

Jim Stickland, President of Van Dam Iron Works (VDIW), said that he had never really thought about how their approach to energy could be used as a strategic advantage. **First order of business found us conducting a *Protective Net* Demonstration for Jim and his company!**



VAN DAM IRON WORKS

Van Dam Iron Works, located in Wyoming, MI, was founded and has been in continuous operation since 1930. Primarily known for quality in ...

- Metal stairs
- Railings
- Structural Steel
- Custom Fabricated products
- They have over 37,000 square feet of plant space including a recently added paint room for achieving excellent quality in their finished products

What's a *Protective Net* and why should I care?

A *Protective Net* is a system of surge suppression devices that, once installed, provides many advantages, such as...

- Conditions power throughout your internal electrical grid (only allows a normal sine wave; stops transients)
- Eliminates electronic rust
- *Level 1* protects your grid from external disruptions (lightning, etc.)
- Then, *Level 2* protects all the panels in your internal grid
- Finally, *Level 3* maximizes the results achieved by your *Protective Net* by protecting large motors on your grid (i.e. air compressors or air conditioners)



Just as penicillin was discovered by accident, the ability to lower your electricity usage was discovered by accident. Surge suppression devices have been used to protect sensitive equipment for over 40 years but our system approach along with units designed to stay awake and quickly stop a transient surge (in 85 trillionths of a second) produced results causing customers to ask why they were using less electricity.

Carrier, in Mexico, has consistently achieved 18%-to-mid-20's% improvement in kWh's consumed. The State of Michigan installed a 40-unit *Protective Net* on their Lottery building and consistently achieved 16%-to-20% improvements. The same can be said of Coca Cola in Cincinnati and many, many others.

When properly designed and installed, our customers also enjoy a 10% written guarantee and a \$4 million dollar connected equipment warranty.

VDIW Demonstration Achieves Results Similar to Carrier's Demo

- Carrier was promised 4% results – achieved approximately 8%
- VDIW was promised 4% (only protected the air compressor) – achieved 6.1% improvement on an Inrush test (measured by a Fluke 43B), 11.5% for one shift, and 19.6% for end-of-shift over five days
- VDIW's "blips" (over-voltage situations) would always knock-out their air compressor ... until now! One Friday morning during the demo a "blip" occurred but when the maintenance manager got to the air compressor to get it back online – he found it was still working!
- Proof positive a *Protective Net* will help you avoid costs associated with reacting, replacing, repairing, or recovering from problems in your grid



The BlueSky Difference



Keep it Simple and Clear

Using our *Solution Grid* to design a holistic approach for your unique situation provides strength and results not possible if you only focus on one or two areas.

We use local, certified talent to install your solutions following our rigorous project management standards.

Call us for a complimentary evaluation or visit us at www.blueskyrm.com to learn how your organization can leverage our knowledge and begin to convert some of your energy expenses into profits.

We ask *Why Not* questions! We focus on energy. Let our *people•profit•planet* focus and creativity deliver a positive return on investment (ROI) for you and your organization.

We assemble a high performing team to design unique solutions to meet your unique needs. We have experts located around the country ready to focus on your specific situation: to help you select alternative sources of energy, create a solid lighting design, or even applying the USA Tax Code to your situation.

We've created a way to sort through and make sense out of all the new information being generated every day in the energy industry. Our *EcoSystem Maturity Model* and *Solution Grid* not only helps us categorize data but also helps to make sure solutions installed today will still be relevant tomorrow for...

- how you **BUY** energy
- how you **USE** energy, and
- how you **MANAGE** energy

We understand you have an organization to run and energy is just a budgeted line item; let us focus on how to improve the stewardship of your energy.

Kick Start Innovation

Jim shared that even though he earned an engineering degree and has many years of experience, he had to get beyond the *how does it work* question to the more important *does it make business sense to install a Protective Net* question.

Here at BlueSky, we can help you answer both questions in order to make an informed decision. But, it's a process and sometimes you have to wade through a lot of ambiguity to get to a sensible answer. We've been through the "swamp" and can accelerate your energy stewardship efforts.

It would be an honor and our pleasure to come alongside you and your team to help make a difference for your organization.

We look forward to serving you in the near future.



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