



## SAFETY FIRST. SAVINGS A CLOSE SECOND.

### O'NEAL STEEL | CASE STUDY

#### Background

Based in Birmingham, Alabama, O'Neal Steel ("The Metals Company") is the nation's largest privately owned full-line metal service center firm. The company processes and adds value to steel, aluminum, and alloy for use in heavy industry, including over-the-road trucks, forklifts, railroad cars, cranes, and more. With origins as a humble fabrication house begun in 1921, O'Neal Steel today boasts more than 82 facilities and offices in the United States, the U.K., Canada, and six other countries.

#### Challenge

O'Neal Steel chose to complete relighting upgrade projects in many of its facilities to reduce energy costs, increase safety, and reduce errors on the production floor. The company was seeking a partner with an excellent reputation for service and the highest quality lighting fixtures to take over the project. O'Neal's facilities have very high ceilings, which added difficulty, and XtraLight would have to work around warehouse activities as O'Neal needed to keep its cranes running around the clock.

#### Solution

In addition to a lighting audit, fixture design and manufacture, and installation for O'Neal Steel, XtraLight also offered its experience and support to ensure a seamless "turnkey" project. O'Neal engaged XtraLight to relight 15 of their facilities, replacing old HPS, strip fluorescent, and metal halide fixtures with efficient and reliable T5 and T8 fixtures and lamps. XtraLight's solution resulted in:

- **32.11% in energy savings per year**
- **\$104,701 in total savings per year**

Although deeper energy saving could have been met, XtraLight recommended only installing a select few occupancy sensors. For this installation, safety was first priority and it was vital to keep areas of the warehouses well lit. This not only reduced O'Neal's exposure to risk, but helped them maintain their high safety record.

Operating Data	New System
Lamp Type	T5 & T8
Number of Fixtures	1,679
Annual Energy Savings	
Energy Saved	1,766,340 kWh
Avg. Wattage Reduction	32.11%
Energy Savings	\$91,251
Maintenance Savings	\$10,149
Total Savings	\$104,702
Payback	3.22 yrs
Annual Environmental Savings	
Carbon Dioxide Saved	2,720,164 lbs
Sulfur Dioxide Saved	10,676 lbs
Mercury Saved from Reduced Power	58,755 mg
Nitrogen Oxide Saved	5,241 lbs



#### This reduction is equivalent to:

- Planting 342 acres of trees every year\* or
- Removing 237 cars from the road every year

\*based on 360 trees per acre



**We take pride in our safety record, and the increased lumens associated with the lighting upgrade have helped keep our record nearly spotless.**

John Elrod, Director of Special Projects

