



SMITH FROZEN FOODS BAGS A COOL MILLION KILOWATT HOURS

STRATEGIC ENERGY MANAGEMENT YIELDS ESTIMATED ANNUAL SAVINGS OF \$59,000

Smith Frozen Foods is no stranger to energy efficiency. The Eastern Oregon producer of vegetables and legumes has been implementing energy-efficiency improvements for years—enough to cut annual energy costs by an estimated \$300,000. But that didn't stop Smith from taking its efforts to the next level by participating in Energy Trust of Oregon's Strategic Energy Management initiative, which saved Smith an estimated 1.1 million kilowatt hours and another \$59,000 per year.

Strategic Energy Management focuses on simple behavioral changes and no- or low-cost operations and maintenance improvements that deliver significant and persistent savings. "We'd pursued capital projects, but wanted to do more," said Vernon Hawks, plant manager, Smith. "We're committed to turning over every rock and doing all we can to improve our operation and cuts costs. Strategic Energy Management made that happen."

As part of Strategic Energy Management, Smith's employees worked closely with industrial energy experts from Energy Trust for 10 months, receiving training and tools and developing long-term skills. They developed a company-wide energy policy and set a goal for how much energy they hoped to save. They established an energy team with representatives from each major area of the facility to meet monthly and discuss, implement and review energy-saving strategies. They designated an energy champion with responsibility to coordinate the team's efforts and monitor progress.

Early in the process, Smith's energy team joined Energy Trust experts in walking through the company's packaging operation and cold storage facility to assess current energy management practices and identify potential operations and maintenance improvements. This opportunity register helped Smith prioritize energy-saving efforts.

PROJECT-AT-A-GLANCE

ESTIMATED SAVINGS

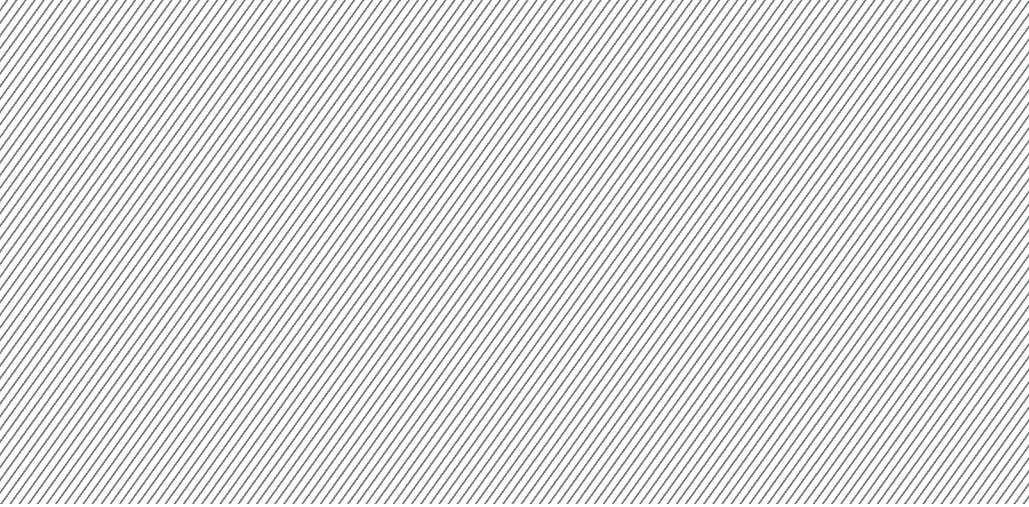
- 1.1 million annual kWh
- \$59,000 in annual energy costs
- \$22,700 Energy Trust cash incentive
- 523 tons of carbon dioxide avoided

SEM IMPROVEMENTS

- Calibrated refrigeration set points and tuned up compressors
- Adjusted refrigeration suction pressures
- Staged refrigeration compressors and condensers to match production
- Repaired a compressor economizer in the cold storage facility
- Adjusted packaging equipment schedules to minimize idle operation
- Rescheduled electric heaters to follow work and production schedules

STRATEGIC ENERGY MANAGEMENT OFFERS:

- Technical support, training, state-of-the-art tools and templates, and coaching from experienced energy experts
- Energy savings of up to 20 percent
- Cash incentives of \$0.02/annual kilowatt hour and \$0.20/annual therm saved through operational and behavioral improvements



Smith focused heavily on employee engagement, raising awareness throughout the company on its energy policy and savings goal and soliciting suggestions from employees on ways to trim energy use. “Strategic Energy Management challenges business as usual,” said Hawks. “It’s a lot about listening to employees who may not have had as much of a voice in the past, but who know a lot about how we use energy and could use it better.” Energy became a regular topic of discussion at shift meetings. Email reminders kept energy efficiency top of mind. Lunchroom displays and digital bulletin boards showed progress toward Smith’s one million-kilowatt-hour goal. Much of the communication occurred in English and Spanish, ensuring buy in from all employees. “We even held a luncheon barbeque devoted to energy, and scheduled a series of them so we’d be sure all employees could attend,” added Hawks.

A key part of Strategic Energy Management is tracking energy use in real-time to monitor results and alert the energy team of any unexplained spikes in consumption that could indicate equipment issues. Energy Trust provided Smith with web-based tools to make this process easy. The tools allow Smith to normalize energy use for weather, production levels and other variables.

Because refrigeration is such a big part of Smith’s business, Energy Trust also arranged for Smith employees to attend a series of Bonneville Power Administration workshops called Refrigerator Operating Coaching.

After achieving its first-year goal, Smith made a commitment to keep the momentum going: The company promptly set a goal to trim energy use by 5 percent in its second year of Strategic Energy Management.



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Strategic Energy Management gave us broader awareness on how we use energy. It’s amazing how much you save when you get all employees involved in questioning how you operate equipment or whether it needs to be on at a particular time.

Vernon Hawks
plant manager
Smith Frozen Foods

