



ISSUE

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QUARTERLY

## Who is the E-Team (alias Qualtek's A-Team)?

Chris Fagnant  
(alias John "Hannibal" Smith)

Tom Drago  
(alias Mr. T, BA Baracus)

Dave George  
(alias Howling Mad Murdock)

Anna Mardosz  
(alias Amy Allen)

Mike Castle  
(alias Faceman Peck)

Delma Vasquez  
(alias Tawnia Baker)

In future issues, we will give you a glimpse into why these folks are passionate about "e". And no bad guys will get hurt.

## Introducing E Team News



Pictured E-Team members left to right: Anna Mardosz, Delma Vasquez, Chris Fagnant, Tom Drago, Dave George. Not pictured is Mike Castle.

Television had the A Team but Qualtek has the E-Team. Qualtek takes sustainability seriously and has invested in energy and water conservation, recycling, and other initiatives that are important for the company and for the environment. With the launch of this quarterly newsletter, the E-Team will bring you the highlights of those efforts, stories of employee contributions, and tidbits of "e" news. But, taking our cue from the A-Team, we hope to do it in fun fashion.

## Breaking News — Let the Sun Shine In!

It's official! Beginning in mid October we will be installing a new photovoltaic solar array on the roof of our 4218 Building. Qualtek is partnering with Solar Resources Consulting LLC to build a 30kw DC (Direct Current) energy system, which will offset approximately 98% of the energy needs of the 4218 building. The system will consist of 120 250-watt solar modules, three Power-One 10kw inverters, and an S-5 Standing Metal Seam mechanically attached racking system.



The whole project is scheduled to be complete by the end of November. Solar Resources Consulting is located in Superior, Colorado so we are keeping our business local. We are looking forward to generating clean renewable energy and reducing our dependence on the local electrical grid by utilizing the plentiful sunshine we enjoy in Colorado. "I love it when a plan comes together," says Chris Fagnant.

## Inverse Proportions



### Why We Recycle

- Making new aluminum cans from recycled cans uses 20 times less energy than making cans from the raw material.
- Just one recycled tin can would save enough energy to power a television for 3 hours.
- Just one recycled glass bottle would save enough energy to power a computer for 25 minutes.
- Just one recycled plastic bottle would save enough energy to power a 30-watt light bulb for 6 hours.
- 70% less energy is required to recycle paper compared with making it from raw materials
- In the past 50 years, humans have consumed more resources than in all previous history.

While Qualtek loves to see its revenue charts increasing, the E-Team is happy when the measures they track decline. Just like your golf score, a lower number is better!

Since the E Team started working on ways our company reduces our energy use, we have seen a steady decline in energy use as a percentage of sales from almost 5% at the end of

2010 to just over 3.3% in the first half of this year. Unlike Wall Street, we love declining numbers.

The E-Team would like to think that is a result of our hard work and ingenuity. But the truth is, the energy cost/sales ratio declined primarily because sales went up at a blistering pace. Gotta love that! However, we expect our energy cost/sales ratio percentage to start creeping

back up because of the increasing cost of energy. The August percentage was 4.5%. This means that we need to continually find ways to use roughly 5% less energy than we did this same time last year — and that will only allow us to break even!

The good news is that Colorado Springs has the 4th lowest utility rates of any city in the country. The bad news is that we can absolutely count on those rates going up as the price of coal and natural gas continues to rise. As a company we are taking necessary steps to continue reducing our energy use and your E Team will keep you informed on our progress.

## E-Team Environmental Tip

### Show Me the Money!

Did you know that Colorado Springs Utilities (CSU) offers rebates for almost every improvement you make to your home or business? And many of the CSU rebates can be coupled with additional rebates given by the Governor's Energy Office (GEO). In most cases CSU will offer a \$75 rebate



for energy efficient items. The GEO may offer an additional \$75 rebate. If you can realize savings on your energy bills of \$100 or more, it may make financial sense to quickly replace old appliances or equipment. "Pity the fool that doesn't take advantage of this kind of deal!" says our E-Team Mr. T, Tom Drago. Go to [www.csu.org/residential/rebate](http://www.csu.org/residential/rebate) for more information.



## One Car Family

by Tom Drago

When I wrecked my car in January, my wife and I considered our options and chose to try being a one-car family. With two small children, it would not be an easy feat. However, with only one income, we thought it was worth the try in order to save us some money in gas, insurance, maintenance, not to mention the purchase price of a vehicle. So, I began taking the bus to work.

I am fortunate that living downtown puts me close to the center of the Colorado Springs busing world. And I found a bus that drops me off at Mount View and Nevada, just a short walk to Qualtek.

I'd like to say that we did it for the environment, but the truth is we made the bus-taking choice because it was easier on our pocket book, and much less hectic than searching for a

car with a newly adopted daughter in the fold. We've continued because it has been able to work for us. I also can't say that the riding the bus has saved a bunch of gas and noxious fumes. My wife (with kids in tow) often picks me up at the end of my workday, so it's still a round trip most days. Thus, no net effect there. However, we have found that it has forced us to drive less in other ways: we walk the kids to the park rather than drive them, we make the most of trips to the store rather than go a few times a week, we've gone to restaurants and stores and banks to which we can walk, we plan better to make more stops each time we use the car. So, there has been less driving, just not in the obvious way.

I also occasionally do save workday gas when I put the bike on the bus bike

rack in the morning and ride home in the afternoon. But, that's only been a few times, and then only on weekends. Perhaps I will do so more often in the near future. It would obviously benefit my health and fitness to do so.

Colorado Springs certainly offers plenty of convenient bike paths between here and home. For now, we will continue this one-car family lifestyle. It's been 8 months at the time of the writing of this article, and it's worked OK. We've learned that having only one car has benefits for us and for the environment around us. Maybe when I hop on the #9 bus, I'll see you one day. We can chat about the high gas prices. For more information on public transit go to [www.springsgov.com](http://www.springsgov.com).



## Seen Around Qualtek

### T-5 High Bay Lighting

Walking through the Metal Finishing Department you may notice the well-lit section over the Black Oxide line. The light fixtures installed here use 50% less energy than their predecessors and provide far better working light.



### Coolerado Evaporative Cooler

By removing 7 tons of air conditioning units and replacing them with Coolerado evaporative coolers we improved the feel of our new offices while drastically reducing energy use.



***“I pity the fool  
who doesn’t  
save energy!”***



## New E-Team Report

A document called Qualtek Utilities Spreadsheet is currently available in the “E Team” Folder on Sharepoint as well as posted on bulletin boards around the building. We will also be utilizing a new Energy Information System (EIS) in conjunction with Colorado Springs Utilities which will

allow us to track energy use to a specific department, location, and even a specific machine or appliance. We will be able to collect real time data and troubleshoot energy loss as it happens. Stay tuned for the report postings and watch those dials save energy.

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