

American Foods Group Energy Team Finds Over \$1,000,000 of Low Hanging Fruit

CASE STUDY

American Foods Group in Green Bay, Wisconsin is a model of consistency, diligence and eagerness as it pursues an energy efficiency advantage in the face of inexorable energy cost increases.

“We understand that energy costs for WPS are going up and that these will be passed on to customers like us, but we really appreciate the service that WPS and Focus on Energy provide so that we can understand and better control our energy costs.”

—Dan Klaus, Senior Manager

Energy costs are part of doing business, so why not be efficient about it? Controlling energy costs is the way to do it.

SEEING THE IMPACT

Teaming with Wisconsin Public Service Corporation (WPS) and Focus on Energy, Wisconsin’s energy efficiency and renewable energy initiative, American Foods Group has created an energy management team that rigorously seeks out new energy saving opportunities. To date, the company’s Energy Management Team had considered 51 projects. They completed 16 projects in 2006 which translated into \$143,000 in energy cost savings with a half-year payback on costs.

Another 11 projects have been quantified, submitted and/or approved. These new projects will save an additional \$0.9 million with an average payback of about six months.

The team, including representatives from accounting, operations and management, began small after attending the Focus on Energy training seminar Practical Energy Management™ in the spring of



Top row: Ed Arnstad, Plant Superintendent; Jay Parizek, Project Supervisor; Rod Vlach, Electrical Supervisor. **Bottom row:** Bryan Kleczka, Harvest Supervisor; Dan Klaus, VP-Operations; Buck Derouin, Plant Engineer; and Pam Nuthals, Staff Accountant

AMERICAN FOODS GROUP ENERGY TEAM ELEMENTS OF SUCCESS

- ✓ Corporate champion
- ✓ Dedicated personnel
- ✓ Multifunctional team
- ✓ PEM project tracking software serves as memory and cue to action
- ✓ Short meetings every two weeks
- ✓ Strong facilitator
- ✓ Team accountability
- ✓ Doable, bite-sized assignments

2005. Facilitated by Chet Bergstrom and Ken Kozak, WPS representatives, and with the support of Focus on Energy’s Tim Dantoin, the team meets for one hour every two weeks.

At each meeting, the team identifies new projects and enters them into their tracking spreadsheet. The project tracker includes the date of entry, the next task related to that project and the person responsible for completing the task. Most projects require several bite-sized tasks that can be accomplished by the next meeting to maintain momentum. Tasks may include estimating potential energy savings, getting bids from contractors, or even taking a field trip to investigate a technology. Eventually the project list gets vetted for feasibility and priority. The tracking spreadsheet can estimate energy savings and can be used to identify and assign new responsibilities.

The ability to quantify energy savings provides great value, enabling the team to visualize the impact of its efforts. The team can now show projections and results to upper management and provide the capital improvement team with energy efficiency project ideas for consideration in budget decisions.

To learn more about Focus on Energy, call 800.762.7077 or visit focusenergy.com

Planned and Completed Energy Efficiency Projects at American Foods Group

	Number of Projects	MWh Saved	kW Reduced	Therms Saved	Water Saved (MM Gals.)	Cost Savings	Project Cost	Simple Payback (Years)
Over Priority Threshold	3	804	0	0	0	\$35,512	\$14,002	0.4
Submitted or Approved	8	255	131	507,469	31,616	\$864,946	\$519,388	0.6
Completed	16	1,537	99	51,668	9,018	\$143,176	\$74,161	0.5
All Project Opportunities To Date	27	2,596	230	559,136	40,634	1,043,634	607,551	0.5

ABOUT AMERICAN FOODS GROUP

American Foods Group in Green Bay, Wisconsin, is a bona fide Green Bay packer. It processes cattle to produce branded and private-label beef products for the grocery and foodservice industries. Products include fresh, frozen, and cooked meats, such as ground beef, bacon, beef cuts, deli meats, and sausage. American Foods Group also operates a pet treat business.

Practical Energy Management™ (PEM) is a customized, systematic energy management approach to profile your energy use, identify and prioritize energy saving projects, capitalize and implement projects, communicate results to management and continually improve your overall process. The process is customized to meet the user's specific needs. The tools provided by PEM include project tracking software and energy Best Practice calculations. It provides a tool for you to "fish" for energy savings on your own, long after Focus on Energy has left your site. More than 800 companies have been trained in this approach over the past four years.

Through Focus on Energy, you can also enroll in specific on-site training, coaching and team facilitation for your company's Practical Energy Management Team.

"We recognize the value of saving energy on a large scale that makes a difference on profit. We also realize that by educating our employees, they can impact their own utility bills."

– Buck Derouin, Plant Engineer

PROJECT TEAM

American Foods Group

Conducts meetings, assigns responsibilities, implements projects, tracks progress and communicates with management

Focus on Energy

Provides technical training and meeting support

Wisconsin Public Service Corporation

Facilitates team meetings and provides real-time energy use analysis, technical analysis and software support

How Can Focus on Energy Help You?

Focus on Energy provides specialized support for Wisconsin industries. Services include project evaluation assistance, savings assessment, financial assistance for stalled projects and feasibility studies, Best Practice training and energy management tools.

Sign up today for Focus on Energy's Practical Energy Management Overview. Go to: focusonenergy.com/training

For more information, call 800.762.7077 or visit focusonenergy.com.