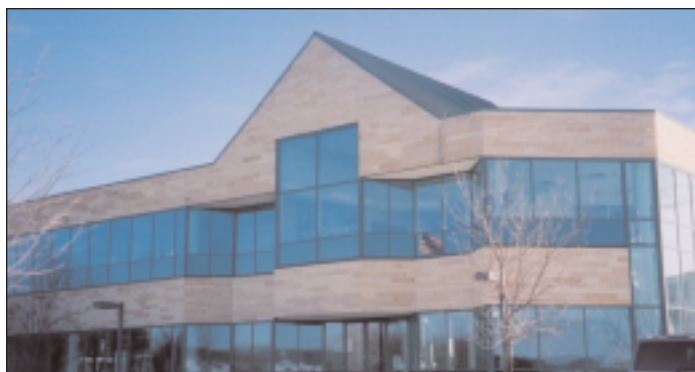


PowerGrant Profiles



Banta Publications: Conservation by the Book

On a typical day, the massive presses at Banta Publications in Long Prairie, Minn., are a dizzying blur of spinning rolls, speeding webs of paper and brilliant flashes of color. The Central Minnesota facility, part of Banta Corporation (NYSE:BN), produces more than 300 titles of periodical publications. Translated into actual pieces, that means printing, folding, binding, sorting, labeling and shipping a total of 328,000,000 special-interest magazines, journals and catalogs each year.

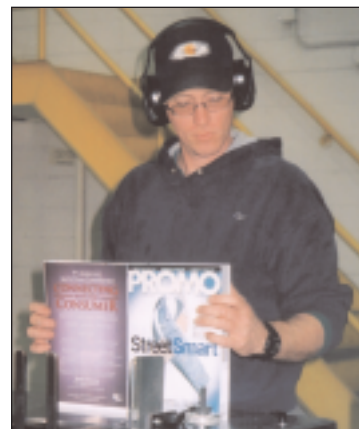


Conservation improvements have earned Banta Publications in Long Prairie more than \$200,000 in rebates from Minnesota Power.

This demanding production schedule requires Banta Publications to run its state-of-the-art presses and binderies around-the-clock. It is an expensive and energy-intensive proposition to keep this 310,000-square-foot facility and its equipment up and running. The company continually looks for ways to maximize resources, increase efficiency and lower costs.

Conservation is an important part of Banta Publications' continuous improvement program. Over the years, it has significantly lowered its electricity use, reduced monthly utility bills and increased productivity by implementing numerous energy-saving systems and technologies. Recent conservation projects,

including a new energy management system (EMS), a plant-wide lighting conversion, an upgraded equipment cooling system and other process improvements, have reduced the facility's annual energy usage by more than 5,000,000 kWh. This saves the company, literally, hundreds of thousands of dollars per year. Minnesota Power has been a partner in these efforts, providing more than \$200,000 in PowerGrant rebates to offset capital investments. One example is the EMS, which controls demand and operating times of rooftop heating, cooling and ventilation equipment. Installed in 2002, this system reduces demand by a projected 300 kW and saves Banta Publications \$13,754, per year. With a \$60,000 rebate from Minnesota Power, the \$88,000 EMS has quickly paid for itself.



Energy-efficient process improvements allow Banta Publications to produce more magazines and catalogs without raising utility bills.

Often the benefits of conservation improvements extend beyond simple energy savings. Banta Publications' plant-wide lighting conversion, completed over three years, replaced outdated metal halide and T-12 fluorescent lighting with energy-efficient T-8 fluorescent lamps and electronic ballasts.

PowerGrant Contact Information

For more information, please call Minnesota Power's Conservation Improvement Program toll-free at 800-228-4966 ext. 2902.

"Energizing Our Region" through Conservation Improvement

Minnesota Power's Conservation Improvement Program (CIP) works with local leaders, businesses, community groups, other energy providers and government entities to help customers reap the economic and environmental benefits of sustainable energy savings. Minnesota Power and its partners accomplish this through research, education, evaluation and direct impact initiatives.

Find out how you could get a PowerGrant

Minnesota Power awards grants to commercial/industrial customers who use innovative technologies, improve manufacturing processes, undertake renewable electric energy projects, or who need project design assistance. PowerGrant awards are available for a wide variety of projects employing diverse technologies.

Here are some examples of activities or products that could qualify for MP funding under the PowerGrant Program:

- New electro-technologies that lower energy costs per unit of production in a manufacturing process
- Innovative technologies that are new and underutilized in our regional marketplace
- Inclusion of energy-efficient options in the design phase of a project

Maximum annual grants are determined by a customer's average billing demand:

| <i>Customer Demand</i> | <i>Maximum Rebate</i> |
|-------------------------------|------------------------------|
| 0 to 100 kW | \$10,000 |
| 101 to 300 kW | \$25,000 |
| Over 300 kW | \$50,000 |

Customers may submit multiple grant requests.

Other MP Products and Services

In addition to PowerGrants, MP CIP offers commercial and industrial customers other energy efficiency products and services. These include energy audits, rebates, dual fuel, storage/off-peak services, outdoor and area lighting and economic development assistance.



High-bay, T-8 fluorescent lighting in the bindery provides consistent, color-correct lighting, while saving energy.

Improved payback helps win approval for projects.

In addition to kilowatt savings, the project has lowered maintenance costs by reducing the overall number of fixtures and standardizing replacement parts and procedures. It also has improved quality control and plant safety.

"As a printing plant, light and color are important to our process," said Glenn Downing, plant engineer and continuous improvement coordinator. "The new lighting is consistent and color correct, so we can more accurately view books coming off of the presses. Plus, improved visibility around equipment has led to a safer working environment."

Banta Publications works closely with Minnesota Power and its energy consultants to identify

conservation projects that qualify for PowerGrant rebates and other incentives.

"Many of the projects we have completed would not have happened without the rebates," said maintenance superintendent Allen Hinze. "PowerGrants reduce the time frame for payback and help sell projects to upper management."

"Banta Publications is very aggressive at pursuing new technologies and has learned the value of programs like PowerGrant rebates in accomplishing them," said Mary Bindewald, a regional account manager for Minnesota Power. "Other companies can utilize these same tools to improve their operations and save money. We're eager to help them."