

BERING'S

ESTABLISHED 1940

HARDWARE & GIFTS

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Performance Contracting

OVERVIEW

CUSTOMER PROFILE:

- Established in 1940
- 2 locations throughout Houston
- Offers an array of quality hardware items for the home, upscale gifts and stationery, as well as everything for the kitchen and yard

SERVICES PROVIDED:

- Upgrade lighting to energy efficient T-8 systems
- Upgrade all heating and air conditioning equipment to modern, energy-efficient units
- On-going maintenance program

Bering's Hardware & Gifts recognized that an operational change was needed to keep the business running proficiently. Inefficient equipment and unpredictable service costs were making this expense difficult to budget, as well as management having to spend too much time focusing their attention on air conditioning issues. They needed a solution that would lower energy costs and accommodate to the long-term needs of the facility.

Fortunately, Way Companies entered into an agreement with Bering's Hardware & Gifts to solve their ongoing energy needs. Bering's obtained an entire HVAC and lighting upgrade that enabled them to potentially save over \$ 135,000 a year.

Chris Schmitz, VP of Bering's Hardware, said, "The energy efficiency upgrade was crucial to our company. We needed a change and Way delivered it. The transition

was smooth, well-organized and simple. The results and savings exceeded our expectations."

The energy efficiency upgrade included replacement of all T-12 lighting with energy efficient T-8 bulbs and ballasts. The lighting exchange alone uses approximately 40 percent less energy. Inefficient HVAC systems were replaced with modern, high-efficient equipment. These facility upgrades have enhanced Bering's buying environment, improved light levels and reduced overall energy consumption.

Earl Coaston, Way Companies' Account Executive, said, "Not only was Bering's able to fund the project through the generated savings, we were also able to secure Bering's over \$30,000 in CenterPoint rebates."

Bering's Hardware & Gifts is currently in the Energy Star Certification process.