



### **Service/Product Provider**

#### ***Wheatstone Energy***

1975 The Exchange, Ste. 320  
Atlanta, GA 30339

Business: Lighting, Electrical, HVAC  
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### **Industrial Partner**

#### ***Frito-Lay***

7701 Legacy Dr.  
Plano, TX 75024

Business: Snack Foods  
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**Frito-Lay leverages its energy effort by partnering with Wheatstone Energy to identify and implement lighting improvements resulting in savings of \$2.2 million.**

#### **Project Scope**

Wheatstone provided turnkey services in upgrading the lighting systems at 96 distribution centers and 16 snack food production plants across North America.

#### **Project Summary**

In addressing lighting retrofits and lighting control strategies, Wheatstone's turnkey services included assessments, design, economic justification, procurement, implementation, and benefit verification.

- **Energy Savings**  
\$2.2 million in energy savings
- **Investment**  
\$6.8 million investment since 2000
- **Financial Return**  
3.1 years payback for energy savings only
- **Other Benefits**  
Reduced environmental impact: \$750,000 in maintenance costs reductions, improved lighting quality in facilities

#### **Monitoring & Verifying Energy Savings**

Energy savings were verified using ASHRAE methodology to determine pre and post wattage, usage, and cost. A "beta" site was designed and built to verify the energy savings before changes were implemented system-wide.

#### **Distinguishing Value**

Wheatstone's professional and comprehensive services enabled Frito-Lay to pursue these energy initiatives and realize energy savings while expending minimal internal effort. By implementing changes throughout their facilities, Frito-Lay was able to attain reductions in capital investment. Frito-Lay is looking to expand Wheatstone's role in their energy management by having them perform similar turnkey services for HVAC.