



## OLIN BRASS SETS GOLD STANDARD IN EFFICIENCY

Transformed into computers, coins, cars and more, the metals made at Olin Brass make their way into all of our lives. As one of the world's oldest copper manufacturers, the East Alton manufacturer relies heavily on both manpower and electrical power.

"We operate 24/7 — we are a very large customer of Ameren Illinois," says Jim Kabitzke, Engineering Team Manager.

In an effort to lighten that energy load, in 2010 Kabitzke was tasked with forming an Energy Team to take a closer look at the facility's energy use.

### Efficiency: It Takes a Team

The 12-member Energy Team includes volunteer representatives from all areas of the company, including accounting, engineering, security, maintenance, and production.

"We want to get a good read on all areas of the plant so we can pinpoint projects with the most potential," says Kabitzke. "We meet weekly to identify opportunities, develop action plans, and evaluate progress — and we hold each other accountable."

The group's efforts to engage the entire workforce continue to gain ground.

One simple, no-cost suggestion from a front-line worker — to reduce motor speed on a blower — is saving the company nearly \$30,000 a year on electricity.

"Everybody's talking about saving energy and trying to come up with ideas of their own — and that's what it's all about," says Kabitzke.

After all, there's no better source for energy-saving ideas than those closest to the work.

Team member Don Ballard recalls a bothersome sound that used to greet him every day as he began his shift as a Maintenance Tech Specialist. It was not the decibel level he found grating — it was the sound of energy waste from a pump running needlessly.

"I remember hearing the hydraulic pump running and thinking 'what a waste,'" he recalls. "I wanted to shut it off but I didn't know how that might impact other things."

These days, he and his co-workers are empowered to take action, thanks to new startup/shutdown procedures for a variety of heavy equipment — another Energy Team success.

As Ballard says, "The team is giving me a voice on something close to me."

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### Benefits to Olin Brass

- \$1 million annual savings
- 14 million kwh annual energy savings
- \$530,000 in incentives
- Softer impact on the environment

### Shoot for the Star

In 2011 Olin Brass began pursuing certification through the federal ENERGY STAR® program and became the first company in the copper and brass industry to become an "ENERGY STAR Partner." As such, the company pledged to cut overall consumption by 10% within five years.

### Staff Up, Power Down

If in-house resources are stretched too thin, an Ameren Illinois Staffing Grant can provide your business with up to \$80,000 to hire a project manager to move energy efficiency projects forward. The amount of the grant varies based on the estimated energy savings.

To learn more or download an application, go to [AmerenIllinoisSavings.com/Staff](http://AmerenIllinoisSavings.com/Staff).



# Manufacture Savings with Ameren Illinois

## Save Energy, Save the Environment

Along with reductions in its water and natural gas usage, Olin Brass has cut electricity consumption by more than 14 million kWh. In terms of greenhouse gas reductions, that's like taking 2,000 cars off the road or avoiding the energy use of 893 homes for an entire year!

"We try to be a good corporate citizen," says Jim Kabitzke. "It's not just about saving money — it's about saving the Earth."

## Partner with an Energy Advisor

Energy efficiency projects need never be tackled alone. As a free service to customers, Energy Advisors will partner with your organization to reach energy efficiency goals. They are familiar with Ameren Illinois' energy efficiency programs and incentives — and new technologies and trends — that might benefit your business.

Energy Advisor Mark Steinmetz challenges businesses and non-profits to up their efficiency game.

If you're already on board with Ameren Illinois, an Energy Advisor can help you take things to the next level. And if you haven't taken advantage of Ameren Illinois' energy efficiency programs and incentives yet, we have just one question: *"What are you waiting for?"*

## A Powerful Partnership

The team soon found an ally in Ameren Illinois' award-winning energy efficiency program.

"Participation with Ameren Illinois just made sense," says Ballard. "They have a list of well-defined energy-reduction projects for businesses and offer cash incentives to companies who take them on."

In fact, between 2011 and 2014, Ameren Illinois provided more than half a million dollars in incentives to help Olin Brass tackle 33 projects targeting lighting, motors, compressed air, and more.

"The incentives lowered payback periods and made these projects possible," says Kabitzke.

Those projects made possible electricity savings of nearly 14 million kWh — which equate to yearly cost savings of \$1 million. And, as Ballard says, "we're just scratching the surface."

A big chunk of those savings were squeezed from the plant's four air compressors after a survey identified more than 200 air leaks. The inspection also found that the plant was using an excessive amount of air to blow foreign material off copper coils. New nozzles and leak repairs proved so effective that today the plant operates with just one air compressor. And fewer compressors mean the company saves on maintenance costs, too.



## Energy Advisors at Your Service

To make the most of the Ameren Illinois Energy Efficiency Program, Olin Brass sought advice from Energy Advisor Mark Steinmetz.

"Energy Advisors bring awareness of various programs available to that company and partner with them to reach energy efficiency goals," says Steinmetz.

For example, Steinmetz introduced the Energy Team to the Ameren Illinois Staffing Grant, which allowed the company to hire a project manager to shepherd several lighting and motor projects.

"Mark's knowledge and tutelage opened our eyes to a lot of energy-saving opportunities," says Ballard.

And once energy efficiency became part of the company culture, Olin Brass broadened its focus beyond the Ameren Illinois program — into areas like water usage. A closer look at the plant's water usage led to some simple, low-cost fixes, such as installing shut-off valves and changing nozzle designs. As a result, the plant is saving \$64,000 a year in water costs!

While those savings soften a company's impact on the natural environment, they offer an edge in a harshly competitive business environment.

"One of our goals is to help Illinois businesses thrive and grow," says Steinmetz. "Companies that invest in themselves through energy efficiency are companies that plan to be here tomorrow."

With a century-long tradition of manufacturing excellence, Olin Brass plans to be around for many tomorrows. And with a new eye for efficiency, you can be sure this king of copper will leave a lighter footprint on the future.

**READY TO BEGIN?**

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