

# dayon mfg. company - case study



Dayon Manufacturing Company was founded in 1957 by brothers Les and Roland Dayon. Located in Farmington CT this small, family run enterprise has differentiated itself among global competition by creating a niche in the miniature and sub-miniature compression spring market. The demanding quality requirements associated with being a valued supplier make it imperative that operators and inspectors be able to clearly see and evaluate the product. Dayon often "reverse" engineers products for customers which also makes visual clarity very important. At the same time, operational costs remain a top priority for any manufacturer who strives to maintain a thriving business in the face of a challenging economic environment.

project overview	
annual kw savings:	34.73
annual kwh savings:	71,940
annual \$\$\$ savings:	\$9,957.90
CL&P incentive:	\$9,671.500
return on investment:	83%

"The lighting project came just at the right time, with our energy bills increasing 20+% and our old VHO lamps facing replacement. The retrofit to the new low energy, high output light fixtures was just what we needed to keep our operating costs in check".

- Tony Pelow, Plant Manager

### the facility

Alliance Energy Solutions (AES), an approved CL&P lighting contractor, was invited to audit the entire facility and make recommendations for lighting technologies designed to maintain lighting levels and reduce energy use.

Lighting for the entire facility consisted of T-12 fluorescent fixtures driven by magnetic ballasts. More than 50% of the existing fixtures were equipped with two, 215 watt VHO (very high output) lamps. With the ballast factor **these fixtures consumed 450 total watts**. AES retrofitted this inefficient fixture with Super T-8 lamps and electronic ballasts. **Total wattage consumed - 108 watts**.

Tony Pelow, Plant Manager describes the transformation. " The new lighting is as good, or better, than our old VHO lighting. Also, the replacement cost for bulbs will be substantially lower, with longer life and lower operating cost".

case study



BEFORE (450 fixture watts)



AFTER (108 fixture watts)

### the installation

The assigned project manager and crew worked with Dayon to ensure the installation did not interfere with operations. Tony Pelow commented on this phase of the turnkey project. "The changeover went very smoothly, with little or no production downtime. The installation crew was very professional throughout the project, and answered our questions and concerns.

### project summary

The project was supported financially through CL&P's Small Business Energy Advantage program. A rebate of 50% of material and labor costs was secured making Dayon Manufacturing's payback period 1.2 years. As a result of utilizing the available interest-free financing plan, Dayon was able to enjoy an immediate positive cash flow following the turnkey project.



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