



# APPI ENERGY

## Case Study

Real Service, Real Solutions

# Warrell Creations



**BEFORE**



**AFTER**

### OVERVIEW:

Warrell Creations, a leading North American contract candy manufacturing company, saw a unique opportunity to capitalize on substantial energy and maintenance savings through improved LED lighting practices. Prior to their assessment, the 210,000 sq. ft. Camp Hill, PA manufacturing facility was operating on an ad hoc, costly, and ultimately inefficient approach to LED lighting upgrades, swapping out their existing lighting to LED only as fixtures faltered. They were approached by APPI Energy and were able to fulfill their goal to reduce energy and maintenance cost through installation of LED lighting retrofit without the burden of upfront capital expenditure.

### ▶ OPPORTUNITY

Warrell Creations needed innovative ways to upgrade lighting throughout their facility and enhance security through perimeter lighting while simultaneously taking advantage of energy-saving rebates.

### ▶ CHALLENGES

In their research of LED lighting retrofit projects, Warrell Creations consistently faced two significant roadblocks: they did not want to invest the upfront capital to fund the project, and their staff did not have the time to perform the tasks needed to complete the project.

### ▶ SOLUTION

Fortuitously, Warrell Creations Chief Operations Officer, Clifton Dorsey, was attending a MANTEC, Inc. conference, when he was first introduced to APPI Energy's Solutions team. Through conversations with the team at APPI Energy, Dorsey soon discovered that the roadblocks they were currently facing to achieve their LED lighting goals were in fact possible. For starters, Warrell Creations could accomplish the entire project using an on-bill funding program. To that end, APPI Energy went to task to negotiate a favorable rate with a supplier who would both fund the project upfront and complete the installation quickly without interfering with operations in the warehouse.

### ▶ OUTCOME

The full cost of the project was spread across Warrell Creations energy bill over a 5-year span. Meanwhile, monthly energy savings were used to pay for the project, ultimately resulting in surplus savings each month of \$1,340.97. In addition to cost savings, the new LED lighting touts increased efficiency with a 5-year guarantee that eliminates maintenance costs for at least 5 years. The lighting also dramatically increases perimeter and parking lot visibility, providing greater security for their team. The updated LED bulbs provide a cleaner appearance while simultaneously improving workplace environment and safety by increasing lighting levels throughout the entire plant. Occupancy sensors installed in all non-production areas save even more energy, bringing the perfect balance of efficiency, savings, and safety to Warrell Creations LED lighting upgrades.

### PROJECT SNAPSHOT

- ▶ First Year Energy Cost Savings: **\$144,734**
- ▶ Section 179 Tax Write-Off: **\$74,443**
- ▶ Rebate Secured: **\$54,211**
- ▶ Annual Energy Savings : **1,084,222 kWh**

# Testimonial

“We had been performing retrofits on some of the lights as our maintenance department found time and capital. However, it is wonderful to get the entire project completed and done all at once. The On-Bill Funding solution made it easy for us to move ahead with the project. Our leadership team really liked the no upfront capital option and it certainly makes sense that we get to use some of our savings to pay for the project. On top of all the savings you have been able to help us enjoy, the lighting is just incredible. What a difference it has made in our plant. The LED’s are so much brighter and provide such a cleaner look. I have received many compliments from the staff and clients on how great the lights look! The plant has taken a giant step forward. Then to know that we do not have to worry about maintaining any of the lights for at least the next 5 years and it just makes my life that much easier!”

- Clifton T. Dorsey  
Vice President, The Warrell Corporation

## ABOUT US:

Founded in 1996, APPI Energy is a holistic energy consulting firm with clients in manufacturing, consumer goods, hospitality, healthcare, government entities, and more. Through their energy procurement services, their team of experts negotiates with suppliers to ensure each client is provided with ideal pricing and contract terms to fit their organizations’ needs.

APPI Energy’s comprehensive energy services provide financially and functionally vetted solutions to decrease energy costs, reduce demand, and improve resiliency and sustainability.

Technology and supplier agnostic, APPI Energy creates strategic alliances with their clients to provide customized, insightful energy solutions that save organizations time while reducing costs and minimizing budgetary risks. APPI Energy delivers unparalleled consulting, customized coordination of energy management strategies, and world-class customer service. Every day, APPI Energy identifies the wide range of energy supplier prices across the U.S., and utilizes that data to provide the lowest prices available among many vetted, competing suppliers. Unbiased and independent, APPI Energy has earned the endorsement of 160 trade associations and chambers of commerce to provide energy expertise to members.

To take advantage of these benefits and receive a complimentary energy assessment contact an APPI Energy consultant at 800-520-6685.

## PROJECT BENEFITS:

- ▶ No upfront capital needed
- ▶ No maintenance required for at least 5 years
- ▶ New LED lighting guaranteed for 5 years
- ▶ Installation crew can work around Warrell Creations operation schedule
- ▶ Simple on-bill funding repayment program
- ▶ Potential tax and rebate savings
- ▶ One provider and invoice for energy project