



CASE STUDY | WORLD FULFILLMENT, L.L.C.

Small Business
Energy
Advantage

The Energy Efficiency Fund and CL&P helped World Fulfillment, L.L.C.:

- Save approximately \$26,374 and 134,630 kilowatt-hours annually.
- Defray its investment with a \$26,517 incentive.
- Achieve a lifetime savings of approximately 1,713,572 kilowatt-hours.

The electricity saved on this project over the lifetime of the measures is the equivalent of approximately:

- 70,591 gallons of oil not burned, or
- 1,837,703 pounds of carbon dioxide (CO₂) emissions avoided, or
- 858,740 pounds of coal not burned, or
- 204 homes provided with electricity for one year, or
- 160 cars taken off the roads.

This program provides cost-effective, turnkey, energy-saving products and services for small business customers. Benefits include financial incentives to offset the premium costs associated with energy-efficient technology.

This program is one of several innovative solutions offered by the Energy Efficiency Fund and administered by Connecticut's utility companies.

For a complete listing of energy efficiency programs and services for electric and natural gas customers, visit www.CTEnergyInfo.com or call **1-877-WISE-USE.**



Connecticut's Energy Efficiency programs are funded by a charge on customer energy bills. The programs are designed to help customers manage their energy usage and cost.

Paid for by CL&P.

ENERGY EFFICIENCY CASE STUDY: WORLD FULFILLMENT, L.L.C

BACKGROUND

World Fulfillment, a state-of-the-art packaging, shipping and storage business located in Farmington, Connecticut, was founded by Dan Saccu in 1995 to help companies find more efficient and less expensive shipping and packing methods. Begun with only four employees, it has since evolved into a full-service operation that provides a worldwide clientele (including three Fortune 500 companies) with complete warehousing and distribution capabilities and custom packaging and freight management. Its specialties range from retail “pick and pack” services to rigging for moving heavy-duty equipment to the crating, shipping and reassembling of delicate art work and antiques for restorers and collectors.

THE CHALLENGE

The lighting at the company’s facility, according to Dan, was “totally inefficient for our needs,” failing to provide proper illumination for the type of detailed work that the firm’s employees routinely do, such as tagging, sizing, inserting hangers in and shipping close to eight million pairs of jeans within a single year (to cite just one example).

CL&P’S SOLUTION

Having heard about The Small Business Energy Advantage program, Dan inquired whether it could help solve his company’s lighting problems. “When they saw the magnitude of the project, they were extremely interested,” he recalled. With CL&P overseeing the entire process, the company brought in an SBEA qualified contractor to replace the 200 HID high-pressure sodium fixtures in the warehouse, which used 400-watt lamps, with 213 high-bay fluorescent units, each equipped with four energy-efficient 55-watt T5 lamps. Some 41 occupancy sensors, which turn off lights when they aren’t needed, were also installed in the warehouse, substantially reducing energy consumption in less-used parts of the facility.

In addition, lighting was upgraded in the operation’s offices, hallways and shipping and receiving bays, bringing the entire job’s total annual energy savings to approximately 134,630 kilowatt-hours, with cost savings estimated at \$26,374 per year, and reduced the company’s peak demand by 44.9 kilowatts.

What Dan found particularly impressive was how quickly and efficiently the job itself was accomplished, given its complexity. It took six months to figure out the logistics involved, he noted, but “they did the actual work in nine days,” during which the employees “didn’t even know they were here.

And to think this went on during what was probably the busiest time of our year, in a 120,000-square-foot facility, 36 feet in the air. And this all had to be coordinated around 70 people.”

To Dan’s amazement, such ‘high-wire’ work caused no disruption whatsoever of the company’s activities. The precise way in which the plan was formulated and followed, he maintained, enabled the project “to go like clockwork — it was absolutely flawless.”

“We have a very technical operation here, and to have none of that disturbed was quite remarkable,” he said, adding that the contractors were so conscientious about disposing of clutter that “you wouldn’t even have known they were in the building.” Also coming in for praise were the CL&P representatives, whom he described as being “very thorough” in supervising the project and “constantly checking with us to make sure the lights are all working efficiently. I have nothing but the best to say about the Energy Efficiency Fund, CL&P and everyone who took part in the program,” said Dan.

Since the work was completed, the employees at World Fulfillment have been getting a lot less eyestrain. “We have probably twice the lighting capacity that we did before,” Dan noted — something that has significantly enhanced the ability of the workers to prevent mistakes from happening.

And all that extra brightness, he added, will end up costing little more than half of what the company was previously spending on electricity.

So enthused is Dan about the program, in fact, that he would recommend it to any company that “ever wants to do a project of this magnitude, and put a magic wand to it and make it perfect.”

Total lifetime savings from energy-efficient lighting and lighting controls throughout the facility: 1,713 megawatt-hours.

■ THE BOTTOM LINE

Total cost for all project measures:	\$96,396
Incentive paid to World Fulfillment, L.L.C.:	(26,517)
Net cost:	\$69,879
Monthly loan payment: (Zero percent interest)	\$2,118/33 months
Net monthly savings: (During the loan period)	\$80
Net monthly savings: (After the loan period)	\$2,198

Program measures subject to change without notice.