



# Saving Energy is Smart Business

*As told through the eyes of Dero Bike Racks*

# Dero Bike Racks



- Dero Bike Racks is a bike rack company located in Minneapolis
- My name is Corie Ross, the Operations Manager
- Dero is an innovative bike rack supplier for the U.S.
- Have been in business since 1995

# Reasons for Dero's Lighting Upgrade

- Savings
  - ◆ Annual savings of about \$3300
  - ◆ Payback of less than 2 years
- Rebate
  - ◆ \$5822 from Xcel Energy
- Environmental
- Visual
  - ◆ Better lighting quality

# How Energy Smart Helped

- Energy Smart contacted Dero in July 2008
- Connected with free One-Stop Efficiency Shop lighting audit
- Light switch completed the first week of January



# Upgrade Process



*Paint booth after upgrade*

- Mike Holder from the One-Stop Efficiency Shop (MN Center for Energy and Environment) did the leg work
- Advised us about possible upgrades in various locations
- Audit process completed fall 2008

# Results

- Too soon to know cost savings
  - ◆ Estimated annual savings of \$3300
- Visual improvement
  - ◆ Sales office
  - ◆ Paint booth
    - ★ Quality control on bike racks
- Happy employee is a productive employee

# Results: Lighting Quality



Before Upgrade (July 2008)



After Upgrade (January 2009)

# No staff time required

- TRC (electrical contractor) worked around our schedule
- Came in early and stayed late
- Job supervisor explained lighting difference



**Any questions?**

