



Non-Lighting Measure Uncovers Hidden Savings for Industrial Customers

Through targeted outreach, Franklin Energy installed compressed air nozzles to boost efficiency and provide non-energy benefits for historically underserved industrial customers.

THE STORY

Michigan is a hub for manufacturing facilities in the United States. Unfortunately, it has historically been difficult to help these facilities achieve meaningful energy savings without disrupting their production schedules or requiring a large up-front commitment.

THE GOAL

Consumers Energy had a goal of reducing energy usage while improving customer satisfaction with their large commercial and industrial customers. To do this effectively, they would need to offer a low-cost solution that limited disruptions to production schedules and delivered rapid savings.

THE SOLUTION AND RESULTS:

Franklin Energy proposed a unique solution that would save industrial customers money, time, and energy: compressed air nozzles. While relatively small with low installation time, these nozzles can make a significant difference in the efficiency of the machines and the overall quality of the facility. The team conducted targeted outreach to automotive manufacturing facilities across Michigan for initial program enrollment. Customers first received samples, allowing them to test the technology during convenient times before committing to a larger facility-wide upgrade. Once facilities enrolled in the program, they achieved immediate energy and monetary savings—both through their new energy-efficient compressed air nozzles and through accompanying utility incentives. Facilities also enjoyed non-energy benefits including an improved work environment, decreased machine cleaning and maintenance, reduced noise pollution, and improved indoor and outdoor air quality. Thanks to a partnership between Consumers Energy, implementer Franklin Energy, and program administrator DNV, customers were thrilled by their results.

The program exceeded its initial goals by over double. During the first three years of the program, energy savings increased by 8,144%. The program produced annual savings of 50 GWh, surpassing the initial goal of 20 GWh. Customers saw an average savings of \$360 and 4,500 kWh annually per nozzle.

8,144%
INCREASE IN ENERGY SAVINGS



50 GWH
ANNUAL ENERGY SAVINGS



75%
CFM REDUCTION



Over \$3.5 Million
ELECTRIC COST SAVINGS
TO THE CUSTOMER



FOR
**GROUNDBREAKING
COMMERCIAL &
INDUSTRIAL PROGRAM
DESIGN AND
IMPLEMENTATION**



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