

Business Energy Solutions—Production Efficiency: Harry & David



Dan Rice, utility engineering manager

High-efficiency lighting is a fruitful investment

Harry & David has been growing, packaging and shipping luscious Oregon pears and other fruit for 74 years. Today the company is a gourmet fruit and gifts business that operates from a 55-acre campus in Medford, Oregon, with 2,700 acres of orchards. As the company has grown, it has invested in high-efficiency equipment to ensure that its energy use shrinks.

The latest investment, an 825-fixture lighting upgrade in the company's fruit production facility, is expected to use 44 percent less electricity with estimated annual savings of \$37,853. The high-efficiency lighting also offers better light quality and color rendering, which is necessary for employees to identify bruises and other imperfections as they sort fruit.

The project qualified for \$122,167 in Energy Trust incentives, and Harry & David applied for Oregon Business Energy Tax Credits to save even more. With energy cost savings, payback is expected to be less than six years, before tax credits. After that, savings are money in the bank.

“Harry & David has invested in energy-efficiency improvements for more than 15 years. We estimate that we save more than 6,500 megawatt hours of electricity annually thanks to high-efficiency lighting and equipment.”

Dan Rice, utility engineering manager
Harry & David

Goals

- Reduce energy consumption
- Lower energy costs
- Improve light quality
- Improve productivity

Strategies

Energy Trust trade ally Valley Electrical Contractors recommended that Harry & David replace inefficient metal halide lights with high-efficiency 6-lamp T5 and T8 lights, all with occupancy sensors. T8 lights were installed in areas with ceilings lower than 12 feet.

Project Benefits

- Estimated annual savings of 970,591 kilowatt hours
- \$37,853 annual energy cost savings
- Improved light quality and color rendering
- Reduced environmental impacts

Equipment Installed

- High-efficiency 6-lamp T5 and T8 fixtures with electronic ballasts—825
- Occupancy sensors—825

Financial Analysis

An Energy Trust incentive and annual energy cost savings helped Harry & David offset the cost of energy-saving upgrades. Oregon Business Energy Tax Credits will save even more.

\$344,529	Project cost
- 122,167	Energy Trust incentives
\$222,362	Project cost after incentives

\$37,853	Annual estimated energy cost savings (electricity)
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Estimated payback from energy savings: 5.7 years*
(before tax credits)

*Based on 2007 electricity prices; as prices increase, payback period decreases

(Continued on back)



Project Team

Harry & David
Energy Trust of Oregon, Inc.
RHT Energy Solutions
Valley Electrical Contractors, Inc.

Utility

Pacific Power

“We depend on people like Energy Trust and RHT Energy Solutions for their energy expertise. They become part of our team, they get to know what we do here, they get to know our product, our facility and our energy loads. When we work together, we can get a lot more projects done.”

Tom Klinefelter, plant engineering director, Harry & David

Harry & David reduced electricity costs and improved productivity with high-efficiency lighting in its fruit production facility. The 825-fixture upgrade, which is expected to reduce electricity costs by \$37,853 a year, included occupancy sensors that turn off lights in areas that are not in use.

Start saving today

Energy Trust helps Oregon industries improve the energy efficiency and productivity of their manufacturing processes. Energy Trust's Production Efficiency program offers financial incentives, technical assistance and other services to help you maximize energy efficiency.

To find out more, call 1-866-368-7878 or visit www.energytrust.org.

Energy Trust of Oregon, Inc., is an independent nonprofit organization dedicated to energy efficiency and renewable energy development. Our mission is to change how Oregonians produce and use energy by investing in efficient technologies and renewable resources that save dollars and protect the environment. We serve Oregon customers of Portland General Electric, Pacific Power, NW Natural and Cascade Natural Gas.

Energy Trust provides technical assistance and financial incentives but does not install energy systems or equipment. This work is done by independent businesses that are solely responsible for the quality and performance of their installations.

Printed with vegetable-based inks on paper that contains 100% post-consumer waste. 1M 11/08

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