

Atlantic Valve & Supply sails into more savings with second lighting upgrade project

For more than 50 years, Atlantic Valve & Supply Co. has been distributing valves and fittings for the shipbuilding industry, serving a client list that includes the U.S. Coast Guard and Navy.

The family-run business, which operates out of a 10,000-square-foot warehouse in Baltimore's Brooklyn neighborhood, completed a second round of lighting upgrades through BGE's Small Business Energy Solutions Program.

A decade earlier, Atlantic Valve & Supply first used program incentives to replace outdated incandescent lighting with energy-efficient T8 fixtures. So, when office manager J. Upton heard about new incentives for upgrading to LEDs, he was immediately interested in another opportunity to enhance the business while saving energy and money.

"We're a small business, so anytime we can make an upgrade at a reasonable cost, we look into it to see if it would be feasible for us," says Upton.

The opportunity

Atlantic Valve & Supply's warehouse roof has various skylights that let in natural light. However, cloudy days and winter weather can prevent that light from fully illuminating the workspace.

More lighting at a minimal cost sounded ideal to Upton when he first participated in BGE's Small Business Energy Solutions Program. The end result of the energy efficiency project made such a difference throughout the facility that participating again was a no-brainer.



**"With BGE's
program, you can
save money in one
place and use it
somewhere else.
That's a good thing
for any company
to go for."**

— J. Upton,
office manager,
Atlantic Valve & Supply

"It's hard to believe these upgrades cost so little to the customer," says Upton. "Having the most energy-efficient lighting in our warehouse gives us a brighter, better workspace. So when BGE came back with the price to upgrade to LEDs, we knew we had to take advantage of it. We just couldn't beat it."

Upton says the family is interested in making upgrades that will ensure long-lasting value. "We're looking forward to retirement in 10 to 15 years," says Upton. "Whatever upgrades we can do to make the building more attractive to potential buyers down the road will be one thing off the checklist when it comes time to sell."

The BGE solution

From the initial meeting with BGE throughout installation, the entire upgrade process took only a couple months. Because the lighting fixtures were replaced during the company's first upgrade project, only the bulbs needed

to be replaced with more energy-efficient LEDs during the second retrofit. Throughout the entire process, Upton says, working with BGE was easy.

"They gave us a proposal that I went over with my family," he says. "We decided it would be foolish not to upgrade. Then, we scheduled the installation. Everyone showed up on time, did a great job and was super nice. The bill came, we paid it and we were done. It's not a hard process at all."

The benefits

With energy-saving lighting, the tight-knit team at Atlantic Valve & Supply enjoys an improved work atmosphere. Lower overhead allows the company to reinvest its savings in other parts of the business, such as putting more inventory on the shelves.

Upton says he looks forward to completing other energy efficiency projects with BGE. "I would certainly consider whatever offers they have," says Upton. "This is the real deal. It's a great program."

Savings at a glance

Atlantic Valve & Supply used incentives available through BGE's Small Business Energy Solutions Program to upgrade the lighting in its warehouse to LEDs.

BGE program:
**BGE Small Business
Energy Solutions**

Total project cost:
\$6,390

Incentives paid:
\$4,643

Cost to the customer:
\$1,747

Electricity savings:
3,684 kWh/year

Cost savings:
\$479/year

Payback:
3.6 years



The BGE Small Business Energy Solutions Program is designed to help small business owners use energy more efficiently. The program includes an energy analysis and easy-to-follow recommendations for improving energy efficiency and full turnkey service to help you make energy efficiency part of your long-term business plan. Participating businesses can receive incentives that cover up to 70% of the total cost for most energy efficiency retrofit projects, including materials, labor and recycling. For more information, visit BGESmartEnergy.com.

EmPOWER Maryland programs are funded by a charge on your energy bill. EmPOWER programs can help you reduce your energy consumption and save you money. To learn more about EmPOWER and how you can participate, go to BGESmartEnergy.com.