
LAMPSON INTERNATIONAL receives \$22,406 incentive for new, energy efficient air compressor.

INTRODUCTION

The Bonneville Power Administration's Energy Smart Industrial program has had tremendous success working with public utilities and their industrial customers to improve energy efficiency throughout the Pacific Northwest. Many companies are receiving financial assistance for replacing or retrofitting older systems with energy efficient alternatives.

INCENTIVES CREATE "EASY BUSINESS DECISION"

The air compressor in Lampson International's fabrication shop had been in operation for 35 to 40 years, dutifully supporting welding, grinding, and machine fabrication tasks. But according to Herb Coulter, Director of Purchasing at Lampson, its lifespan was coming to an end.

"The compressor was requiring more time and money to maintain," Coulter says. "We knew it would need to be replaced in a few years."

Located in Kennewick, Wash., Lampson provides crane rentals, heavy lift and transport engineering support, and extreme capacity lift and transport equipment. During a routine maintenance call on the old air compressor, the company's equipment vendor suggested incentives might be obtainable for an upgrade.

Knowing the compressor was nearing the end of its usable life and not knowing how long incentives would be available, Lampson decided to explore the opportunity. The equipment vendor suggested an energy efficient alternative and performed some initial calculations to quantify the potential energy savings. Benton PUD, Lampson's serving utility, then facilitated the paperwork and submitted an incentive application through the BPA ESI program.

"We're not a power company, and it's difficult for us to spend time on things outside of our primary business focus," says Coulter. "It's great to have assistance in evaluating, pursuing, and funding these types of opportunities."

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ORGANIZATION

Lampson International LLC

UTILITY

Benton PUD

PROJECT

Air compressor upgrade

ENERGY SAVINGS

82,181 kWh/y

ENERGY COST SAVINGS

\$4,438 per year

INCENTIVE PAYMENT

\$22,406

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Herb Coulter,
Director of Purchasing,
Lampson International

Within two months, Lampson had a new, energy efficient air compressor that is saving the company 82,181 kWh and \$4,438 in energy costs per year. Better yet, Lampson received a \$22,406 incentive from Benton PUD through the ESI program to offset the \$35,852 project cost.

“Incentives are clearly a motivating factor,” Coulter says. “There are several things we wouldn’t or couldn’t have done without financial assistance, and we got a better compressor as a result.”

The benefits extend beyond cost savings, Coulter adds. The new air compressor doesn’t require as much maintenance. It delivers better, more constant pressure. And it is much quieter than the previous compressor, making for better working conditions in the fabrication shop.

In the end, Coulter said the decision to upgrade was a simple one.

“We saved \$22,000 on a piece of equipment that needed to be replaced,” says Coulter. “It was an easy business decision.” ●

For more information about BPA ESI:

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