

# PROJECT SHOWCASE **BERGSTROM**



## MARKET CLASSIFICATION

VERTICAL: **GENERAL BUILDING**  
SUB-VERTICAL: **ENERGY EFFICIENCY**

PROJECT  
CLIENT:



Thanks to a long-lasting relationship of Excellerate Manufacturing, Faith Technologies and Bergstrom Corporation, the choice was obvious when Bergstrom was looking to upgrade the exterior lighting at its 32 sites across the Fox Valley, Green Bay and Madison locations in Wisconsin. With a \$1.2 million scope, the upgrade consisted of programming and installing 840 light poles and more than 1,800 LED fixtures. The new lighting system is designed with state-of-the-art controls; each light can be regulated individually via a web app. With the use of motion sensors, each pole can be dimmed during late-night hours and brighten to 100% when there is traffic after hours. With Faith's design and implementation of this project, Bergstrom was able to improve their energy efficiency and save \$550,000 annually. Despite project challenges, the Excellerate & Faith teams were able to compress the time table by more than 90 percent while completing it without any safety incidents.



## Relationship

Bergstrom had considered implementing LED lighting since 2009, but the technology had been cost prohibitive and lacked significant ROI. In 2012, they approached Faith, and we developed a solution that would provide innovative and high quality lighting capabilities. Faith's thorough understanding of the required schedule compression and logistical requirements were crucial, and were based on the strong partnership with Bergstrom.

## Schedule Compression

The ability to adapt to change and use proven project skills allowed this job to be completed in almost 1/3 of the time. Originally scheduled to be completed over a two-year period, the project owner subsequently requested it be finished by year's end. With staffing adjustments and the advantage of Excellerate, the project was compressed into just 3 months

## Excellerate

Excellerate's services played a vital role in the success of this project. Assembly of the light poles in a controlled, offsite prefabrication environment enabled Faith to minimize logistical disruptions on the sites, which was critical to customer satisfaction. A total of 44% offsite labor was utilized at Excellerate, which contributed to a cost savings of \$3.00 per project hour.



**\$550K**  
IN ANNUAL SAVINGS

**2 YEAR PROJECT**  
CONDENSED INTO

**3 MONTHS**

**44%**  
OFFSITE LABOR  
UTILIZED

