



LED LIGHTING CREATES BUMPER-TO-BUMPER SAVINGS

Every week, the Flex-N-Gate facility in Urbana, Illinois, churns out thousands of bumpers that make their way onto trucks and vans across America. As a trusted Tier 1 supplier, Flex-N-Gate aims to impact the auto industry — with less impact on the environment.

“Flex-N-Gate is very proactive about reducing its carbon and energy footprint. Our leadership supports a lot of energy efficiency projects,” says Mike Mattern. As Process Engineer at the 150,000-square-foot-facility, Mattern believes the plant’s energy-intensive, around-the-clock processes offer ample opportunities to save. Even though the plant’s T5 fluorescent lighting was far from outdated, he saw room for improvement.

“To better meet auto manufacturing requirements, I wanted the whole plant to be twice as bright, especially in quality inspection areas and hands-on areas so people can work more safely,” says Mattern.

Lighting manufacturer Alupalight did not shy away from that challenge. The small, Michigan-based manufacturer has made a name for itself with patented aluminum high bay fixtures that take LED bulb life and brightness to optimal levels.

“We promise our customers half the wattage and double or triple the light levels,” says Jordy Bradley, Director of Sales for Alupalight. “Our lights have 203,000 hours of useful light — that’s 24 years. And our lumen per watt is 20 percent higher than the industry average.”

Flex-N-Gate found another ally in Ameren Illinois. Keith Martin, Director of Energy Efficiency says, “LED lights are good for the environment and good for the bottom line. Lighting technology continues to improve, and Ameren Illinois provides cash incentives to make payback periods very attractive to businesses.” Having previously worked with the utility to reduce the plant’s compressed air consumption, Mattern knew he had a proven partner to take lighting to a new level — at less cost.

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Benefits to Flex-N-Gate

- Nearly \$90,000 in annual savings
- 717,000 kWh annual energy savings
- \$71,440 in incentives
- Better quality of light
- Less impact on the environment

Flip the Switch on Energy Waste

Lighting accounts for as much as 50% of the average business’ electricity consumption. On the bright side, that means you can enjoy significant savings — year after year — by making simple lighting improvements. Ameren Illinois offers cash incentives for a variety of lighting projects, including:

- LED exit signs
- Interior LED lighting
- High-bay lighting replacements
- Exterior lighting for canopies and garages
- Permanent lamp/fixture removal

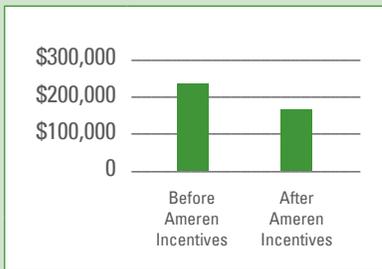
Brighten Your Business & Boost Your Bottom Line

The Lowdown on LEDs

Did you know? ENERGY STAR®-qualified LED lighting:

- Uses up to 80% less energy than incandescent lighting.
- Lasts up to 25 times longer than incandescent lighting and as much as five times longer than fluorescent lighting.
- Produces very little heat, reducing cooling costs.
- Comes with a minimum three-year warranty — far beyond the industry standard.
- Is more durable — won't break like a some other forms of lighting.
- Offers convenient features, such as dimming.

Project Cost Comparison



A Lighter Footprint

The energy savings from Flex-N-Gate's new lighting are equivalent to greenhouse gas reductions of 534 metric tons. That's like taking 114 cars off the road for a year!

In fact, Flex-N-Gate's project qualified for more \$71,000 in lighting incentives. Covering nearly one-third of project costs, those incentives made the project an easy sell to management.

"Management was surprised with how much Ameren Illinois was willing to help with the project," says Mattern. "When they learned the payback period was less than two years, they were eager to approve the project."

And they didn't have to wait long to harvest that low-hanging fruit. Within months, Flex-N-Gate — working with an Ameren Illinois Energy Advisor and Alupalight — had installed close to 700 high-efficiency LED fixtures throughout the facility.

The long-lasting LED bulbs will generate nearly \$90,000 every year in estimated savings, while producing a better quality of light.

As an added bonus, while more than 90 percent of today's lighting is manufactured in China, these lights are made right here in the Midwest.

"The new lighting helped in all areas: safety, profits, and customer and employee satisfaction."

— Mike Mattern, Project Engineer

Within months of the upgrades, Mattern saw a difference on the monthly power bill. Maintenance costs will decrease, too, thanks to the long life of these bulbs.

And some benefits go beyond the bottom line.

"Everybody feels good about a project like this. Our employees love it, and it allows us to catch more imperfections during inspections," says Mattern.

It's no surprise, then, that Mattern readily recommends the Ameren Illinois Energy Efficiency Program to other businesses in search of savings.



"For any business running around-the-clock — whether it's lights, motors, or boilers — there are dollars to be saved. With profit margins down and standards up, you can't afford not to pursue energy efficiency," he says.

And Ameren Illinois is ready to help your business lighten its load.

Energy Efficiency. It's Good Business.

Since 2008, the award-winning Ameren Illinois Energy Efficiency Program has provided more than \$100 million in incentives to help business customers save more than \$525 million in annual energy costs. Incentives are available for a variety of energy-saving projects, including lighting, heating and cooling, refrigeration, motors, steam system improvements, and compressed air.



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