



**APPI**  
ENERGY

# Case Study

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## Lux Global Label Company

### OVERVIEW:

Lux Global Label Company, an international company with three manufacturing facilities in Lafayette Hill, Pa., Puerto Rico and Singapore, is a leading manufacturer of pressure sensitive labels, shrink sleeves, and security solutions. They began utilizing APPI Energy's services for an LED lighting retrofit, but in addition, chose to take advantage of APPI Energy's holistic energy solutions and opt for energy procurement as well. APPI Energy quickly went to task on both projects, presenting tailored solutions for Lux Global Label Company's needs.

### ▶ OPPORTUNITY

Lux Global Label Company was not only looking to reduce electricity costs by way of a new energy contract, but they were also eager to decrease electricity usage and improve energy efficiency through an LED lighting retrofit program.

### ▶ CHALLENGES

The team at Lux Global Label Company was in search of a cost effective solution to improve their lighting to both functionally and financially meet their needs. In addition, Lux Global Label Company was ready to negotiate a new energy contract. Unfortunately they were faced with an expensive, but not uncommon hurdle: a 30-day gap in service had left their team facing an unexpectedly high bill, one that they were eager to receive assistance from the APPI Energy customer service team to successfully navigate.

### ▶ SOLUTION

In addition to taking the lead for Lux Global Label Company with their billing concerns regarding the 30-day gap in service, the team at APPI Energy presented a custom, tailored LED lighting solution that would check all of the boxes for what Lux Global Label Company was seeking. On-bill funding through Constellation's Energy Made Easy Program reduced the burden of upfront costs. Through the EME Program, Constellation pays upfront, with Lux Global Label Company to pay monthly on their bill. While there is interest incurred on the payment, there was ultimately an excess of savings, allowing them to save more than the project cost them.

### ▶ OUTCOME

With their billing issues resolved and a new energy contract in place, Lux Global Label Company was pleased to experience a seamless, customer-service-centric approach to their energy management. Moreover, their LED retrofit produced immediate savings and a strong ROI of 63%. What's more, the improved lighting over the machines provides a brighter, safer, and ultimately more productive environment for their workers.

## PROJECT SNAPSHOT

- ▶ Monthly Energy Cost Savings: **\$4,500**
- ▶ Section 179 Tax Write-Off: **\$45,000**
- ▶ Rebate Secured: **\$33,000**
- ▶ Annual Energy Savings : **913,768 kWh**

# Testimonial

“We came to APPI Energy interested in their sustainability solution technologies, specifically their LED lighting retrofit program. They listened to what we needed for our facility and our finances. They were able to secure us a complete lighting retrofit with no upfront costs and easy on-bill funding. Within the first year we saved roughly 63% on energy costs! This project also increases the safety and happiness of our employees, which ultimately increases productivity. They made the process seamless and we are thrilled with the outcome.”

Marcos Zerpa  
Director of Procurement  
Lux Global Label Company LLC  
Lafayette Hill, PA

## ABOUT US:

Founded in 1996, APPI Energy is a holistic energy consulting firm with clients in manufacturing, consumer goods, hospitality, healthcare, government entities, and more. Through their energy procurement services, their team of experts negotiates with suppliers to ensure each client is provided with ideal pricing and contract terms to fit their organizations' needs. APPI Energy's comprehensive energy services provide financially and functionally vetted solutions to decrease energy costs, reduce demand, and improve resiliency and sustainability. Technology and supplier agnostic, APPI Energy creates strategic alliances with their clients to provide customized, insightful energy solutions that save organizations time while reducing costs and minimizing budgetary risks. APPI Energy delivers unparalleled consulting, customized coordination of energy management strategies, and world-class customer service. Every day, APPI Energy identifies the wide range of energy supplier prices across the U.S., and utilizes that data to provide the lowest prices available among many vetted, competing suppliers. Unbiased and independent, APPI Energy has earned the endorsement of 160 trade associations and chambers of commerce to provide energy expertise to members.

To take advantage of these benefits and receive a complimentary energy assessment contact an APPI Energy consultant at 800-520-6685.

## PROJECT BENEFITS:

- ▶ No upfront capital needed
- ▶ No maintenance required for at least 5 years
- ▶ New LED lighting guaranteed for 5 years
- ▶ Installation crew can work around Lux Global Label Company's operation schedule
- ▶ Simple on-bill funding repayment program
- ▶ Potential tax and rebate savings
- ▶ Seamless process with strong ROI