



Energy Management Systems
Reduce energy consumption to fuel your bottom line



EMS president Dave Riggle (L) worked with Peters-Revington Assistant Controller Ron Chapman (R) to save the furniture maker more than \$600,000

Furniture Manufacturer Saves More Than \$600,000 With Energy Monitoring and Control System

The Client

Peters-Revington Corporation is a nationally known manufacturer of occasional furniture. The company's product line is quite popular and includes end tables, curios, entertainment centers and wall units. The furniture is made by almost 500 employees who work in nine buildings covering nearly half a million square feet.

The Problem

With such a large manufacturing facility to heat, Peters-Revington was concerned about the rising cost of natural gas. The company realized that high energy costs and wasted energy usage was chipping away at their profitability.

The Solution

Energy Management Systems proposed a targeted energy control and monitoring system that would give Peters-Revington significant cost savings by reducing energy usage. "EMS called us at just the right time," said Ron Chapman, Assistant Controller for Peters-Revington. "We had been thinking about how we could start controlling our energy usage, but hadn't gotten past doing anything more than talking about it. EMS came in and showed us how a computerized system could do all the work for us. We were amazed to learn how much money could be saved by automating the effort."

The system EMS designed takes into consideration how and when Peters-Revington's employees work. "EMS divided our facilities into five zones. That enabled us to set different schedules for the different zones," explained Ron. "Now our system turns the heat down at night and turns it up in the morning. Plus it regulates the temperature differently in different zones. For example, our people are constantly opening our doors. Before we had the EMS system

our furnaces would kick on every time the door was opened, even if it was 60 degrees outside. Now that doesn't happen and our energy usage has gone down dramatically."

According to Ron the installation of the system went very smoothly. "The EMS people came in and placed all the thermostats, sensors and wires. When they were done you couldn't see the wires - they had tucked them all up out of the way. The EMS technicians worked hard. I received comments from our employees about how well they did the work and the fact that everything was done on time." Ron noted that the training provided by EMS went equally well. "There wasn't a whole lot of training involved. They showed us how to set the time schedules and how our authorized personnel could override the settings when we have to work an extra shift. It was very easy to pick up."

The Results

Once the system was installed, the savings started showing up on the bottom line immediately. "The very first year we had the system we saved \$50,000," said Ron. "Over the last 10 years we've saved more than \$600,000. Not only has the EMS system saved us a tremendous amount of money, but it did it without adding any burden to our small maintenance department. The savings just happen in the background - we don't have to do anything." Ron attributes much of the simplicity of using the system to the people of EMS. "The EMS staff does a great job of communicating with us. They even monitor our system from their location. If there's ever a problem they can detect it and they come fix it pronto."

Ron isn't just a satisfied customer - he's a repeat customer. Since the company's original installation he's called EMS to monitor and control an entire new plant and has EMS on the schedule to connect Peters-Revington's newly built 20,000 sq. ft. warehouse.



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