

Utility Management Services, Inc. Reduces Utility Expenses for

## ***Lyon Shipyard, Inc.***

# Over \$233,000 in Total Savings

**L**yon Shipyard, Inc. (LSI) is a repair facility in Norfolk, VA with over 80 years of service to the maritime industry. Electricity is a large expense for LSI. Utility Management Services, Inc. (UMS) performed an audit of LSI's utility bills to search for savings opportunities.

### **Utility Billing Error**

The audit of the bills uncovered erratic peak demands, indicative of billing errors, so UMS requested a meter test. Dominion Power performed the test, concluded that the meter was registering correctly and declined to adjust the billing.

UMS then analyzed LSI's demand data for each 30 minute interval over a 12 month period. This indicated the unusual peak demand was during a single 30 min-

"UMS identified a suspected billing error and did the research and follow-up necessary to secure a significant refund. We couldn't have done it without them."

**Ken Kimball, Vice President of Finance, Lyon Shipyard, Inc.**



**Aerial view of  
Lyon Shipyard, Inc.,  
Norfolk, VA**

ute period. The demand in that period was 300% higher than the demand in any other 30 minute period during the year. A review of LSI's operating records indicated nothing unusual during that period. Dominion Power was still not convinced and declined to adjust the billing.

Next, a registered Professional Engineer from UMS inspected the equipment to see if it had the capacity to require and carry the billed demand. This revealed that the billed demand was greater than the equipment load at the site. It also revealed that to carry the billed demand, Dominion Power's transformer would have needed to carry 196% of its capacity and the customer's main circuit breakers would have needed to carry 133% of their rated capacity. Dominion Power eventu-

ally agreed that the bill had been an error and provided a \$37,669.60 refund to LSI.

### **Electric Rate Savings**

UMS also used their proprietary software, RateMaster, to analyze LSI's usage data. UMS' Business Energy Professional analysts performed an audit of each account. This analysis identified significant additional savings opportunities for LSI.

Between the billing error and the electric rate savings found, UMS was able to create over \$233,000 in total savings for LSI.

UMS will be representing LSI in front of the Virginia State Corporation Commission in Dominion Power's next rate increase proceeding. UMS will be advocating for better electric rates for LSI and other business customers.

## ***\$150 Million In Savings For Our Customers***



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