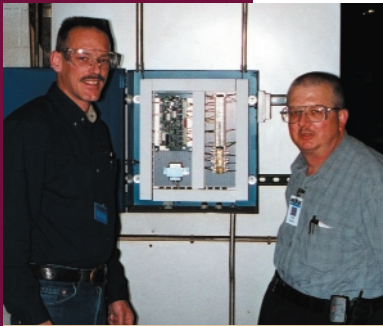




**Energy Management Systems**  
Reduce energy consumption to fuel your bottom line



*EMS Service Manager Dave Hooley (L), made it possible for Reese Products Facilities Manager Dale Boyer (R) to access the energy control system from his home computer*

## **Reese Products Saves More Every Year With EMS Energy Monitoring and Control System**

### **Cumulative savings exceed \$264,000**

#### **The Client**

Reese Products pioneered the technology that set the standard for today's advanced towing systems designs. Today, the company is considered the premier manufacturer of hitching systems for cars and RVs in North America. Reese's product line includes hitches, hitch balls, weight distribution systems, ramps, tow bars and winches. The company's equipment is manufactured by more than 400 employees who work in the U.S., Canada and Australia.

#### **The Problem**

While restructuring the production process at its 140,000 sq. foot Elkhart, Indiana manufacturing site, Reese realized that it was spending exorbitant amounts of money on natural gas to run heating and ventilation systems. Not only was the company wasting tens of thousands of dollars on unneeded energy, but the continuous operation was resulting in higher maintenance costs and shorter equipment life cycles.

#### **The Solution**

Energy Management Systems proposed an energy control and monitoring system that enables Reese to automate the HVAC systems so they run during scheduled shifts and are turned back or off at other times. The system was designed to give the company the flexibility to easily turn on needed systems when extra shifts are required. "We were really skeptical at first," said Dale Boyer, Facilities Manager for Reese Products. "In fact we thought the savings they were proposing were kind of far fetched. How could they save us that much? However, EMS was so confident they could deliver what they were promising that they gave us a guarantee. We didn't have anything to lose, so we agreed to give it a try. After the first year we realized that not only did EMS deliver the savings they promised - they far exceeded the original projection."

According to Dale, beyond the cost savings, the ability to manage the system remotely is one of its best features. "EMS set up our system so I can access it through my home computer. One Saturday shortly after EMS installed our system, I received a call at home from a production supervisor asking me to come in to work to turn on the ventilation system. It turned out that he had forgotten to tell me he had scheduled an extra shift and the welding process was causing the plant to fill up with smoke. Instead of driving the 40 miles in to work, I used my home computer to turn on the ventilation system. What would have normally been a two hour round trip was accomplished in a matter of seconds. Later, I called the supervisor back to ask how everything was going. He thanked me for coming in." Dale explained that today his job requires him to travel extensively, but he's always able to accommodate changes in the production schedule. "Now I have access to the EMS system from my laptop. When the supervisors forget to tell me they've scheduled an extra shift I just plug my laptop into a phone line and I can turn on the needed systems from anywhere in the country."

## **The Results**

Dale notes that Reese enjoyed significant cost savings immediately, and the savings have grown over time. "Our first year energy savings were nearly \$43,000. We were very happy with that. Then the second year we saved nearly \$47,000. Even better. In our third year we saved more than \$74,000 and last year we saved more than \$91,000. When EMS president Dave Riggle told us he is always conservative in his cost savings projections we thought he was just yanking our chain. But our actual savings have far exceeded what Dave proposed. And that's before we take into account our lower maintenance costs and extended equipment life."

Those kinds of results mean a lot to Dale. "I really stuck my neck out in asking my management to invest in the EMS system. My job was on the line if this didn't work. Fortunately, we've received the savings that were promised and then some. And the icing on the cake? No more Saturday trips in to work."



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