



# Let There Be Light at SAY Plastics

## Real Results:

- Lighting increased by 150%
- 47% decrease in energy consumption
- First year savings of \$8,281

**Company Profile:** SAY Plastics, Inc. based in McSherrystown, PA has been producing quality custom plastic products since 1986. The company specializes in custom design and manufacturing of OEM parts and Material Handling Product (packaging & fixtures) using vacuum thermoform technology. SAY Plastics, Inc. works with Fortune 500 companies performing both project & contract manufacturing.

**Situation:** SAY Plastics, Inc. recently added additional manufacturing and warehouse space that included energy efficient lighting. The new lighting highlighted that the existing facility had inefficient lighting and was in need of an upgrade. The existing metal halide lights were degrading. With the proposed electricity rate increases, SAY Plastics, Inc. was looking for a way to save money enabling them to remain competitive.

**Desired Results and Deliverables:** SAY Plastics, Inc. was interested in getting energy rebates for the new building lighting, increasing energy efficiency, reducing energy costs, and improving the working conditions. MANTEC introduced A1 Energy as the energy expert. A1 Energy would perform an energy usage and consumption study and identify areas for improvement and the overall impact for a lighting retrofit implementation. The lighting retrofits would reduce energy demands while improving the lighting. A1 Energy would match up utility incentives and grant money to reduce the cost of implementation.

**Results:** The energy study determined that a lighting retrofit would lower energy usage. A1 Energy proceeded to assist in implementation of the plan. 55 400W Metal Halide lights were replaced with T5 fluorescent and six T12 fluorescent light were upgraded to T8. Sensors were installed on 14 of T5 lights. In the new building, sensors were added so that the lights came on only when someone was in that section of the warehouse. SAY Plastics, Inc. took advantage of all grants with the net effect of the lighting retrofit costing nothing. Lighting increased 150%, thus improving the working conditions. The overall project resulted in a 47% decrease in energy consumption. The first year savings were \$8,281.

“SAY Plastics, Inc. was glad MANTEC shed some light on the benefits of lighting retrofits. A1 Energy exceeded our expectations to implement the right lighting for our facility and obtain the maximum amount of grants to make it affordable. The energy savings are assisting us in remaining competitive.”  
~Ron Staub, General Manager, SAY Plastics, Inc.

To set up your Lighting Retrofit contact your Professional Business Advisor directly or MANTEC at 717-843-5054

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