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WPS Global Helps Niagara 'Pinch Pennies'

"Pennies can make the difference between making or losing a sale — we need to explore every opportunity to reduce our operating expenditures," said John Bolender, President, Niagara Sheets LLC, a sheet feeder based in North Tonawanda, New York.

'To survive I feel Niagara Sheets must be a low cost producer, and reducing our energy costs is one element of that strategy.'
- Niagara Sheets' John Bolender

In this increasingly competitive marketplace, Bolender was quite interested in the significant savings Innovative Packaging Corporation (IPC), Milwaukee, Wisconsin, had earned with a customized energy-saving solution. IPC had adopted WPS Global's energy-cutting plan and recommendations in October 2004 and has since enjoyed nearly \$300,000 in savings, the supplier reported.

"Executive management at IPC strongly recommended I bring in WPS Global to have a customized energy savings plan developed for our facility," said Bolender.

Serving the corrugated, paperboard and packaging businesses, WPS Global is an energy management organization. Each energy management system placed by WPS Global is unique in that it is custom-designed to directly reduce kilowatt consumption for each individual facility. By creating a facility-specific plan, selecting equipment and placing it

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WPS Global *(Cont'd from Page 6)*

based on the customer's particular needs, WPS Global's systems quickly translate to significant and enduring electrical savings for up to 15 years, the company reported.

"IPC's success in reducing energy costs, along with WPS Global's 10 percent savings guarantee, made it a very low risk investment," said Bolender. "To survive I feel Niagara Sheets must be a low cost producer, and reducing our energy costs is one element of that strategy."

Last August, Niagara Sheets partnered with WPS Global to implement the plan tailored specifically for the sheet feeder. Just 90 days after WPS Global installed its comprehensive energy solution, Niagara Sheets had already realized over \$10,000 in savings, the supplier said. Bolender says the results to date have met his initial expectations. "The data so far already demonstrates a nearly 15 percent reduction in kilowatts consumption compared to last year," he said.

William Behrmann, President of WPS Global, described corrugating equipment as big consumers of energy. The reduction guarantee, along with projected savings and success stories like that of IPC's, help Behrmann articulate the generous opportunity for cutting a plant's operating costs.

"For financial and sustainability reasons, decision-makers want to know if and how we can reduce the amount of energy and make it more efficient," said Behrmann.

With the solution in place, the team will receive reports from WPS Global making it effortless to see energy consumption and cost savings every month. According to Bolender, the executive team anticipates seeing an ongoing positive impact on the facility's bottom line.

For more information:

WPS Global is an energy management organization serving corrugated, paperboard and packaging businesses. For more information, contact Bill Behrmann at 888-803-2903 or bill@wpsglobal.net, or visit www.wpsglobal.net.