



STOP THE PRESSES! PRINTER SEALS IN SAVINGS

For more than 80 years, Original Smith Printing has invited customers across the country to “experience printing without the pressure.”

There is, however, one place they want to maintain full pressure: the compressed air system that powers this full-service commercial print shop.

“Several large presses and the bindery department run on air supply,” says Amy Fuller, production manager at the Bloomington, Illinois facility. “If I can’t run a press because I don’t have air, it affects the customer and our deadlines.”

To improve compressed air system performance and plug any leaks, Original Smith turned to the Ameren Illinois Energy Efficiency Program and Lane Company, a registered Program Ally.

“Ameren Illinois is one of the pioneers in energy efficiency incentive programs,” says Justin Penn, energy management specialist at Lane Company. “As a Program Ally, we want to make customers aware of the jaw-dropping savings available through Ameren Illinois.”

“Compressed air often gets overlooked. We want customers to identify and fix leaks — and we’ll help pay for it.”

—Bob Baumgartner, Business Program Manager

For Original Smith, those savings began with a \$1,920 incentive from Ameren Illinois that covered more than 40% of the costs for leak analysis and repair.

“Compressed air often gets overlooked because employees are focused on day-to-day operations,” says Bob Baumgartner, Business Program Manager with Ameren Illinois. “We created this incentive program because we want customers to identify and fix leaks — and we’ll help pay for it.”

In September 2012, Lane Company completed an in-depth leak survey and repair project using a sophisticated ultrasonic tool.

“Air leaks emit a sound, and the ultrasonic probe measures in decibels how large the leak is; we can then calculate the cost of that leak,” says Penn. “Even with a small leak, it’s amazing how much you’re actually losing.”

(continued on next page)

Printer Lightens its Footprint

The printing pros at Original Smith produce polished materials in every color of the rainbow. But when it comes to their own operations, green is the color of choice.

From the paper, inks and energy sources they use, to stringent recycling policies, the company has taken major steps to reduce the footprint it leaves on the environment.

Original Smith’s 2012 leak survey and repair project through Ameren Illinois supports this environmental commitment by reducing annual greenhouse gas emissions by 77.6 metric tons of carbon dioxide. That’s equivalent to the annual emissions produced by 16 cars or from the electricity used by nearly 12 homes for an entire year!



Find Savings from Thin Air with Leak Repair

Benefits to Original Printing

- \$8,700 annual savings
- \$1,920 incentive covered more than 40% of project cost
- More than 110,000 kWh saved every year
- Less environmental impact



Get Incentives for Leak Detection & Repair!

Leaks in your compressed air system can cost your business thousands of dollars a year. In fact, as much as 30% of a compressor's output is wasted on leaks, according to the Department of Energy.

Ameren Illinois provides cash incentives to help businesses make their compressed air systems more efficient.

Learn more at:

AmerenIllinoisSavings.com/Business

READY TO BEGIN?

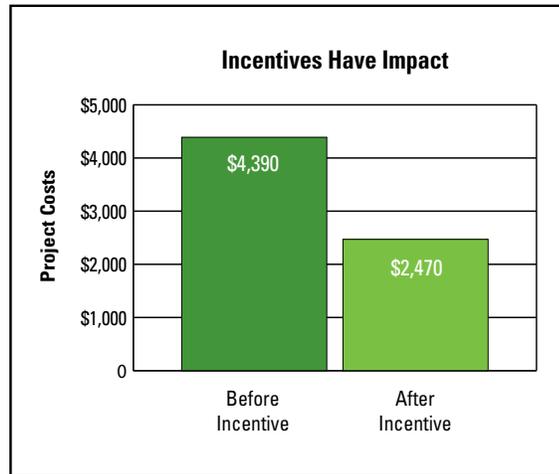
AmerenIllinoisSavings.com

1.866.800.0747

After tracing compressed air lines throughout the 119,000 square-foot facility, Lane Company found and repaired 25 leaks. The Program Ally even went so far as completing the required paperwork on behalf of Original Smith.

"Lane went above and beyond," says Fuller. "Lane knew what was needed and took care of it. They made it a piece of cake for me."

The energy savings came easily, too. Simply by sealing those 25 leaks, the printer reduced its electricity use by more than 110,000 kWh a year. As a result, power bills are down by \$8,700 a year.



Even after leaks have been repaired, companies should guard against complacency.

"Leaks are normally caused by people and tend to resurface," says Baumgartner, who recommends an annual leak survey.

Compressed air is a costly resource — particularly for companies that operate around the clock, like Original Smith. That's why leak surveys can boost the bottom line in a big way — and incentives can cut up-front project costs dramatically.

When it comes to energy savings, you don't have to be original. Duplicate Original Smith's success and let the Ameren Illinois Energy Efficiency Program help you put an end to air leaks.

Need an Ally in the Fight Against Energy Waste?

Energy efficiency projects need never be tackled alone. Trust a Program Ally to put an end to energy waste at your business.

"Program Allies offer a turn-key solution for customers," says Business Program Manager Bob Baumgartner. "They're registered with Ameren Illinois, familiar with our programs and incentives and know how to fill out the paperwork."

As a Program Ally, Bloomington-based Lane Company receives regular training and updates on programs and incentives.

"As a Program Ally, the information you receive from Ameren Illinois is priceless. We want to go above and beyond for our customers, and Ameren Illinois helps us do that" says Lane Company's Justin Penn. "There are no smoke and mirrors; this energy efficiency program benefits everyone involved."

