



Empowering you to make smart energy choices

# BUSINESS ENERGY SOLUTIONS

## ENERGY EFFICIENCY CASE STUDY: THEIS Precision Steel, Bristol, CT

Energize Connecticut and Eversource have solutions for business customers looking to retrofit existing operational equipment. Benefits include financial incentives to offset the premium costs associated with energy-efficient technology. Business customers may also participate in LEAN manufacturing training through the PRIME program, leading to multiple process improvements that reduce waste, improve production efficiency, and reduce energy consumption. This program is one of several innovative solutions offered by Energize Connecticut and administered by Connecticut's utility companies.

To find energy solutions for your business, call 877-WISE-USE (877-947-3873) or visit: [EnergizeCT.com](http://EnergizeCT.com)

### Eversource and Energize Connecticut helped THEIS Precision Steel:

- Save approximately \$41,400 and nearly 365,000 kilowatt-hours of electricity annually
- Secure more than \$51,000 in incentives to offset the cost of the LEAN training and energy efficiency upgrades
- Hire 14 new employees as a result of savings from process improvements and energy efficiency measures



## Background

Bristol, Connecticut-based THEIS Precision Steel USA is a leader in high carbon and stainless specialty strip processing in North America. The company caters to customers across the globe in a number of industries including automotive, medical and other specialty industries such as high-end industrial blade manufacturers.

## The Challenge

THEIS struggled to compete with other companies from the United States and China that offered similar products at lower costs, and the future of the company was uncertain. In order to stay cost-competitive and remain an industry leader, THEIS looked at ways to reduce its operating costs while still maintaining its high production values.

## The Solution

Eversource introduced THEIS to PRIME (Process Reengineering for Improved Manufacturing Efficiency), the only utility-administered program of its kind in the country. The program looks at a manufacturer's operations holistically and combines lean manufacturing training events with energy efficiency enhancements to deliver the most benefit to the customer.

Eversource helped THEIS implement a cutting-edge wireless electric submetering system and virtual dashboard system that indicated the static energy use of THEIS' equipment. What the company discovered about its "idle load" was startling – while operations were quiet, THEIS was using energy equivalent to that of a small school. The new system helped THEIS limit its energy use, while having the numbers and the means to show the reduction.

Additional measures identified from the metering included replacing the old, inefficient compressor with an energy-efficient model, and steam trap upgrades.

Through PRIME and the completed energy-savings measures, THEIS reduced its overall production costs, added 14 new jobs, and became more competitive on a global scale.

"When we evaluated our energy use and benchmarked equipment, we noticed an issue with the amount of energy we were using while we weren't running production. We implemented an energy management system and new technology that has directly impacted our bottom line, allowing us to save money, add jobs and remain an industry leader amongst our competitors across the globe."

– Damon Esposito, Vice President of Operations

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