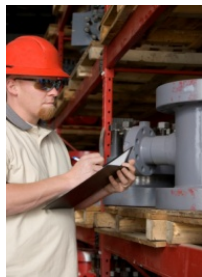


Case Study:

Energy Audit Yields Millions of Dollars in Cost Savings

OPPORTUNITY



A manufacturer in Alabama was looking for ways to save money on energy and hired Fellon-McCord to perform an energy audit of its facility. In the course of conducting the audit, Fellon-McCord reviewed both the utility distribution costs and the tariff. It was discovered that the costs to the manufacturer for the distribution of natural gas were four to five times the state and national average.

SOLUTION

This discovery led Fellon-McCord to go beyond the scope of the original energy audit project to examine the possibility for bypassing the utility. Fellon-McCord determined the distance of the end-user from an interstate pipeline and determined that the customer was two miles from a source capable of delivering sufficient and reliable supplies of natural gas.

RESULTS

Working with an outside vendor, Fellon-McCord oversaw the construction of a pipeline, hot-tap and meter station, bypassing the utility and saving the customer more than \$1 million per year in natural gas distribution costs. The cost of the pipeline and associated infrastructure was paid off in less than one year.



CONCLUSION

Fellon-McCord's energy management services are tailored to the unique needs of each client and customized to the specifics of distinct situations. We go beyond conventional analysis to find value-driven solutions for our clients' energy challenges.