

# Energy Connexions

A quarterly publication for Connexus Energy's commercial and industrial customers.

FALL 2011

## Precision is key for MultiSource

NEW RAMSEY FACILITY PRECISELY WHAT MANUFACTURER NEEDS

When MultiSource Manufacturing moved to its new facility in Ramsey this past June, it ended a long search for the right building. According to MultiSource President Mike Schuffenhauer, the company combined its Blaine and Fridley operations after spending several years searching for a new home for their growing business. "It was important to us how the building looked, both inside and outside. It had to show well since we have numerous Fortune 100 customers."

*"We use lots of power to make small parts"*

MultiSource produces complex components that are found in medical devices, navigation systems, data recorders, shipboard computers, and general aviation. Their customers include the medical, homeland defense, military, aerospace, and commercial aircraft industries. "We produce high-quality products that go into airplane cargo systems for commercial aerospace. We also make parts for the military for the Joint Strike Fighter and other programs," says Schuffenhauer. "On the medical side, we make parts for companies like Medtronic who use them in their life-saving devices. It's a growing business, especially on the medical and aerospace side."

### QUESTLINE FOR YOUR QUESTIONS

Need answers for your energy, engineering, environmental questions?

Questline has your answers.

Questline is a free resource for our business customers. Check it out at [connexusenergy.com/questline.aspx](http://connexusenergy.com/questline.aspx).



*MultiSource President Mike Schuffenhauer says bright overhead lighting is a must in precision manufacturing.*

### LIGHTING FOR PRECISION

Before moving to the Ramsey facility, MultiSource did a complete lighting retrofit of their shop and offices. "We're into precision manufacturing," adds Schuffenhauer. "The parts we manufacture are small and exact, and we need bright light coming from the ceiling." Old 400 watt metal halide high-bay fixtures were replaced with new T8 6-lamp fluorescents. MultiSource worked with Connexus Energy and received a lighting rebate, as well as a rebate for their high-efficiency roof top cooling units. "We're a high energy user. We use a lot of power to make small parts. However, the equipment we installed will save us money and reduce our energy consumption in the long run."

*Owned by the members we serve.*

## Popularity of lighting rebates



It's no contest. Lighting retrofits are by far the most popular choice for businesses that are looking for ways to become more energy efficient.

Connexus Energy receives more requests for lighting rebates than for all our other rebates combined. And, increasingly, LED lighting projects are becoming more popular due to lower costs and improved lighting technologies. Not only are today's LEDs lower in cost than LEDs from just a few years ago, but they also have a longer lamp life, are easier to maintain, and use less energy.

## The Cash Back advantage



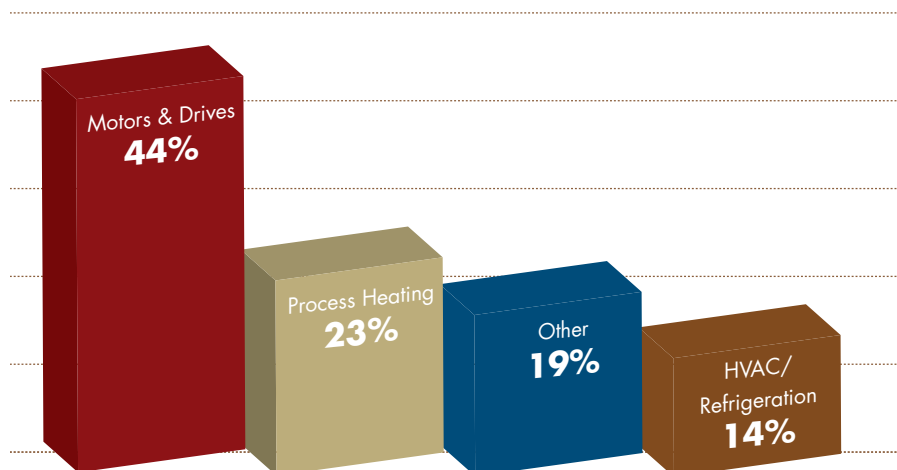
As a member of our electric cooperative, you share in our success through the Cash Back program. It's just one of the advantages of doing business with us. Cash Back is based on your annual electric purchases.

If you are getting Cash Back, a Cash Back credit will be applied to your November billing statement. For customers who receive Cash Back checks, the checks will be distributed in early December. Find out more about our Cash Back program at [connexusenergy.com](http://connexusenergy.com).

## Where your energy \$\$ go

*Focus on a Fabricated Metal Products Facility*

For a fabricated metal products facility, motors and drives account for the biggest chunk of a typical utility bill. Here's a closer look where your energy dollars go.



## DEADLINE FOR 2011 REBATES

November 18 is the deadline for submitting your 2011 energy efficiency rebate applications. This includes rebates for lighting, heating cooling and ventilation, adjustable speed drives and motors, as well as any custom rebates. The 2011 rebate forms are available online at [connexusenergy.com/rebatescomm.aspx](http://connexusenergy.com/rebatescomm.aspx).

Email, fax, or mail in your rebate form to your Connexus Energy business account representative.

## HERE TO HELP WITH YOUR ENERGY NEEDS

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