

Connecticut Spring and Stamping (CSS) is a spring and metal stamping company headquartered in Farmington, Connecticut. The company has been in business since 1939 and is a manufacturer of precision parts for the Medical, Aerospace, Firearms and Defense industries worldwide. With over \$35 million in sales, the company is market driven and wins business by developing creative yet cost effective solutions for a variety of applications. Family owned and managed, CSS has over 320 employees.



**Facilities Manager Joe Tourville of CT Spring & Stamping saved over \$ 55,000 during 2007 by locking in his company's electric rates through Northeast Energy Partners.**



**The 150,000 square foot CSS manufacturing plant operates two shifts a day, 6:00 a.m. to midnight.**

While solving engineering challenges for their customers has led to continued expansion, CSS has stayed successful by focusing on lean initiatives to remain profitable. A senior manager, the "Director of Lean," works at all levels of the company to achieve continual savings and eliminate waste. So it was no surprise that CSS would turn its attention to the cost of running its own 150,000 square foot manufacturing facility.

Facilities Manager Joe Tourville, a CSS employee for over 30 years, was investigating options to keep CSS ahead of the energy deregulation curve. Conservation initiatives such as a switch to energy efficient lighting had helped, but Tourville was evaluating the potential of changing electricity suppliers to further control the company's energy costs. Getting a straight answer about what to expect in the deregulated market was proving elusive, until he met Mark Longhi from Northeast Energy Partners (NEP).

"Sometimes businesses lose out on opportunities because managers are afraid of making a mistake, and it can seem easier just to play it safe," said Longhi. "But Joe knew that the safe approach would cost the company even more money in the long run," he added.

Mark addressed Joe's concerns with an insightful trend analysis and the option to lock in the company's electric rates. After receiving competitive price quotes from multiple suppliers, Mark was able to explain the different options available and how to evaluate them. Suppliers know that if they want to win the business of NEP clients, they must provide their very best pricing and most favorable contract terms. This approach allows NEP customers to achieve price stability, better rates and a custom product tailored to their specific energy goals.



**Connecticut Spring & Stamping produces precision parts for a variety of industry applications.**



Mark also handled the transfer of the accounts, so the switching process was simple. CSS chose TransCanada Power Marketing, the winning bidder, as its new supplier in October 2006. The effect was immediate: CSS achieved a savings of \$5,000 by year's end.

Encouraged by this, CSS locked in again for 2007, avoiding the price spikes that were prevalent in the electricity market that year. With their plant running two shifts a day, 6:00 a.m. to midnight at an average monthly usage of 300,000 kWh, the results were dramatic: CSS saved approximately \$55,000 over the open market rate during a very volatile year.

CSS continued under contract for 2008 and anticipates similar outcomes. They are also putting the savings to good use: the company is investigating using some of the extra funds to purchase an innovative air compressor that will generate air and heat, further reducing the manufacturer's operating costs an additional \$18,000-\$23,000 per year.

Tourville has naturally been pleased with his partnership with NEP, and says he would do it again in a heartbeat. "CSS is always searching for ways to be more efficient and more green, and this fit in with our vision quite well," he noted. "NEP had the knowledge and resources to find the best approach for us," he added.

Tourville has shared his success with associates at other companies, encouraging them to investigate their energy-savings options. At least one other manufacturing firm, a plating company, has partnered with NEP as a result. CSS is also considering the possibility of a similar approach to their gas contracts.



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