

# Industrial Offerings

Product	Brief Summary/Qualifications	Notes	Incentive* As of 1/1/21
<b>Compressed Air Systems</b>			
3rd Party Leak Survey	50+ HP variable speed compressor and/or Load/No Load operation Must have at least 5 gallons of storage per CFM if Load/No Load An audit every 2 years is recommended	<b>Estimated cost of doing nothing</b> per 2,000hr shift, at \$0.12/kwh and 20% leakage rate: 50HP System -\$2,250 200HP system - \$9,500	50/50/50** Capped at \$3,500 +\$100/leak fixed (no cap)
Flow Meters	50+ HP installed compressor capacity. These are used to determine min/max/avg CFM usage and quantify air leakage.	Efficiency Vermont consultation required for larger than 2" pipe.	100% meter cost reimbursement
Rotary Screw/Vane Compressor w/VFD	10-100 HP must be less than 90% loaded.	Incentive covers ~50% of the increased cost of the compressor.	\$150/HP
<b>Industrial Boilers - If Natural Gas customer contact VGS</b>			
3rd Party Steam Trap Survey	Additional incentives can apply after the survey for repair/replace. See Notes for more detail.	Post-survey incentives for Pressure systems: \$1.00/MMBtu - Low \$1.50/MMBtu - Med \$2.00/MMBtu - High	50/50/50** Capped at \$3,000
Pipe Insulation	\$2-3/MMBtu Call Efficiency Vermont for more information.		
Burner Controls for <400 MBh Boiler	Replaces existing burners with multi-stage/modulating units to decrease standby losses and capacity to match output to load.	Efficient burners maintain O2 levels around 3% to optimize combustion efficiency.	\$2/MBh - Low/High \$3/MBh - Linkage modulation
Burner Controls for >= 400MBh Boiler			\$3/MBh - Linkage modulation \$4/MBh - DDC modulation
<b>Lighting</b>			
LED Lighting - High Bay Fixtures	Only one LED package can be utilized per facility. If both are desired: Standard TLED Incentive \$1-3/TLED). Must call Efficiency Vermont to apply for increased incentives. Cannot be combined with instant rebates at participating Smartlight distributors.	Incentives to be capped at \$200/fixture. Minimum of 4,000 annual run hours. Can be combined with controls incentive offer.	50% fixture cost Up to \$200/fixture
LED Lighting - TLED			
LED Lighting - Controls	Must be DLC listed Network Lighting Control (NLC) system. Or EVT pre-approved system.	Customer must be willing to share minimum 6 month data (CSV format) with EVT. For Monitoring Bonus, system must be: Energy monitoring capable Capture data at 15 minute intervals or less	\$0.10/ft <sup>2</sup> high bay applications \$0.05/ft <sup>2</sup> monitoring bonus
<b>Motors &amp; Controls</b>			
VFDs	Retrofit VFD onto a throttled, bypassed, or uncontrolled non-HVAC centrifugal pump or fan load. 2,000+ hours/yr and <90% speed.	Savings varies widely. Higher HP, lower allowable speeds & longer hours better.	\$200/HP for 2-5HP \$150 for 7.5-100HP
Sensor Feedback Control	Automate VFD speed with sensor feedback to match load requirements.		\$50/HP (\$500 min -\$2,500 cap)
Notched V-Belts	Retrofit standard V-belts to notched V-belts. No motor HP min/max. Reduction in slippage, therefore greater realized HP potential.	1-4% savings compared to standard V-Belts Program to launch later 2019 at participating distributors.	\$5/belt - A Style \$10/belt - B Style \$15/belt - C Style
Synchronous Belts	Retrofit standard V-belts and pulleys to synchronous belt and matching sheaves. Must be 2+ HP centrifugal pump or fan load and run 2,000+ hrs/yr. Specify carefully!	The higher HP & longer hours the better.	\$10/HP (\$100 min -\$1,000 cap)
<b>Additional Programs/Offerings</b>			
Retrocommissioning	<a href="http://efficiencyvermont.com/services/project-support/retrocommissioning">efficiencyvermont.com/services/project-support/retrocommissioning</a>		
Chilled Water Commissioning	<a href="http://efficiencyvermont.com/services/project-support/retrocommissioning">efficiencyvermont.com/services/project-support/retrocommissioning</a>		
Lighting Design	<a href="http://efficiencyvermont.com/services/project-support/lighting-design">efficiencyvermont.com/services/project-support/lighting-design</a>		
Consulting Engineering Assessment	To help advance an idea such as heat recovery or measure exploration.	Ex. - A process that creates waste heat that is rejected. Potential to capture heat and use earlier in the process.	50% cost share of assessment capped at \$5,000

\* Incentive is capped at 100% of equipment cost.

\*\*50% of audit covered, remaining 50% will be provided if 50% of the leakage or MMBTUs are fixed within 3 months.  
New Construction must go through the Commercial New Construction Program.

**For more information or to get started on a project, call us today at 855-317-2254**

# How Blue Seal doubled down on energy savings

**FINANCIAL SAVINGS** **\$117,000**  
per year

**FUEL SAVINGS** **3,460**  
MMBtu per year

**ENERGY SAVINGS** **530,000**  
kWh per year



Dan Turcotte,  
Blue Seal's  
maintenance  
manager



## HEAVY ENERGY USE CAN YIELD HUGE SAVINGS: BLUE SEAL'S EFFICIENCY TRANSFORMATION STORY

Blue Seal is an animal feed producer whose commitment to high quality and innovation have kept them competitive. At its Richford Mill, built in 1930, 61 employees work a three-shift schedule to keep up with demand for product. But all that production comes with a cost: eight stories worth of lights and equipment that are on all day and night.

### LIGHTING UPGRADE

Efficiency Vermont coordinated with Green Mountain Electric Supply to install dimmable LED fixtures. The lights provide better visibility in the warehouse while using much less energy. The lights were paired with occupancy controls so they're on only when someone is in the area.

Savings: \$19,000/year

### BOILER ROOM UPGRADE

Blue Seal's massive boiler was always running full throttle to heat the plant and dry or steam the animal feed. Digital burner controls were installed to reprogram the boiler's motors to work only as hard as needed, when needed.

Savings: \$53,800/year  
(Plus reduced noise levels enhance worker safety)

## FAR-REACHING IMPACT

Energy efficiency upgrades bring a lot of positive change. The Blue Seal staff are pleased with the improved working conditions, and management is happy with the return on investment. By partnering with regional contractors, energy efficiency projects help support a healthy local economy.

Impact: Blue Seal's efforts have saved enough electricity to power 55 homes for a year

## PROJECT PARTNERS

Adirondack Combustion Technologies  
Green Mountain Electric Supply

## PROJECT EQUIPMENT MANUFACTURERS

MaxLite | RAB Lighting | Fireye Combustion Controls

Blue Seal is taking a phased approach to their efficiency upgrades. Their next project will be to improve their compressed air system.

Industrial facilities have energy-saving opportunities that impact bottom line, the health and safety of employees, and the economic outlook for all Vermonters.

Call Efficiency Vermont to receive a free assessment and a road-map to optimizing the efficiency of your facility.