



## CASE STUDY

### BERWICK OFFRAY Susquehanna, Pennsylvania

Berwick Offray, an affiliate of CSS Industries, is the world's largest manufacturer and distributor of decorative ribbons and bows. The company hired GreenTech Energy Services to help reduce energy usage and operational costs in its Susquehanna, PA bow plant, a 78,155-square-foot facility. GreenTech replaced 400 watt metal halides and T12 fluorescent lights with state-of-the-art technology, dramatically decreasing energy use and creating a brighter, more evenly illuminated plant. The new lighting not only creates a safer work environment, but enhances quality control, since high color rendering reduces the potential for mistakes in the creation of the bows. This project was done in two phases to accommodate changes in manufacturing operation.



SAVINGS	PHASE I	PHASE II
Program Costs	\$60,159	\$135,879
EPACT Tax Savings	\$15,040	\$33,970
Payback	1.9	1.7
KW Saved	16	88
KWH Saved	341,258	788,133
Energy Savings	\$21,499	\$55,169
Operational Savings	\$1,805	\$4,076
Total Savings	\$23,304	\$59,246

ENVIRONMENTAL IMPACT	PHASE I	PHASE II
Reduction in Carbon Dioxide (pounds)	511,877	1,182,199
Reduction in Sulfur Dioxide (grams)	1,911,045	4,413,544
Reduction in Nitrogen Oxide (grams)	853,145	1,970,332

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