Tuesday Webcast for Industry

Key Energy-Saving Activities for Smaller Facilities

Webcast Questions and Answers: January 10, 2012

Presenters:
Tom Wenning, Technical Account Manager, Oak Ridge National Laboratory
Richard D. Feustel, Corporate Energy Services Manager, Briggs & Stratton Corporation

The U.S. Department of Energy's (DOE's) Office of Advanced Manufacturing Program (AMO) hosts a series of webcasts on the first Tuesday of every month from 2:00 p.m. to 3:00 p.m. Eastern Standard Time. The series' objective is to help industrial personnel learn about software assessment tools, technologies, partnership opportunities, and a variety of other resources that can be used to find ways to save energy and reduce carbon emissions.

Tom Wenning, a Technical Account Manager with Oak Ridge National Laboratory (ORNL), and Richard D. Feustel, Corporate Energy Services Manager for the Briggs & Stratton Corporation, were the presenters for the January 2012 seminar, *Key Energy-Saving Activities for Smaller Facilities*. Following are the questions asked by attendees during the webcast, as well as the presenters' responses.

Presenter: Tom Wenning, ORNL

What is the general breakdown among small-, medium-, and large-sized plants?

The breakdown is any company consuming more than 0.5 trillion British thermal units (TBtu) of source energy is considered large. Medium-sized plants are those with source energy consumption between 0.26 TBtu and 0.5 TBtu. Any company consuming less than 0.26 TBtu of source energy is considered small.

Are government facilities able to take advantage of the Industrial Assessment Center (IAC) program?

Government facilities have been able to leverage IAC centers through different mechanisms, typically through the Federal Energy Management Program (FEMP) and its industrial initiative. This program helps connect industrial facilities that generally work through FEMP to find cost-effective energy management opportunities. IACs serve only industrial manufacturers with specific NAICS codes.

Can IACs conduct assessments for international partners and large facilities?

Yes, but with several restrictions and on a case-by-case basis. In the past, we have contracted for some international IAC activity. Most of these instances were not assessments, although there were assessments conducted in Puerto Rico. Recently, some countries have expressed a growing interest in the IAC program, and they are interested in starting their own similar programs.

For large-sized companies, requests for IAC assessments are evaluated on a case-by-case basis. It depends on the magnitude of the facility. If a large facility wants to work with an IAC, that facility may be able to find a way to conduct a cross-cutting assessment; this may include looking at a limited section of the facility.

(***Richard Feustal***) Briggs & Stratton is relatively large and generally cannot do assessments through IACs, but the company can utilize IACs through its smaller R&D facility.

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How many assessments are conducted in a year through the IAC program?

It varies. In the past, it was around 25 assessments per center per year. Recently, that number has gone down to about 12 per center per year. Going forward, we're estimating roughly 500 assessments per year for the entire program.

What are the criteria for qualifying for an IAC assessment?

The criteria for an IAC assessment are as follows:

(1) Must be a manufacturing facility (SIC code between 20–39)
(2) Must be within 150 miles of the IAC
(3) Must have less than 500 employees at the facility
(4) Must have an annual energy bill of less than $3 million
(5) Must have a maximum sales amount of $100 million or less.

There are exceptions, and flexibility does exist for larger facilities.

Presenter: Richard D. Feustel (Briggs & Stratton Corporation)

Does Briggs & Stratton have plans to pursue the ISO 50001 energy management standards or Superior Energy Performance certification?

At this time, we're still researching. We've been following these standards since inception but are currently focusing on our internal energy management plan. We are trying to educate ourselves by listening to webinars and, perhaps at a later time, we'll be able to present a good case to senior management to pursue these options, as it does cost money to become certified.

Can you discuss the energy metrics used to capture the progress made toward your energy intensity reduction goals?

While working with the U.S. Department of Energy (DOE), metrics on energy intensity are based on production units and energy usage. Currently, we do not use one set detailed methodology. We have asked our facilities to provide energy metrics, which we then evaluate in order to come up with an overall number for corporate-wide data.

What was your experience when trying to attain corporate buy-in?

Initially, it was difficult. Trust didn't exist between senior executives and the energy team. If we requested $100,000–$500,000 for energy projects, the credibility wasn't there. However, as energy projects began moving forward, credibility grew rapidly. We started with lighting projects and heating, ventilating, and air conditioning (HVAC) projects, which produced results right away. Employees began noticing the results and seeing the benefits. Lighting projects yielded to better illumination and less energy consumption; therefore, it's easier to maintain support and build credibility for future projects.

Has Briggs & Stratton tried to engage its supply chain in any energy projects?

Yes, when energy audits are conducted, we do encourage our supply chain to adopt projects and explore areas where inefficiencies are identified.

Do energy projects get replicated from one facility to others?

Projects have been replicated in the past, which is the purpose of a corporate energy manager. Before I joined the company, a lighting project was conducted at three facilities. When asked about potentially implementing another project at a different facility, I suggested we identify projects already conducted at other facilities and replicate efforts. Facilities simply were not communicating with one another. Currently, replication is widely encouraged and practiced corporate-wide. Recently, we had a networking meeting where projects and ideas were discussed across the company and similar issues were brought to the table. Communication is imperative, and it is growing substantially throughout our company.

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How do you gather or collect intelligence from employees on energy innovations?

At Briggs & Stratton, we have innovation integration software that employees can use to track and submit these ideas, as well as openly discuss ideas with the energy management team. Really, this is done at the plant level, where they generate ideas and collect them.

What kind of kind of resources has Briggs & Stratton attained through its Technical Account Manager with the Better Plants Program?

Briggs & Stratton's Technical Account Manager is Daryl Cox from ORNL. He's worked with us on two large energy systems assessments—one for compressed air study, where he provided technical experts, and one for an aluminum furnace assessment. We invite him to our energy management meetings, where he attends either in person or by phone; as soon as he's informed on where we are with our projects, he helps lead projects and assists with metrics for each facility to improve accuracy of energy intensity measurements. Additionally, he relays useful information to us about what's going on within DOE, resources available and in development, new technologies, and upcoming webinars, as well as maintaining our connection with industry and companies that have conducted projects of interest. Lastly, he assists with the process of submitting our annual report, as required for a Better Plants Program Partner.

For More Information

To access slides from this webcast as well as others in the series, please visit the webcast homepage at *http://www1.eere.energy.gov/manufacturing/resources/tuesday_webcasts.html*.