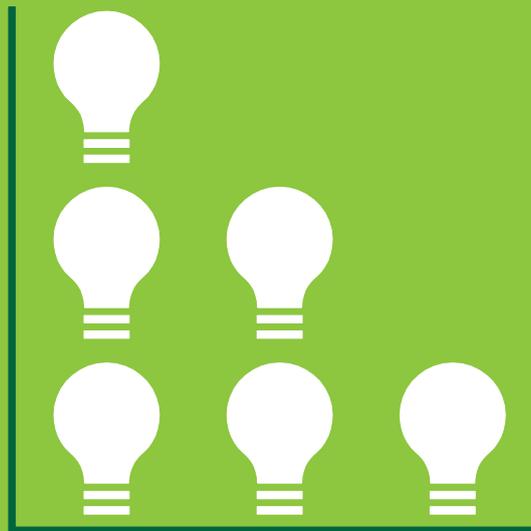


# Increase energy efficiency? *Know how.*

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With funding from Austria, we helped Quantal Prima, a soft drinks producer from Romania, identify ways to increase their energy efficiency and reduce costs.



# Soft drinks producer, Romania

**We helped Quantal Prima (www.quantalprima.ro), a soft drinks producer from Romania, to identify ways to reduce costs by increasing energy efficiency. In 2014, the company decreased energy costs by 25%, saving €20,000 per year.**

Founded in 2005, in Campia Turzii, by three former employees of a state-owned company, Quantal Prima revitalized the food & beverages industry in the area by rehabilitating an old factory and equipment. Starting with an investment of around €100,000, the company reached a turnover of €3.8 million and 75 employees in 2014, along with a production capacity of 43,000 kilolitres/year.

Quantal Prima operated in a very competitive market and its main clients were low-cost retail outlets. This meant that the company had to find ways to keep its own costs low. As industrial production involves high energy consumption, energy was the second largest cost centre for Quantal Prima, after raw materials. The company's management therefore decided to perform a complex energy audit that would help them identify cost-saving energy efficiency investments.



With the help of a complex energy audit the company reduced industrial energy costs

We connected Quantal Prima to Servelect, a local energy efficiency consultant specialising in energy audits. The consultant:

- Measured energy consumption for all industrial installations
- Used the measurement data, along with information from the company, to develop an energy balance and consumption history
- Delivered a set of recommendations in the form of an action plan, along with an optimised energy balance

Immediately after completion, Quantal eliminated the compressed air leaks at zero cost, based on the consultant's recommendations. Within one year the company implemented another recommendation – switching from low to medium voltage – and invested around €51,000 in its own power transformer. This investment resulted in yearly savings of €20,000, representing 25% of the company's energy costs. Quantal is currently taking steps to compensate for reactive energy and to replace bulbs with an LED system.

"We are very happy with the outcome of this project", said Mr Eugen Margauan, company administrator. "From working with the consultant, to working with the Small Business Support team, it was a very smooth process – and we could not have implemented the project without EBRD support!"

The company will gradually implement the other recommendations and plans to put savings to good use by investing in a new, modern production hall.

[www.ebrd.com/knowhow](http://www.ebrd.com/knowhow)

Energy savings  
**€20,000/year**

Reduction in energy costs  
**25%**

Turnover  
**+28%**

Total project value  
**€14,607**

Client contribution  
**€5,772**