



Design with Nature, LLC
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WHAT CAN WE DO FOR YOU?

As an un-biased third party, DwN is your hedge against missing out and not-knowing what you don't know.

We will:

- ☐ Locate the relevant pockets of free money
- ☐ Find no-cost options for acquiring new technology and energy sources
- ☐ Verify vendor technology claims (like how much \$ you're going to save)
- ☐ Build internal capacity through co-pilot arrangements

Control Costs:



What if your Green Team made you money instead of making paperwork?

Your Green Team's Sustainability Program should be improving product quality and tapping into new markets & products. Is it? DwN uses a proven method to create value and be green.

Reduce Risk:



Managing Climate-Related Business Risk & Continuity

What happens if you lose power, or commodity prices double?

Can your suppliers survive a large-scale weather event? We can help you build resiliency, security and possibly even get paid to be ready for the next big storm.

Decrease Waste:



Energy, Water, Materials & Process Times

Do your metrics show you when energy & materials costs increase? Is your purchasing dept aware of the cost control effects of energy efficiency? DwN can help your Continuous Improvement teams and your Purchasing Department develop "new eyes" and realize a deeper level of cost reductions.

WHAT IS IT GOING TO COST ME?

Dr. Mitch Kennedy, ND, CEM, 6ΣBB, is your company's personal Sherlock Holmes. He can find cost savings in your factory and get up to 6:1 return on your investment.

His company, Design with Nature, LLC (DwN) has completed projects for over 370 manufacturers, collectively saving \$157,000,000 / year.

TESTIMONIALS

"EMSAR of Torrington is a plastics injection molding company of 65 employees, producing 350 million parts per year on a 24/7 operation schedule. Design with Nature found \$34,500 in lost air from leaks at the parts pickers and oil/water separators. Then they cut our Power Factor charges in half!"

John Sullo
Director of Molding Operations, EMSAR

"Since 1953, Philson, Inc. has operated a 25,000 square foot custom anodizing operation. Over the last 4 years, Dr. Mitch switched our industrial boiler from #2 fuel oil to natural gas, saving us \$74,000 in the first year. He conducted a lighting level audit and found where critical task lighting failed by IEEE standards. His suggested changes have increased our employees' productivity by 15%."

Lenny Savino
Chief Environmental Health and Safety Officer, Philson, Inc.



CASE STUDIES

Case Study 1: Energy Savings

A \$2 billion publicly traded company, hired DwN as part-time energy manager to reduce energy-related costs. Outcome: Over 27 months, the 3 CT plants, with 192,000 sf of production space and 14 million kWh of electricity use per year realized:

- \$638,000 in energy-related cost savings
- \$73,000 in utility incentives
- 2.3 million kWh reduced over baseline (16.7%)

Case Study 2: Supply-Chain Resiliency

A supplier to a medical device company lost contract after Superstorm Sandy disrupted their operations for several weeks, costing them millions after losing a big contract. DwN helped assess their risks, and develop black-start capability.

Outcome: The supplier won a long-term contract for parts based upon their up-time and resiliency planning.

Case Study 3: Powder Coating Line

A furniture manufacturer, with a robust Lean program hired DwN to see what else could be done for the 30,000 sq.ft. plant. DwN helped them tackle the \$90,000/ yr monster - the curing oven for powder coating.

Outcome: A re-designed paint booth yielded:

- 45% decrease in Natural Gas use
- 35% reduction in HVAC cooling load
- 10% decrease in part travel time

WHAT DO YOU WANT?

Problem

Solution

A. Someone gets things done for me.

I don't have money to hire new staff and I don't have the in-house expertise needed to do my short-term projects. I want someone who can get things done the best and fastest way possible.

ONE-TIME FEE:

Design with Nature, LLC can complete specific projects for you that you don't have the time or manpower to focus on.

B. Someone to MOVIVATE and train my staff.

What I need are motivated employees who think in the best interest of the company – I want them always looking for ways to improve our systems and efficiency. I need my people to be invested in our bottom line.

PAY-AS-YOU-GO:

Design with Nature, LLC will motivate and train your employees for you. We will design a step-by-step system to build your team a few hours a week, so the upfront cost is minimal. Staff learn better incrementally, so we will build upon their knowledge and work hands-on to complete projects within your own facility over several weeks or months.

TESTIMONIALS

"Vital Nutrients manufactures high-quality nutra-ceuticals. Design with Nature helped us to design our new factory to be energy efficient and green - from windows, roofs, and loading docks to powering the building with solar or geothermal, then determined the ROI and located available incentives. We are grateful for all their efforts."

Rick Liva ND, RPh
President

"I first met Mitch in 2008 while we were both working on the LEED Commercial Interiors project for Edwards Angel Palmer & Dodge. Mitch (and his team) are professional, creative, practical, work well with the whole project team, and provide a highly personal approach to their work. I always enjoy working with him."

Matt Mullen
Engineer
EMCOR