



# INDUSTRIAL GAS EFFICIENCY

## TRIM NATURAL GAS COSTS WITH OPERATIONS AND MAINTENANCE IMPROVEMENTS AND EQUIPMENT UPGRADES

### GAS-INTENSIVE INDUSTRIES

- Food processing
- Electronics
- Metals
- Chemicals
- Light manufacturing
- Forest products
- Agriculture

### FULL-SERVICE SUPPORT

Program Delivery Contractors (PDCs) are highly skilled, industrial energy experts who understand what works in your business and how to make the most of energy-saving opportunities. Energy Trust PDCs are located throughout Oregon so they understand your local economy and industries.

Learn more at [www.energytrust.org/pdc](http://www.energytrust.org/pdc).

In the United States, combustion systems account for nearly 75% of all energy used in manufacturing, according to the U.S. Department of Energy. For many industrial operations, natural gas costs have a significant impact on the bottom line.

Regardless of your industry, Energy Trust of Oregon can help you save energy at your Oregon facilities if you purchase natural gas from NW Natural, Cascade Natural Gas or Avista. Our team of industrial experts can analyze your operation, help you identify energy-saving opportunities and recommend the most cost-effective equipment upgrades or process improvements. We make it easy to access cash incentives. We can also provide training and support to ensure savings are real and long-lasting.

### A suite of custom incentives

To help industrial facilities realize greater natural gas savings, Energy Trust offers cash incentives for custom capital projects, operations and maintenance improvements and strategic energy management practices.

**Custom incentives** for qualified energy-efficient process or production equipment projects may qualify for an incentive of \$2.50 per annual therm saved, up to 70% of the project costs.

Incentives are calculated on a case-by-case basis and are based on the results of a technical analysis study.

Custom incentives are available for a wide range of investments, including:

- Heat recovery systems
- Specialized premium-efficiency equipment and insulation of ovens
- Kilns
- Other heat producing equipment

### Operations and maintenance improvements

can reduce energy costs with little or no capital investment and may qualify for custom incentives of \$0.40 per annual therm saved, up to 50% of eligible project costs, or up to 90% if completed within 90 days.

Incentives apply to improvements such as:

- Changing standard operating procedures
- Regular cleaning
- Re-tuning systems
- Installing sensors or valves

**Strategic energy management practices** may also qualify for custom incentives of \$0.20 per annual therm saved. To qualify, a business must participate in Energy Trust's Strategic Energy Management initiative.

### Rebates for any operation

Industrial businesses of all sizes are eligible to receive rebates for the following industrial gas efficiency projects:

- Leaking steam trap replacement
- Direct-fired radiant heating
- HVAC condensing boiler, electronic ignition
- Attic, roof or wall insulation
- Domestic hot water pipe insulation
- Low- and medium-pressure steam pipe insulation
- Greenhouse upgrades

### Additional incentives

Calculated incentives are based on estimated annual energy savings. We offer \$2.50 per therm saved, up to 70% of the project's installed costs. Project pre-approval required prior to purchase.

- High efficiency process hot water boiler
- Condensing boiler for greenhouses
- Greenhouse reglazing
- Cannabis indoor grow insulation



To learn more about how we can help your business, call Energy Trust at **1.866.202.0576** or email us at **production@energytrust.org**. To connect directly with the Program Delivery Contractor for your region and industry, visit **www.energytrust.org/pdc**.



**J.H. BAXTER, EUGENE**  
J.H. Baxter worked with Energy Trust to tune up its lead boiler, cutting annual energy costs by an estimated \$21,100.

The wood-treatment facility has invested in several energy-efficiency projects in its Eugene location since 2012, and all have been highly successful. But it was an operations and maintenance (O&M) project—tuning up the plant's lead boiler—that delivered the fastest return on investment.

Not only did the project significantly reduce the facility's annual energy costs, but J.H. Baxter also received 90% of the cost of the tune-up paid for through Energy Trust's 90 by 90 industrial O&M offer.

"The boiler tune-up project was a real home run for us. The generous cash incentive from Energy Trust meant that our investment paid for itself through energy savings in only three days." - Jeanne Olson, plant manager