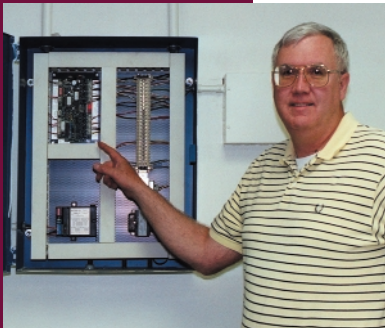




**Energy Management Systems**

**Reduce energy consumption to fuel your bottom line**



*Aerofab's Manager of Continuous Improvement Programs, Rick Ashcraft, says the EMS energy control system made saving half a million dollars easy*

## **EMS Saves Aerofab \$500,000**

**Comprehensive control system automatically turns off unused equipment and lighting**

### **The Client**

Aerofab Corporation is a division of Tube Processing Corporation, an international leader in the design, engineering, fabrication and repair of sophisticated metal components. Founded in 1939, the company has achieved success by meeting the very precise requirements of the aerospace, medical and automotive industries for a wide range of metal components, including contoured sheet metal, machined fabrications, and welded/brazed tube, manifold and duct assemblies. Today, Tube Processing Corporation has more than 400 employees and maintains five facilities with dozens of pieces of equipment, including press stamping equipment, mechanical and hydraulic hot forming presses and four vacuum heat treating furnaces.

### **The Problem**

Aerofab is dedicated to giving its customers the highest quality at very competitive prices. However, as a global company, Aerofab competes with firms across the world that have lower operating costs. In order to offer attractive pricing, Aerofab had to find a creative way to cut costs without sacrificing product quality.

### **The Solution**

Energy Management Systems proposed a comprehensive energy monitoring and control system that would give Aerofab significant cost savings. Not only would the system provide Aerofab with more control over their buildings, but it would be easier and less time consuming to administer than the current manual system. "The system EMS proposed had a lot of capabilities," explained Rick Ashcraft, Manager of Continuous Improvement Programs for Aerofab. "We never realized all the things an energy control system can do – our system turns our equipment on and off, as well as our lights, fans, air compressors, heat, and air conditioning. It even has the capability to control

who enters our buildings. The beauty of it is that one person can control everything from a central location, so there are added safety factors we didn't have before."

Learning the system was surprisingly easy. "EMS spent a day and a half training our maintenance personnel on how to use the system and how to maximize the benefits we could get from it," Rick noted. "In no time we were handling everything on our own. Now we simply go to a computer monitor to turn things on and off. It's one of those things, once you know it, it's pretty simple to use."

### **The Results**

Rick admitted that in the beginning Aerofab's executives were skeptical that EMS could deliver the high level of savings they were promising. However, with year after year of measurable savings on the books, the system has lived up to the promise and then some. "After initially evaluating our facility and identifying opportunities for savings, EMS came back and said they believed they could save us between \$30,000 and \$42,000 annually," Rick remembers. "Today our own internal audit shows that we've saved almost half a million dollars since our system was installed in 1990."

*For more information about Aerofab go to [www.tubeproc.com](http://www.tubeproc.com)*



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