

CUSTOMER SUCCESS STORY

Durand Glass Manufacturing
Company, Inc.
Millville, N.J.



Fabien Klimsza
Chief Executive Officer
Arc Americas

PRESCRIPTIVE PROGRAM

Sustainability looks brighter.

For more than 40 years, Durand Glass, a subsidiary of the Arc Group, has manufactured high-quality glassware in New Jersey. Operating 24/7 with a workforce of more than 700, the company supplies glass products for both national and global brands.

The Opportunity

Glass is one of the few materials that can be recycled endlessly and cleanly. As part of its overarching sustainability practices, the company's Chief Executive Officer, Fabien Klimsza, wanted to reduce the facility's environmental impact even further by improving its lighting efficiency.

Savings at a Glance

Atlantic City Electric Prescriptive Program

Project Costs

\$1,414,494

Total Project Cost

-\$1,112,322

Total Incentive

\$302,172

Out-of-Pocket Cost

Estimated Annual Savings

2,331,590

kWh per year

That's equivalent to
3,629,719 miles driven by
an average gas-powered
passenger vehicle.

"There was no impact on operations. We never had to stop working or change our schedule around the upgrades. It was very easy for us to manage."

—Fabien Klimsza, Chief Executive Officer, Arc Americas



The Upgrades

Three lighting projects were completed throughout the facility, including the installation of LED lighting and networked lighting controls. The third and most recent project was the largest, involving full-scale facility modernization. Upgrades included comprehensive lighting across production areas, as well as the exterior parking garage and light poles. With tight margins and significant operating costs, Durand was able to combine incentives and 0% financing to help make the upgrades possible.

The Results

The facility's outdated, inefficient lighting often remained on, wasting energy even when areas were unoccupied. With new LED lighting and networked controls, lights now respond to movement, providing light only where and when it's needed.

But even more importantly, the upgrade made a meaningful difference for employees. Brighter lighting improved safety and working conditions, while using less energy helps reduce demand on the regional energy grid. Beyond reducing costs, Durand was able to further its mission of improved sustainability.



Experience success firsthand.

Atlantic City Electric offers a variety of options to help your business save energy and money. Our Prescriptive program provides incentives to upgrade your lighting, HVAC, variable frequency drives, food service equipment, and more. For system optimization or large, complex projects, consider our Building Tune-up or Custom programs.

Get started now.

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