

GRU and Smart Business Planning

FABCO-AIR SAVES ENERGY AND MONEY AS GRU BUSINESS PARTNER

Since 2000, Fabco-Air has saved over \$20,300 due to energy efficiency improvements through the GRU Business Partners program. With customized pneumatic cylinders comprising 40 percent of its business, Fabco-Air has tripled in size over the past several years in order to accommodate its growing product demand. Due to this expansion, the ability to save money and energy has become increasingly important.

As a Business Partner, Fabco-Air has participated in the Commercial Energy and Water Survey, a comprehensive on-site review of facility equipment and operations. This service has allowed Fabco-Air to identify new technologies and operational techniques to improve its business outlook.

Fabco-Air has also taken advantage of the Commercial Lighting Service (CLS), which offers high efficiency lighting retrofits, new equipment and comprehensive consultations. From initial design reviews

to lamp replacements for existing fixtures this service covers every step. Fabco-Air decided to use CLS after a recommendation from GRU representative, Bill Shepherd.

"We were concerned about the existing light fixtures, which were unreliable and costly to repair," said Scott Slater, Fabco-Air plant manager. "We began the transition in February 2003 and continue to add more energy-efficient fixtures as needed."

Because the cost of this service can be spread across several GRU bills, commercial customers like Fabco-Air are allowed to implement the changes according to their budgets. Businesses can make payments for up to 36 months.

Become a GRU Business Partner today to help your company run more efficiently.



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For more information about GRU's Business Partners Program and professional services, call (352) 393-1025 or visit gru.com and click Your Business>GRU Business Partners>Business Partners Program.