

# ENERGY @WORK



*This newsletter is written for business customers. We hope you find the following articles interesting and informative.*

## More efficient lighting allows Blake Trailers to pull less electricity



*Tana & Montry Smith*

Blake Trailers, Inc., was founded around 1970 in Star, Idaho. “We have two niches,” said owner Montry Smith, “really well-built horse and specialty trailers and custom metal work.” The company is known for their well-built trailers

throughout the West. “They’re one of the best,” says a ranch wife from North Powder, Oregon. “You could ask for a better trailer, but you won’t get it.”

Their custom metal work—which expands the business beyond trailer manufacturing, service and repair—is also gaining a quality reputation. In fact, Idaho’s World Trade Center Memorial is one of Blake’s metal fabrication projects.

### **Better light from fewer bulbs**

Today, Blake Trailers operates out of a “big sprawling building” explained Tana Smith, Montry’s business and life partner. The large building draws a lot of power, especially from its lights. Tana and Montry knew they could cut their energy use by upgrading their lighting system, but they faced challenges. “As a small business, it’s hard to afford a project like that,” Montry said. “But the Idaho Power incentive allowed us to do the whole building at once.” By replacing the building’s T-12

lighting fixtures with T-8 fixtures, Blake Trailers reduced its energy use in two ways. The T-8s use less electricity and emit more light, so the company needed fewer fixtures. The building had 110 lights and now has 100. They also installed motion sensors in the offices and replaced their exterior lighting with new LED fixtures.

The new fixtures are more efficient, and they produce better light. “Never has our paint room been so well lit,” Montry bragged, “which is a real boost for safety and quality control.”

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*Custom metal work by Blake Trailers.*

# Energy Efficiency Makes Good Business Sense

From large industrial facilities to small stores, energy efficiency makes good business sense. Idaho Power's commercial incentives can help reduce operating and maintenance costs while shortening pay-back periods.

You can earn incentives to assist in off-setting capital expenses for new construction or major remodel projects. Lighting, refrigeration systems, controls and building shells designed better than code requirements can earn incentives.

In addition Idaho Power offers specific incentives for energy-saving retrofits in existing buildings.

Incentives are also available for large commercial and industrial customers who undertake complex projects to improve the efficiency of their electrical systems or processes. Qualified projects can earn an incentive as much as 70 percent of the project cost.

The Flex Peak Program offers incentives for reducing a set amount of electric load in response to Idaho Power called peak demand events.

Idaho Power has energy saving advisors to help you get the most out of your energy saving upgrades. For more ways to save and boost your bottom line, visit: [idahopower.com/business](http://idahopower.com/business)

Contact your customer representative to see what you can save today.

Call us at 208-388-2323, or 1-800-488-6151 from outside the Treasure Valley.

## The savings

The electrician's cost for taking out the old T-12 lights and installing new T-8 technology was \$8,673. However, the lighting retrofit incentive from Idaho Power covered \$4,321 of the costs, reducing Blake Trailers' out-of-pocket expense for the project to just \$4,352.

The power bills are lower, too. Having new and fewer lights reduced Blake Trailers' electric usage by about 43,141 kilowatt-hours (kWh) per year. That equals about \$2,041 of savings each year. "The savings have allowed us to get better equipment," Tana said. "So we can do more specialized work at the same cost of operations."

## Blake Trailers' estimated savings from participating in Idaho Power's lighting retrofit



### ESTIMATED SAVINGS

Kilowatt-Hours (kWh)/Year Saved	Project Cost	Savings (\$/year)	Idaho Power Incentive	Customer Out-of-Pocket Cost	Payback (years)
43,141 kWh	\$8,673	\$2,041	\$4,321	\$4,352	2.1



# Commercial/Industrial Training Opportunities

Technology is ever-changing. Keeping up with the latest in commercial and industrial energy efficiency measures and processes is important. Find information about classroom-style training and webinars to help keep you educated in this specialized area. You can also visit our website for an ongoing list of training at [idahopower.com/business](http://idahopower.com/business)



## Introduction to Unitary AC

Cost: Free!  
Location: Boise  
Date: Wednesday, June 1  
Time: 7:30 a.m. to 4:30 p.m.  
CEUs may be available  
Call 208-388-5099 to register.

## Advanced Unitary AC

Cost: Free!  
Location: Boise  
Date: Thursday, June 2  
Time: 7:30 a.m. to 4:30 p.m.  
CEUs may be available  
Call 208-388-5099 to register.

## Commercial/Industrial Motor Efficiency

Cost: Free!  
Location: Twin Falls  
Date: Wednesday, Sept. 14  
Time: 7:30 a.m. to 4:30 p.m.  
Call 208-388-5099 to register.

## Commercial/Industrial Adjustable Speed Drives

Cost: Free!  
Location: Twin Falls  
Date: Thursday, Sept. 15  
Time: 7:30 a.m. to 4:30 p.m.  
CEUs may be available  
Call 208-388-5099 to register

# Electric Vehicles and Your Business

As electric vehicle (EV) technology and range expands, businesses are turning to EVs to meet a variety of needs. From sustainability to operational savings, EVs and EV charging stations can be a good option for your business.

• **For your fleet:** Adding EVs to your company fleet demonstrates your company's commitment to sustainability. EVs are fun to drive, easy to maintain, and may even reduce your business' transportation-related operating costs.

• **For employees:** Studies show that next to home, work is the preferred place to charge. Offering charging stations for employee use can be an attractive perk for today's workforce.

• **For your customers:** Installing charging stations for customers with EVs provides a convenient way to recharge while they visit your business, and may encourage them to stay longer or visit more frequently. Most charging stations can be adapted to charge the customer for the power they use.

Idaho Power is leading the way for EV adoption through integration of EVs throughout our fleet, as well as the installation of a variety of charging stations at our Boise headquarters. Our website, [idahopower.com/ev](http://idahopower.com/ev) provides helpful information and links to valuable resources to consider when determining whether EVs are right for your business. Our EV team is also available to answer any questions or provide a tour of our charging stations. Contact us [ev@idahopower.com](mailto:ev@idahopower.com)



Nissan Leaf

Chevy Volt





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For your business owner  
or manager.

- More efficient lighting allows Blake Trailers to pull less electricity
- Energy Efficiency Makes Good Business Sense
- Commercial/Industrial Training Opportunities
- Electric Vehicles and Your Business

If there are specific topics you'd like to learn more about, please send your story ideas to [jjaregui@idahopower.com](mailto:jjaregui@idahopower.com)

## Summer and peak electrical demand is on the way!

Sign up by June 1 for Flex Peak incentives.

Flex Peak is a program that allows customers to earn incentives for reducing their electric load during Idaho Power-initiated demand response events during summer months of June, July and August.

Contact your Idaho Power customer representative, or the Flex Peak program specialist at 208-388-5229, or [flexpeak@idahopower.com](mailto:flexpeak@idahopower.com)



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