

**New York State  
Environmental Investment Program (EIP)  
Capital Project Summary**

**Candlelight Cabinetry Inc.**

**Project Background**

Candlelight Cabinetry, located in Lockport NY, has been manufacturing kitchen and bath cabinets since 1990. Candlelight is a small business, currently manufacturing a variety of custom hardwood cabinets.

The demand for their cabinets was growing steadily through the 1990's and Candlelight began running out of space. By the mid-2000s, the competition from both Canadian and out-of-state manufacturers began to increase. As Candlelight began looking for a larger facility, they also began to look at new technologies to increase their productivity and reduce their Volatile Organic Compound (VOC) emissions and Hazardous Air Pollutants (HAPS). More detailed information on Candlelight Cabinetry can be found at its website: <http://www.candlelightcab.com/company/>

**Project Description**

The project involved the installation of a flat-line finishing system to replace a majority of the handheld surface coating system. The flat-line system enabled Candlelight Cabinetry to increase their throughput while reducing their waste. This consisted of a system that controlled the amount of coating applied, diminishing the operator error of applying too much coating and reducing the over-spray. The new system was expected to allow for a doubling of production in 3 years. The expected reduction in coating usage was expected to be at least 25% resulting in a 30% increase in sales; this was expected to reduce actual VOC emissions by approximately 45 tons (15 tons per year). This total VOC reduction included 14.4 tons of HAPS (4.8 tons HAPS per year). Based on the new technology, Candlelight also

expected to reduce hazardous waste disposal by approximately 25 tons (7.5 tons per year).

**Project Results**

Shortly after Candlelight Cabinetry contacted ESD for assistance, the market began to shift. Canadian competition was no longer seen as an issue due to Chinese cabinet imports. This caused Candlelight Cabinetry to exit the "Big Box Store" market and focus on a higher end custom cabinet. This market shift significantly changed the type of product they manufactured. Candlelight began producing significantly larger cabinets and also began using a significantly larger volume of paint, as opposed to stain. After a period of time working with the equipment manufacturer and various coating suppliers, Candlelight found the coatings that worked.

Using 2006 data compared to the baseline (2000), Candlelight exceeded their targets by reducing yearly VOC emissions by over 18 tons per year and eliminated hazardous waste disposal (eliminating off site disposal of 45 tons per year). Total HAPS were reduced by approximately 3 tons per year (this is expected to continue to drop due to advances in coating technologies). In terms of growth and environmental impact, Candlelight's old system produced one pound of VOCs per \$197 of sales in 2000 and \$365 of sales per pound of VOC in 2006.

During this period, Candlelight has increased sales 197%, increased from 91 employees to over 220 employees and has increased revenue over \$10 million from the expansion.

<b>Contractor:</b>	Niagara County IDA	<b>NYS EIP Investment:</b>	\$350,000
<b>County:</b>	Niagara	<b>Contractor Match:</b>	\$656,095
<b>ESD Region:</b>	Western Region	<b>Total:</b>	\$1,006,095
<b>ESD Contact:</b>	518/292-5340	<b>Completion Date:</b>	Dec. 31, 2006