

## **A.J. Rose Manufacturing Reduces Energy Expenses by 12% Over Two-Year Period**

### **The Client**

A.J. Rose Manufacturing was founded in 1922 by Czech immigrant, Anton J. Rose. The company started as a small tool shop on the west side of Cleveland, Ohio, and it is now a leading supplier of precision-formed metal products and assemblies to the automotive, truck, and agricultural equipment industries. The company now has facilities in Cleveland and Avon, Ohio. Edge Insights has been working with A.J. Rose Manufacturing since 2008.



### **A.J. Rose Manufacturing**

- [www.ajrose.com](http://www.ajrose.com)
- A precision metal stamping company.
- Headquarters in Cleveland, Ohio

### **Results**

- Over the past two years, A.J. Rose's energy consumption for electricity & natural gas exceeded 22 MkwH & 23,000 Mcf respectively.
- Utilizing Edge Insight's procurement recommendations, A.J. Rose Manufacturing achieved a 12% reduction in their energy costs over two years.

### **The Challenge**

At the time, their industry had been hit severely by the early stages of the auto industry decline and A.J. Rose was looking for every opportunity to reduce costs. In response, Edge Insights conducted a comprehensive utility audit, reviewing their electric and natural gas expenditures. Recommendations, including rate & tariff changes followed identifying considerable savings. As a large consumer of electricity and natural gas, A.J. Rose expanded Edge Insights' role to manage energy procurement for both locations. Those results have provided significant cost benefits as well as price stability & certainty, all critical to the resurgence of A.J. Rose Manufacturing in the marketplace.

### **The Benefits**

A.J. Rose continues to rely on Edge Insights' expertise because of their proactive behavior providing optimum solutions in every facet of energy procurement, account management and continuous feedback. Edge Insights monitors and reviews all energy contracts periodically to identify additional savings opportunities, as well as ensure billing accuracy related to all service contracts.

*"When Edge Insights approached us to provide an audit of our current energy usage, it was an easy decision. There was no-risk and no expense for us to have Edge Insights take a look at our bills. They contributed to our internal cost reduction efforts by identifying utility savings that have saved us thousands of dollars. We will continue to work with Edge Insights because they provide an invaluable service to us - budget certainty which in the high cost world of utilities leads to peace of mind. The experts at Edge Insights have helped us by removing the guesswork from the budgeting process. They review and monitor our contracts and services regularly. If they uncover savings opportunities, they present them to us for our approval. We couldn't be happier with this relationship."*

**AJ Rose, Jr., Director of Purchasing—A.J. Rose Manufacturing**

#### **Contact Edge Insights**

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