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SAVED \$200,000 ALREADY

How IPC Cut Energy Costs

John Lingle, president, Innovative Packaging Corp., a sheet feeder based in Milwaukee and a subsidiary of Smurfit-Stone Container Corp. (SSCC), is well aware that the equipment in the plant consumes *huge* amounts of energy.

Five years ago, WPS Global called him out of the blue. It told him it wanted to conduct a customized energy saving solution. Lingle listened and decided to see what the company could do to save IPC energy costs.

“For financial and sustainability reasons, we wanted to know if and how we could reduce the amount of energy and make it more efficient,” he says.

IPC realized \$10,715 in savings four months after WPS Global conducted a comprehensive energy audit and presented a detailed plan. WPS Global then offered IPC a 10 percent reduction guarantee—an insurance policy for savings.

This 10 percent reduction guarantee, combined with WPS Global’s

flexible leasing options, assured IPC of a prompt return on its investment. IPC chose a 36-month lease payment of \$1,749 per month. It not only earned a positive monthly cash flow during its leasing period, but now post-lease, all savings are pure profit. To date it has enjoyed \$200,000 in savings and projects an additional \$50,000 to \$75,000 increase in savings by the end of this year.

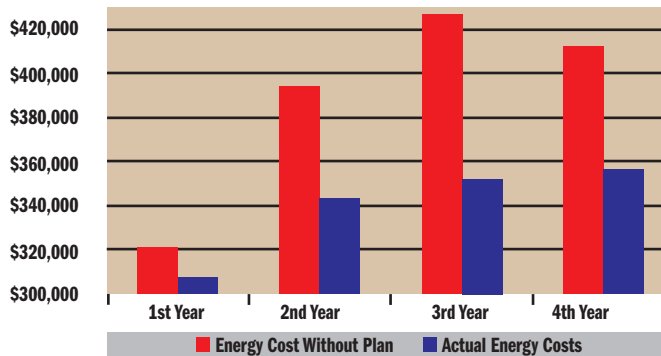
IPC’s average electrical savings for the last three years is over \$61,000 per year, an average kilowatt reduction of 14.28 percent. At the 10-year milestone, WPS Global projects IPC will have saved about \$600,000 in electricity costs and cut its carbon dioxide emissions by nearly 7,000 tons. At the 15-year milestone, it projects IPC will have saved about \$900,000 in electricity costs and cut its carbon dioxide emissions by 10,500 tons.

“Along with directly reducing greenhouse emissions, our programs reduce the generation of wastes in landfills, improve air and water quality, and reduce global warming,” says William Behrmann, WPS Global president.

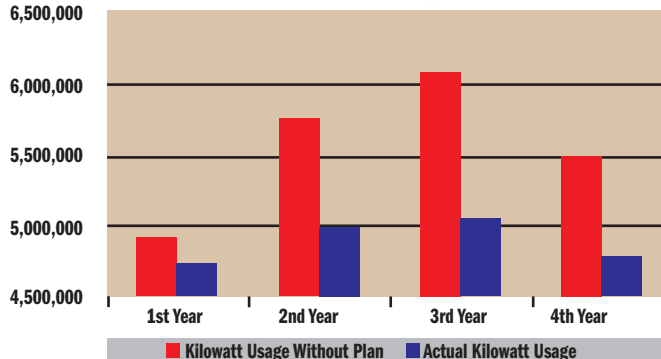
“I can’t believe more corrugating facilities aren’t doing this,” says Lingle. “A plant can literally save thousands of dollars every year, get a return on its investment, *and* reduce carbon dioxide emissions by tons. It’s a no-brainer.

“WPS Global’s energy-saving solution follows along our culture—do more with less. We entered the agree-

Timeline of Dollar Savings at IPC



Timeline of Kilowatt Savings at IPC



“I can’t believe more corrugating facilities aren’t doing this.”

—J. Lingle, IPC

ment motivated both from a cost and sustainability perspective and the net results prove out the concept—a win-win for everyone—including the environment.”

WPS Global is an energy management organization that serves the corrugated container and paperboard packaging industries. It custom designs its energy management systems to directly reduce kilowatt consumption for each individual facility. Doing this allows it to offer electrical savings for up to 15 years.

For more information, call Behrmann at 888-803-2903 or visit www.wpsglobal.net. OBM



The Next Generation of Energy Management!

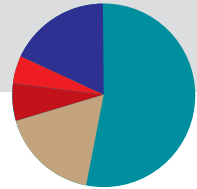
Sustainability Beyond Compliance

SSCC's Sustainable Commitment states that sustainability success can't be measured solely by financial results or compliance with laws; it must also weigh the environmental and social impacts of business practices.

Led by George D'urso, its director of sustainability, the company is striving to "harness conservation science and business ingenuity in ways that fulfill its core values: to improve its environmental footprint and help ensure a better quality of life for generation to come."

Sustainability expectations that SSCC shares with its corporate peers and containerboard customers include:

- Conserve energy;
- Reduce greenhouse gases; and
- Reduce global warming.



Greenhouse Gases

- Water Vapor, 36-70%
- Carbon Dioxide, 9-26%
- Other
- Methane, 4-9%
- Ozone, 3-7%