



Energy Incentives from We Energies



S U C C E S S S T O R Y

Incentive
\$12,257

Customer
Pierce Manufacturing

Project
Replaced a 75 hp load-no load
Air compressor with a new
100 hp variable frequency drive
Air compressor.



Source of Lead
Brabazon Pump & Compressor,
Green Bay, WI

Savings Achieved
Total kW: 27.06
kWh/yr: 107,378
\$/yr: \$6600

Total Project Cost
\$40,858

Date Complete
November 2005. Site inspected Dec. 1, 2005.

Overview

As a Wisconsin manufacturer competing worldwide, Pierce Manufacturing focuses on minimizing operating costs and maximizing profit margins while maintaining competitive customer pricing.

The Energy Incentives from We Energies program was key for Pierce in following its cost/profit operating strategy and meeting its budget goals.

"The incentive amount proved to be the deciding factor for us. Without it we never would have been able to afford to take on the project," said Dan Sutheimer, Facilities Manager.

"Not only were we able to completely remove a 75hp air compressor, but the new variable speed compressor permitted us to completely shut-off the existing 100 horsepower load-unload compressor. This has been a big advantage in how we operate."

Specifically, the Custom Program incentive allowed Pierce to:

- Match compressed air supply to demand side load resulting in kW and kWh savings producing a \$6,606 annual savings and yielding a 6.2 year payback.
- Increase air compressor reliability.
- Lengthen routine air compressor maintenance service intervals.
- Reduce air compressor maintenance costs.

Based on the success of this project, Pierce applied for and received an incentive totaling nearly \$20,000 to convert a ventilation system from fixed to variable speed. This conversion is expected to produce an annual savings of \$28,252.00, 40.5 kW, and 422,087 kWh per year.

www.we-energies.com/EE

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