

# PNM Retrofit Rebate Program Case Study



## Shamrock Foods Warehouse and Distribution Center

### Project Profile:

**Facility Size:**

180,000 sq. ft.

**Retrofit Completion:**

September 2009

**Project Duration:**

5 weeks

**PNM Rebate Received:**

\$64,862.52

**Average Monthly Savings:**

\$5,200

**Average Monthly kWh Savings:**

21%

**Estimated Annual kWh Savings:**

1,080,863

**Estimated Lifetime kWh Savings:**

11,524,701



**Shamrock Foods is ranked in the top 10 nationally in foodservice companies.** The company distributes over 16,000 products in the Rocky Mountain and Southwest regions. Shamrock Foods provides products to restaurants and institutions from its warehouse and distribution center located on the west side of Albuquerque, one of the 10 largest distribution facilities in the state.

Shamrock Foods' management wanted to increase the energy efficiency of its distribution facility. They decided to review the lighting system and found that there was a significant opportunity for energy savings. Shamrock Foods worked with a PNM Business Energy Efficiency Program Trade Ally and received a retrofit rebate that reduced the cost of the project and shortened the payback period.



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## Why improve energy efficiency?

- 1 Cuts your operating costs and improves profitability.
- 2 Reduces maintenance demands.
- 3 Distinguishes your business as being eco-friendly or "green."
- 4 Allows you to use energy savings to finance business growth.
- 5 Qualifies you for rebates from PNM.

## Equipment Components

- Replaced 347 HID metal halide high-bay fixtures with linear fluorescent high-bay fixtures (T8s/T5s)
- Installed over 300 Hi-Low occupancy sensors – none on premises prior to project
- Installed 34 LED dock lights
- Relamped T8 32W with super saver T8 25W lamps

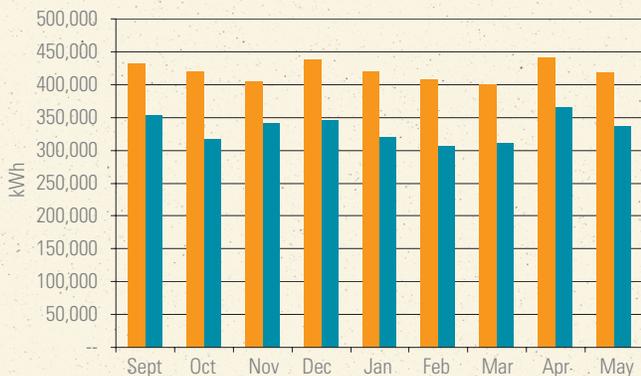
## Savings Results

- Retrofit fixtures saved over 200 kW (same lumens, fewer watts)
- Over 50 kW now controlled with occupancy sensors
- LED loading dock lighting saved over 35 kW
- Shortened payback period from 4.3 years to 3.3 years

## Payback Period Comparison

Stan Stikna, Shamrock Foods Maintenance Manager, is very pleased with the project results. "The main reason that management approved the project was because of the PNM rebate and its impact on the return on investment," he said. "The fact that the payback period was one year shorter because of the rebate pushed the decision over the top."

### Shamrock Foods Month to Month Energy Savings Comparison



Average monthly savings is equal to 21% in energy usage and approximately \$5,200 in savings. Based on \$0.06 per kWh. Does not include reduction in maintenance or other operational costs.

■ Year 1  
■ Year 2

## Improved Functionality

A benefit realized after the system was installed

The feature that employees like the most is the programmable occupancy sensors, which allow managers to address safety issues and conserve energy. The Hi-Low occupancy sensors allow for full or partial lighting during the 24/6 operations schedule. The timers turn on all the fixtures and half the lamps. The motion sensors power on all the lamps when someone walks or drives by and then turns off half of the lamps if no motion is detected for 15 minutes. "The beauty of it is that it's a passive system. No one has to remember to turn off the lights or do anything to the sensors," Stikna said. "It's one less thing you have to worry about."

To learn more about the PNM Retrofit Rebate Program, please visit [PNMenergyefficiency.com](http://PNMenergyefficiency.com)

For information on all PNM Business Energy Efficiency Programs, please visit [PNM.com/bizrebates](http://PNM.com/bizrebates)

## Working with a PNM Trade Ally

The results of working with a PNM-approved Trade Ally for the PNM Retrofit Rebate Program gave Shamrock Foods an energy efficient lighting system that reduced costs and improved functionality. "The Trade Ally was great to work with," Stikna said. It was a seamless effort. They did the prep work for the project and the paperwork for the rebate. The project was done in about five weeks with no interruption to operations."



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