



Falcon Focus

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Falcon Metal - going Green...

By Lisa Stallings

These days it is almost impossible to read a newspaper, magazine or watch TV without being bombarded by the current new buzz word—"Green." I think most people would agree that we should be aware of things we can do to decrease our "carbon footprint" on the planet. Simple things such as installing solar lights in your backyard, rather than electric are considered Green. Research has proven that turning down the thermostat by even one degree can decrease your total energy use by 3%! Think of what several degrees could do to your utility bills?

These things sound insignificant when thinking in terms of one household, but think if EVERYONE was committed to these concepts? What if businesses jumped on the bandwagon? There are companies that embrace the Green concept and have incorporated the practices in their operating procedures. One of our top customers has developed a digital meter that transmits data wirelessly to the utility companies. This "smart meter" works in conjunction with the utility company's "smart grid" to allow hourly energy consumption monitoring, which can help consumers manage their usage. For example, the appliances that use the most energy could be programmed to run when rates are the lowest. It is estimated that consumers could save as much as 8-9% on their energy bill by using this technology. The benefit is not just to the environment and our pocketbooks, this system would also allow better distribution in times of high energy usage, thus avoiding blackouts. The utility company also saves the transportation and labor costs by eliminating the need for employees to travel to neighborhoods to read the meters.

Speaking of transportation costs, another greener way of doing business is by buying local. This can be as simple as buying domestic rather than importing products, or purchasing a hybrid vehicle. One of Falcon's tools for helping customers go Lean and Green is our inventory management system, with deliveries tailored to our individual customer's needs. By getting all of your components from us instead of several other suppliers, you help eliminate transportation costs. By keeping your purchases local, you not only save the huge fuel costs associated with importing goods, but you help strengthen the American economy.

A local Charlotte company has a burgeoning business manufacturing hybrid buses that have become extremely popular with municipalities for a variety of reasons, not just the environmental impact. Government grants cover half of the cost of these vehicles. In addition to those savings, maintenance costs for the buses are estimated at being 41% less than a standard bus!

Individuals may get anywhere from \$250.00- \$3400.00 by purchasing a car that runs on alternative fuel, or a lean burn diesel vehicle. The refund is dependent upon the amount of gas saved by the vehicle and its weight. More info on credits is available on www.dsireusa.org. There are many federal tax breaks as well as individual state incentives. Check out the IRS official website (www.irs.gov) to get more info on those.

There are so many things we can do to support Green initiatives that there is not enough space in our newsletter to mention them all. The internet has a wealth of information on going Green, and companies that support the growing movement. Falcon is proud to be counted among those that do embrace this important and exciting movement, and we want to encourage all of our customers and vendors to join us in doing their part, however insignificant it may seem.

Employee Spotlight - Giovanni Cespedes

Giovanni was born and raised in San José, Costa Rica. After graduating from ULACIT (university) in 2000, he moved to South Carolina and started working at Wachovia as an application architect. Giovanni joined Falcon Metal in September of 2008, where he is tasked with migrating the company from our legacy system to an updated inventory system.

Giovanni and his wife, Carrie, have two wonderful daughters who are five and three years old. When he is not spending time with family, he enjoys mountain biking and playing soccer.



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