

CASE STUDY



From left to right: Paul O'Sullivan, Franklin Energy Advisor; Dave Jaeger, IBM Energy Manager; Stan Shreve, Minnesota Energy Resources SE MN Operations Manager.

Not pictured: Marc Jimerson, Minnesota Energy Resources External Relations Manager for Large Customers, who works closely with large customers and Franklin Energy to make the Minnesota Energy Resources Conservation Improvement Program a success.

UPDATED SYSTEM ADDS CONTROL, SAVES MONEY

IBM receives almost \$60,000 in incentives.

IBM in Rochester, recently completed a project that will save 4,711 MCF of natural gas annually. The project involved controlling heat distribution to steam-driven dock heaters in four buildings. Minnesota Energy Resources provided a \$59,481 incentive to help IBM complete the project.

Before the project, a valve was opened during the heating season allowing steam to continuously flow through the system. For non-heating months, the system had to be closed manually.

The recent project added controls to regulate the flow of steam to areas only at the times and in the amounts necessary to heat the areas to programmed set points.

This is just one of many large customer projects Minnesota Energy Resources contributed to in 2012. With the assistance of conservation consultant Franklin Energy, Minnesota Energy Resources contributed \$1,607,480 in 2012, a related total energy savings of 210,519 MCF.

If your business is interested in an energy efficiency project, contact Minnesota Energy Resources at **866-872-0052** or find information online at **minnesotaenergyresources.com**.

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"The Minnesota Energy Resources rebate funds were key in selling the project. This project was very successful and has a two-year payback with the rebate included!"

— Dave Jaeger
IBM Global
Energy Manager