Maine. Stay informed by joining **NRCM's Action Network**: visit [www.nrcm.org](http://www.nrcm.org) or contact Emmie Theberge at [emmie@nrcm.org](mailto:emmie@nrcm.org) or (207) 430-0105.