

Champion Cleaners



David Whitehurst (right), owner of Champion Cleaners

Seeking Energy Efficient Solutions

Changes at Champion Cleaners Make an Impact

Efficiency can mean the difference between good customer service and great customer service in today's consumer-driven business world. Energy usage is a key contributor to this efficiency, and at Alagasco, we're responding to our customers by presenting solutions to make their businesses more energy efficient and ultimately more successful.

Champion's Challenge

A study of existing equipment was the first place Champion Cleaners looked to measure operating efficiency. The process began with a partnership between Champion's owner, David Whitehurst, and his Alagasco rep, Clay Erwin. Clay made it a priority to understand David's business in order to propose the right solution. He started with submeters placed on David's water heater to measure the natural gas-per-gallon of water that was being used by his current tank system. The submetering of this 5-year-old equipment (rela-

tively new by industry standards) helped determine that there was a more efficient way to generate hot water and that his current system was under-sized. Alagasco proposed several options to change the water heater to a more efficient system for energy savings.

Alagasco's Solution

At first, the solution may have sounded unorthodox, but for Champion Cleaners, the change paid off. Champion replaced its 100-gallon tank water heater with three natural gas tankless water heaters. Since the installation,

the tankless units have used approximately 25 percent less gas to generate the same volume of hot water. The new equipment reduced carbon emissions at Champion Cleaners by 28 percent.

The installation of three natural gas water heaters came as a direct response to Champion's specific needs. When Champion is operating its equipment at 100 percent capacity, all three water heaters are needed. However, when the demand is less, Champion can save on energy usage by utilizing just one of the systems. For David, the changes were bet-



These 3 tankless natural gas water heating systems (above) replaced the 5-year-old 100 gallon natural gas water heater (right).

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- David Whitehurst
Owner, Champion Cleaners

ter for business all the way around. “The new equipment is not just using less energy for every gallon of water, but also the precise temperature control gives me a spot-free garment which is an improvement from my old water heater,” said David.

At the end of the day, it’s an ability to look at a customer’s whole operation and then deliver a customized solution that sets Alagasco apart. For Champion Cleaners, this was the deal-clincher.

“The whole experience was a solutions-driven partnership between my business and Alagasco. Never did I have to change the way I operate my business to achieve more efficient results. Every part of the process was seamless - from planning to installation to follow up service.”

Sometimes those solutions are as simple as remodeling existing natural gas equipment or suggesting an alternate use of chemicals. In these instances,

the investment is small, but the energy savings still make a big impact. In a scenario like Champion Cleaners’, major equipment, such as water heaters and boilers, can be submetered to survey the current energy use then recommendations can be made based on the data gathered. In any case, Alagasco is dedicated to bringing in the professionals needed to deliver solutions that will improve your business efficiency and productivity.

Alagasco is committed to this business. Let one of our professionals help you and your company work toward a more efficient future.



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