

## CASE STUDY GRADALL INDUSTRIES, INC.

We Provide Professional Solutions  
for your Business

### GRADALL INDUSTRIES, INC. NEW PHILADELPHIA, OHIO, USA

Gradall supports over 300 jobs in New Philadelphia at its state of the art manufacturing facility, where it produces excavators, Vacall vacuum and jetting machines for sewer cleaning, hydro excavation, sweeping and industrial cleanup. This facility at over 465,000 square feet, contains 1,416 lighting fixtures.



**465,000** FT<sup>2</sup>



**1,416** LIGHTING FIXTURES

### ABOUT US

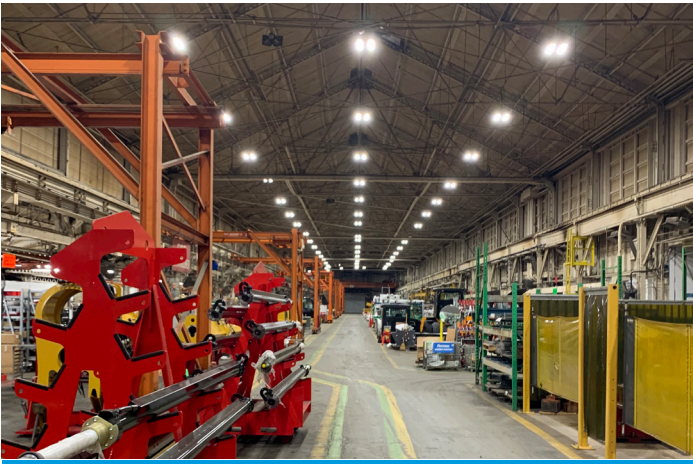
In the world of building integration and sustainability, Facilitec has been in the forefront of new technology, energy efficiency, safety and measurement/verification.

A 38 year old company, Facilitec, born out of factory automation, continues to implement the latest in technology, guiding their clients into the ever-changing future.

### CHALLENGE

Gradall previously changed lighting technology several years ago. After seeing a presentation by Facilitec explaining the new technologies in network lighting and the possibility of reducing lighting power by 90% while implementing better lighting for the employees, they decided to investigate the opportunity.





## SOLUTION PROCESS

Facilitec performed a complete technical analysis for the best lighting solution, auditing the facility and then modeling the lighting usage. This then produced the possible reduction in power through utilizing a network LED lighting system. The report was reviewed by Gradall and Facilitec to determine the actions to be taken.

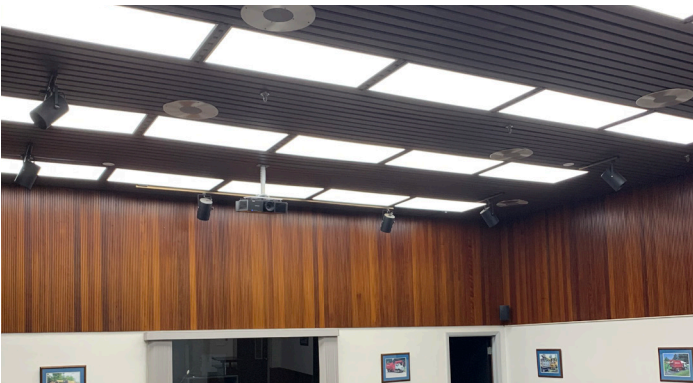
### 1 AUDITING and ANALYSIS

### 2 CUSTOM MODELING

### 3 INSTALLATION

## NEXT PHASE

Facilitec continually works with their clients to determine other steps to be taken to further improve efficiencies in operations. These may include power monitoring, contact tracking, card access, security or HVAC controls. All programs include complete tracking capabilities to be able to verify and maintain the results.



## RESULTS

The LED Lighting Project will help meet a cost reduction goal, saving an estimated 2,999,391 kWh (kilowatt hours) annually. This is a 91.1 percent reduction in power consumption for facility lighting, and an estimated cost savings of \$257,947.61 a year.

Supporting that effort in the short-term, Gradall will also receive an estimated incentive rebate from American Electric Power of \$125,029.25.

 **91.1% reduction in power consumption**

 **\$257,947.61 in savings annually**  
**\$125,029.25 incentive rebate**

“Gradall Industries’ manufacturing, engineering, sales and support functions involve over 300 people in our 465,000-square-foot location in New Philadelphia, Ohio. As part of our Quality Policy, reaching into all areas of our operation, we strive to continually improve our facilities and processes which also involves monitoring our environmental impact including sustainability tracking and improvement.

As a critical supplier during the challenges of the pandemic economy, Gradall has seen a contraction in the markets for its Gradall hydraulic excavator products and its Vacall jet/vac municipal maintenance machines. However, the company remains viable with a coordinated collection of appropriate measures including implementing an operating cost reduction plan aimed at saving \$1 million a year.”

- Mike Haberman, Gradall President & VP Excavation/Vacuum Trucks Alamo