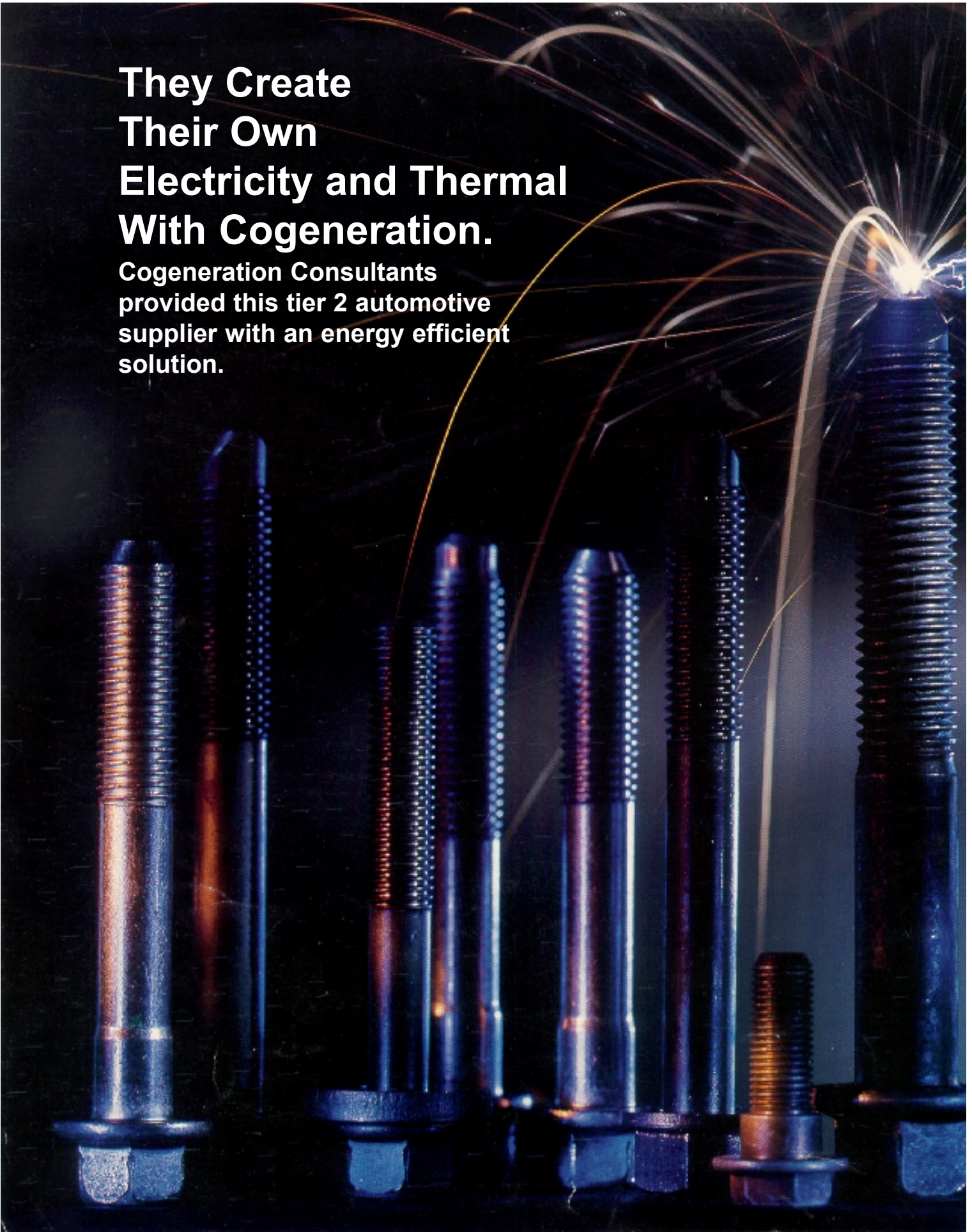


**They Create
Their Own
Electricity and Thermal
With Cogeneration.**

**Cogeneration Consultants
provided this tier 2 automotive
supplier with an energy efficient
solution.**



Ajax Metal Processing, a division of The Cold Heading Company, heat treats and electroplates metal fasteners with such expertise that they've earned one of the most enviable reputations for quality in their industry. Yet in the competitive world of supplying the Big Three auto companies, Ajax must continually look for ways to reduce costs and increase efficiency. So when Cogeneration Consultants performed an energy use study that showed Ajax the advantages of cogeneration, they were more than willing to invest in the technology.



Cogeneration's ability to produce both electricity and steam from natural gas proved a perfect fit for Ajax's operation. Ajax now receives about 35% of their electricity from their own on site generator, and 90% of their steam (recovered from the waste heat off the engine and exhaust) which is used to heat the process tanks that are vital to their finishing and plating processes. Cogeneration is saving Ajax approximately \$9,000 each month

on energy costs. Ajax estimates their investment in cogeneration will be fully returned in 3.5 years.

Cogeneration offers Ajax another crucial advantage. Should electrical power go down, it has the capacity to provide backup electricity in critical areas. Before cogeneration, an electrical outage of any duration not only resulted in serious downtime, but also destroyed thousands of pounds of parts caught in the heat treat furnaces.

More and more companies are turning to cogeneration as a way to lower energy costs. It's successfully being used in industries both large and small. Cogeneration even offers environmental advantages, since it reduces the total emissions produced.

