



# SAVINGS ARE A WRAP

## DIRECT INSTALL PIPE INSULATION COSTS NOTHING, SAVES ENERGY

Adding insulation to heated pipes can benefit industrial facilities in several ways. Exposed pipes lose heat to the air around them, wasting energy and creating a safety risk. By enclosing the hot pipes, insulation minimizes heat loss, saves energy and prevents potential burns. Plus, insulated pipes look better. With Energy Trust of Oregon's direct install pipe insulation offer, businesses can add insulation for free and start saving on energy costs right away.

Energy Trust incentives are a compelling benefit for customers and trade allies. The direct install pipe insulation offer covers the cost of materials and labor, so there is no out-of-pocket expense for standard insulation. The offer is flexible for customers whose processes require more expensive pipe jacketing, allowing them to participate at substantially reduced costs by paying only the additional amount for the more expensive materials

### Improves efficiency and safety

At its 87,000-square-foot flour mill in North Portland, Grain Craft produces 720,000 pounds of flour every day, which is then packaged and delivered to commercial bakeries throughout the Pacific Northwest. The mill has been in operation since 1920 and is looking to improve energy efficiency and sustainability. To that end, Plant Manager Chris Rodriguez has engaged the company in Energy Trust's Strategic Energy Management (SEM) offering. During a treasure hunt around the mill to find opportunities for energy savings, the SEM account manager noticed steam pipes that would benefit from insulation, specifically through the free direct install pipe insulation offer.

## PROJECT SNAPSHOTS

### Alpenrose Dairy

- Heating fluid: medium pressure steam and hot water
- Pipe size: 1" - 10"
- Insulation thickness: 1" - 2"
- Length: 714 linear ft
- \$30,090 project cost
- \$30,090 Energy Trust incentive
- \$16,000 estimated annual energy cost savings
- 22,086 estimated annual therm savings

### Grain Craft

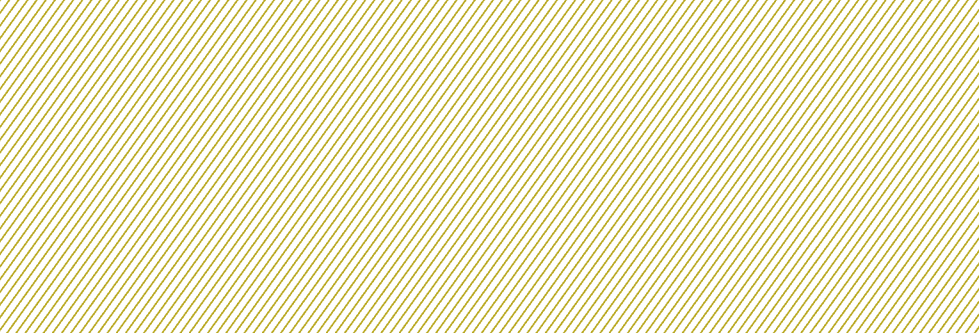
- Heating fluid: Low pressure steam (<15 psig)
- Pipe size: ½" - 6"
- Insulation thickness: 1" - 2"
- Length: 405 linear ft
- \$16,200 project cost
- \$16,200 Energy Trust incentive
- \$7,200 estimated annual energy cost savings
- 8,000 estimated annual therm savings

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I appreciated how easy it was. All I had to do was point to the pipes. The contractor knew what to do and ran with it.

”

Chris Rodriguez,  
plant manager, Grain Craft



### Energy savings with ease

Alpenrose Dairy has been producing quality dairy products found in Portland homes since 1916. The company was recently acquired by Smith Brothers Farms and Regional Manager Patrick Ryan has been evaluating energy-saving opportunities. When he learned about the new direct install pipe insulation offer from Energy Trust, Ryan and Alpenrose stepped up to be the offer's inaugural customer. Because the dairy could upgrade its pipe insulation at no cost, the project shifted from a "someday" to a "now" priority.

Ryan was sold on the features of Energy Trust's free offer: no out-of-pocket costs for Alpenrose, a vetted trade ally to do the work, and energy savings going forward. The dairy chose J&J Mechanical Insulation, one of Energy Trust's approved trade allies, to complete the work which included 714 linear feet of pipe insulation. The process went smoothly and Alpenrose appreciates the offer's value. The dairy expects to save an estimated \$16,000 annually on energy costs.

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**As a regional manager at different facilities, I have a lot to oversee; this upgrade was one of the easier things I've had to handle.**

”

Patrick Ryan,  
regional manager,  
Alpenrose Dairy/Smith Brothers Farms



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