



# Energy Efficiency Case Study

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## Marine Hydraulics New Bedford, MA

### Background

Located on the active and historic waterfront of New Bedford, Mass., Marine Hydraulics USA is a full-service steel fabrication company that specializes in manufacturing of winches and hydraulic machinery repairs and maintenance for the commercial fishing industry. The company employs a small team of experts who can be found on-board vessels and in the shop machining, welding and rebuilding pumps, motors, hydraulic hoses, and equipment.

### The Challenge

Marine Hydraulics General Manager Jerry Wheeler set out to cut energy costs and improve lighting at its facility. However, with tight operating margins and a focus on the bottom line, he also wanted to make the best investment for the long haul.

### The Eversource Solution

Eversource-approved energy contractor that helps small businesses optimize energy efficiency, reliability and sustainability. CES met with Jerry Wheeler to review his business operations and conducted a no-cost review of the lighting and heating requirements throughout the 6,700 square feet of mixed-use machine, welding and office space.

Following the review, CES shared a detailed proposal of recommended energy improvements with Eversource to confirm the projects were cost-effective, and Eversource provided financial incentives to cover up to 70 percent of costs for installation of approved electric efficiency measures and 100 percent of the cost of gas efficiency measures.

Marine Hydraulics reviewed the no-obligation proposal and selected two projects:

- Lighting upgrades, including sensors and controls that cover the shop and office space. In addition to improved light quality and safety on the shop floor, the new fixtures and longer-lasting bulbs greatly reduce maintenance and labor costs. CES installed the new lighting, disposed of the old lamps and ballasts and provides warranty service on the fixtures.
- New programmable thermostats and faucet aerators, which will help them save on gas heating and water heating costs.

Once the new lights and thermostats were installed Eversource visited Marine Hydraulics to inspect the completed projects, verify the equipment was correctly installed and confirm the job was completed to satisfaction.

Today Marine Hydraulics remains ready to support the nation's top commercial fishing port. To learn more visit [MassSave.com/Business](http://MassSave.com/Business).

“The team reviewed my energy consumption, highlighted the savings and the project was seamless from start to finish. The installation of new lighting has improved the lighting in the shop without disrupting our workflow and I am looking forward to the efficiencies of the products that you have installed.”

**- Jerry Wheeler,**  
Marine Hydraulics USA

## About Mass Save:

Together, we make good happen for Massachusetts: Berkshire Gas, Cape Light Compact, Eversource, Liberty Utilities, National Grid and Unitil. As one, we form Mass Save®, with the common goal of helping residents and businesses across Massachusetts save money and energy, leading our state to a clean and energy efficient future.

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