

Envirotrols Group, Inc. has been saving energy for companies since 2001 in various applications including government buildings, telecommunications facilities and self storage industry structures. With the use of ASI Controls and WebLink, and Dent Power Scouts™, Envirotrols Group has successfully and steadily worked in the self storage industry to reduce energy cost and consumption by designing a web-based platform accessible anywhere via internet for its customers.

A national self storage company contacted Envirotrols Group with current high energy costs and concerns about future utility costs. In October 2008, Envirotrols Group completed installation of controls in a Bronx, NY climate-controlled self storage facility. This facility:

- Reached ROI in just 9 months
- Saved 41.14% on energy consumption in first 12 months
- Maintained an average of around 30% reduction in energy usage & cost after 2 years of installation

The customer expanded its energy reductions by installing Envirotrols Group's energy management system in all multilevel, climate-controlled facilities across the nation. A total of:

**654 HVAC pieces of equipment & 3,545,666 square ft of storage (61 football fields)**

At the end of 2010, Envirotrols Group projected a savings of **\$303,998.82** from energy cost reductions and HVAC maintenance cost savings for this customer. The client will continue to save **29% to 42%** in energy consumption annually.

**“To maximize our energy savings, we wanted to partner with a company that offered a web-based product that focused on monitoring and controlling the total energy consumption of our buildings. Telco Envirotrols provided that for us. By focusing on demand control, we are reducing our carbon footprint, lowering our operating costs, and improving our operating margins. Also, by monitoring all HVAC units, we were able to reduce our maintenance cost by 28% with a savings of \$44,000.”**

*– Mike Frosaker, VP of Asset Management, Safeguard Self Storage*

Envirotrols Group has just teamed up with another east coast self-storage company and anticipates similar results for its new client.

