

# Case Study

## Lumber Sawmill and Land Excavation Portfolio

Expert energy cost guidance and demand response programs provided annual cost savings and opportunities for additional revenue.

### CHALLENGE

This forest products client had a difficult time managing the energy costs of their affiliated businesses including a sawmill, grinder, weld shop, repair shop and office space. Sustainability is at the heart of their business, including their corporate headquarters being powered 100% by solar, converting wood waste into organic mulch, and tracking greenhouse gas emissions. Needing to balance rising energy costs and a growing sustainability commitment, they needed a trusted partner to guide them through opportunities to generate revenue and provide savings.

### APPROACH AND SOLUTION

Titan Energy evaluated the client's utility bills to establish a solid baseline understanding of the benefits and risks of locking into a long-term electricity contract paired with a demand response program. Using this approach, the client takes advantage of lower capacity demand during peak demand hours in the summer while also generating revenue. They were able to adjust shift hours to accommodate peak demand and not affect productivity.

Tracking ongoing energy consumption and costs allowed management to make informed decisions on business divisions' operations. Titan delivered ongoing budgetary certainty far beyond the best efforts produced by the client acting alone.

### AT A GLANCE

- ▲ **Building Type(s):** Forest Products
- ▲ Sawmill, Wood Product Grinder, Weld Shop, Diesel Equipment Repair and Office Space
- ▲ **Services Performed:** Energy Procurement and Demand Response
- ▲ **Monthly Demand:** >500KW
- ▲ **Annual Savings:** \$70,000
- ▲ **Contract Savings:** \$1.4 million

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