

# PowerGrant Profiles



## **TEAM Industries:** *Conservation Is a Winning Approach*

Snowmobiles and other recreational vehicles are getting faster, sleeker and more energy efficient all the time, and so are the manufacturing processes used to make their moving components. That certainly is true at TEAM Industries (TEAM), a leading manufacturer of transmission and drive train components with six production plants in Minnesota and a seventh in North Carolina. Its customers include some of the world's largest and best-known producers of snowmobiles, all terrain vehicles, golf carts and agricultural equipment.



*Major customers of TEAM Industries in Park Rapids demand continuous improvement in environmental performance.*

Continuous engineering and process improvements help give TEAM a competitive edge in this increasingly global market. Minnesota Power is part of the team effort. It provides reliable, low-cost energy to the company's Central Minnesota facility in Park Rapids and offers PowerGrant rebates to offset the cost of new equipment and system upgrades that conserve energy and reduce electric demand.

TEAM's Park Rapids plant is a 126,000-square-foot facility that employs 210 people. It specializes in high-speed machining and assembly of transmission and clutch components for recreational vehicles. The Park Rapids plant alone earned nearly \$20,000 in

PowerGrant rebates for conservation improvements in 2004. The completed projects will allow TEAM Industries to significantly increase production with a deferred demand savings of 72.8 kW and a deferred energy savings of 501,909 kWh per year. Payback is anticipated in less than six years.



"Some of the equipment upgrades we've made allow us to both mill and turn (lathe) components with one machine, instead of two," said Ron Leyba, maintenance manager at the Park Rapids facility. "We've reduced the number of machines running because their features enable us to do more with less."

*Energy-efficient T-8 fluorescent lighting reduces electric demand and saves money.*

"We went from old manual mills to ones that are much faster and more efficient," echoed Ken Bynum, a maintenance electrician who helps keep the machinery running in the bustling plant.

Gary Olson, a project manager with Matt Haley & Associates, has been impressed with improvements at TEAM. As a Minnesota Power consultant, he helps commercial and industrial customers calculate energy

### **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:

<b><i>Customer Demand</i></b>	<b><i>Maximum Rebate</i></b>
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.



*Process improvements identified by maintenance manager Ron Leyba (top) and electrical maintenance engineer Ken Bynum (bottom) earned TEAM nearly \$20,000 in MP PowerGrant rebates in 2004.*

## ***Conservation is an economic development tool.***

savings and determine if projects qualify for PowerGrant rebates. "All of the new equipment at TEAM produces more parts with less energy, and some machines actually require less electricity to operate than the ones they replaced," Olson said. "This led to higher rebates based on the increases in production per unit of energy."

"Making a positive contribution to the communities in which we locate is a core value at TEAM Industries. We are committed to protecting the environment, our employees' safety and conservation of our resources," commented Max Fortier, plant manager.

"Our major customers want to see continuous improvement in environmental performance and demand accountability," Leyba said. "Whether it is by

recycling aluminum, choosing environmentally safe products, or maximizing energy conservation rebates, we demonstrate that we are conscious of the environment and the impact our operations have on it."

That's good business, according to Mary Bindewald, a regional account manager for Minnesota Power who serves Central Minnesota.

"Environmental responsibility is very important in today's competitive world," Bindewald said. "The PowerGrant program makes it easier for decision makers to invest in technology that saves energy and heightens productivity. It is an economic development tool for companies committed to conservation and long-term sustainability."