

Anco Ace Hardware

**RETAIL STORES | SMALL BUSINESS
DIRECT INSTALL PROGRAM**

Jan and Liz Rupinski, owners of
Anco Ace Hardware in Villas, N.J.

Community hardware store finds the right tools to make energy upgrades happen.

Everyone needs to visit a hardware store at some point. Catering directly to customers' home maintenance and DIY needs, a hardware store can serve as a cornerstone of the community. So, it's important that it finds ways to stay viable.

The Opportunity

Anco Ace Hardware has been a fixture of Villas, N.J., for more than 40 years. As a true community resource, the store rarely closes—only twice a year for holidays. Staying open means that the heating, ventilation, and air conditioning (HVAC) systems are almost always running. This can take a toll on not only the equipment but also the bottom line.

“Time flies, and equipment goes sour really fast. The HVAC systems were failing,” says Jan Rupinski, who co-owns Anco Ace Hardware with his wife, Liz.

Seeking ways to upgrade their HVAC system, Jan discovered Atlantic City Electric's Small Business Direct Install program while searching online.

Savings at a Glance

Atlantic City Electric Small Business Direct Install Program

Anco Ace Hardware completed energy-saving HVAC upgrades in its Villas, N.J., location.

Project Costs

\$18,100

Total project cost

-14,480

Incentive

\$3,620

Net project cost

Estimated Annual Savings

1,056

kWh per year

405

Therms per year

\$658

Per year

The Upgrades

When the Rupinskis reached out to discuss upgrading their equipment, Atlantic City Electric's Small Business program connected the couple to the right contractor for the job through its Trade Ally Network. The contractor provided the right personnel and consultants to evaluate the hardware store, make recommendations, develop estimates, and navigate the incentive application process.

Most recently, Anco Ace Hardware installed a rooftop HVAC unit, a dual enthalpy control, and an electronic fuel-use economizer control.

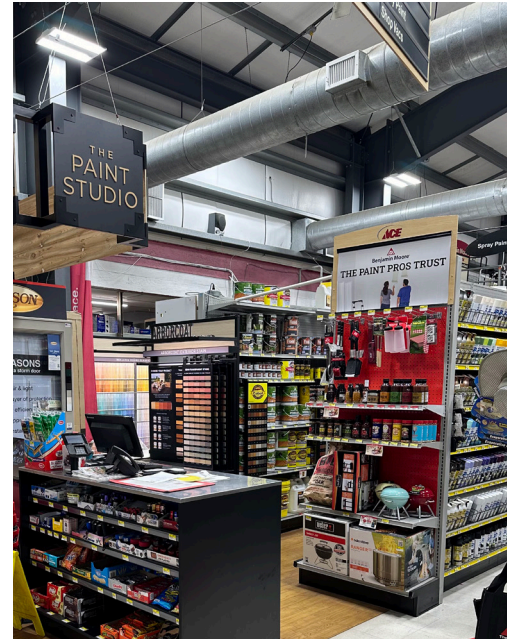
"The process was simple and seamless," says Jan. "It just happened."

The benefits of the new HVAC equipment were immediate. Jan explains that it is easier to operate, more energy efficient, more effective, and better for the environment.

The Rupinskis say that they wouldn't have been able to make these upgrades without Atlantic City Electric's incentives. "It would have been entirely different," Jan explains. "We would have been leasing *this* and borrowing *that* without the Small Business Direct Install program."

Jan urges other small businesses in his area to explore Atlantic City Electric's incentives, too.

"You just have to go with your gut," he urges. "Big companies can afford to hire consultants and get it done, but we couldn't. So, we put our faith and trust in Atlantic City Electric and the contractors. It was a good thing for us."



"Obviously, we want to save money, keep people comfortable, and do the right thing—so it's pretty awesome."

—Jan Rupinski | Co-Owner
Anco Ace Hardware

Could your small business benefit from new equipment, too?

With Atlantic City Electric's Small Business Direct Install program, your small business or organization can receive personalized recommendations for energy-efficient upgrades and valuable incentives to help pay for them. In fact, these incentives can cover up to 80% of your total project costs for new, energy-efficient equipment—including labor and materials.

These incentives cover upgrades to:

- Lighting retrofits, including fixtures, sensors, and controls
- HVAC systems
- Commercial refrigeration equipment
- Motors

This program has already helped more than 140 businesses in Atlantic City Electric's service territory receive an average of \$37,000 each in incentives. Let's talk about how we can help your business, too.

Get started now.

For more information, visit
atlanticcityelectric.com/SmallBusiness
or call **833-ACE-PAYS (833-223-7297)**.