


**OVERVIEW**

When Franklin Homes of Russellville, Alabama was taken over by new owners they wanted to cut costs, improve safety and increase quality. Owners acknowledged the opportunity for operational savings in lighting efficiency, plus no out of pocket expense through the use of a Technology Service Agreement (TSA). Utilizing a TSA allowed for the installation of improved lighting throughout the manufacturing plant that saw significant degradation due to poor maintenance over time.

**CHALLENGE**

- Cut energy consumption by 65%
- Cut maintenance expense by 85%


**SOLUTION**

- Complete LED retrofit and replacement of warehouse lighting and facility exterior lights, and that were high wattage and an inefficient expenditure of funds
- Financed via TSA and did not affect Franklin Homes lending covenants
- Increased average foot-candle readings in warehouses from 12 to the IEWS standard of 20

**RESULT**

- Energy consumption reduced by 73%
- Maintenance expense reduced by 100% due to TSA
- Dramatically improved lighting on the interior of the building increasing illumination in the production workspace and exterior warehouse
- \$250,000 savings on re-work expenses

## The Helios Energy Impact

Increased safety and morale

10-year energy savings –  
**\$514,390**

10-year maintenance savings –  
**\$118,624.8**

Total monthly savings –  
**\$5,275.1**

Total 10-year savings –  
**\$633,014.8**

**577,617.5 lbs.** reduction in CO2! Equivalent to removing **56** cars from the road per year, or not burning **29,461.7** gallons of gas per year!