CASE STUDY: MR WILLIAMS

Project Profile:
MR Williams is a family-owned business in Henderson, N.C., that has been selling products and services to the convenience store industry since 1978. It has a large facility consisting of multiple buildings with different functionalities, such as a distribution warehouse and cold storage space.

The Challenge
MR Williams made partial lighting upgrades in the past. The need to prioritize capital spend and time on production needs, however, prevented the company from pursuing further lighting upgrades. The company also needed to find the right solution for lighting upgrades that offered a quick installation turnaround with limited production downtime.

The Solution
In July 2020, MR Williams upgraded its facilities to an LED lighting system – without any upfront capital – through Duke Energy One’s Direct Efficiency program. Duke Energy One was able to deliver energy-efficient lighting with minimal production disruption and savings projected around $117,000 in energy and maintenance costs over the next 10 years.

Direct Efficiency Lighting Program
Direct Efficiency is a solution that allows customers to implement energy-efficient projects with no upfront capital. Through Duke Energy One’s network of allies, we fund, develop, construct and maintain energy-efficiency upgrades for commercial and industrial customers. Once operational, we meter and track the actual energy savings. Customers make service payments based on a portion of monthly savings, resulting in immediate reduced operating expenses. Customers get new lights with zero upfront costs and immediate savings.
The Details
With a busy warehouse and staff working around the clock, MR Williams didn’t have time to think about, let alone research, upgrading its facility’s lighting. The company chose to consult with Duke Energy One to explore various upgrade options to meet their lighting needs. They desired a solution that would not disrupt production time and was cost-effective for their bottom line.

The Results
In July 2020, Duke Energy One installed LED lighting throughout MR Williams’ facility with no upfront costs to the company. Although the install took place during the COVID-19 pandemic, Duke Energy One was able to deliver a smooth installation with zero production downtime and CDC safety precautions in place. Duke Energy One will continue to manage the company’s lighting needs and track its energy savings along the way – billing for only a portion of the monthly savings. We only send a bill when our customers save. MR Williams was able to get the upgrades they needed with no upfront capital.

Within the company’s first month of service, MR Williams’ facility saved 30,454 kWh with the new lighting upgrade compared to the old fixtures. During its contract, the company will keep 20% of the savings each month, which was over $450 in savings for July 2020.

Over the next 10 years, MR Williams is projected to save approximately $117,000 in energy and maintenance costs thanks to its new lighting retrofit and the Direct Efficiency program. The company will also benefit from continued maintenance service throughout the term of the contract. After choosing to work with Duke Energy One, MR Williams is reducing their operational costs and is able to direct their capital where it’s most needed – serving their customers.

Future Goals
Duke Energy One will continue to work with and support MR Williams’ everyday lighting needs through Direct Efficiency, as well as consult on future facility upgrade solutions.

Duke Energy One was able to come in, evaluate our facility and effortlessly offer customized upgrade solutions for our business with no upfront capital.

Mike Williams | Founder

How can we help you?
Visit duke-energy.com/direct-efficiency, call us at 844.343.0833 or email DirectEfficiency@duke-energy.com to learn more.