



Focus on Energy Provides Flambeau River Papers Loan for Energy Efficiency Projects

PARK FALLS, Wis. (May 22, 2014) – With the help of Focus on Energy, Wisconsin utilities' statewide program for energy efficiency and renewable energy, and in partnership with Xcel Energy, Flambeau River Papers (FRP) has implemented several energy efficiency projects that will save a total of \$383,155 annually.

Working with Focus on Energy, FRP identified a number of high impact energy efficiency projects. The projects had fast economic returns, but the capital required to begin the projects was going to stall the implementation. Focus on Energy was able to structure a loan that provided no out of pocket costs, and allowed FRP to be cash flow positive from day one. Focus on Energy also helped identify the energy saving opportunities, scope project requirements, and calculate energy savings and paybacks. These projects included installation of a steam seal vent condenser on their turbine generator and a boiler deaerator vent condenser; optimized pumping of condensate from a vacuum receiver back to the boiler; rebuilt two thermocompressors; and installation of a variable frequency drive on a paper machine dry end pulper. "We wouldn't have implemented these projects without the technical and financial support of the Focus on Energy Program", said Randy Stoeckel, President of Flambeau River Papers.

The success of the first phase of projects prompted FRP to finance several other projects that are under currently construction and targeted for completion in fall of 2014. These new projects will reduce steam load and install several additional variable frequency drives and save an additional estimated 1,750,000 kWh and 78,500 therms for an annual cost reduction of \$140,000. "Without the support of the Focus on Energy program, our mill would be less competitive, less green and less energy efficient and we may not be in business today", said William (Butch) Johnson, CEO, and owner of the mill.

When all of the projects are completed, FRP is expected to annually save a total of 2,017,000 kWh and 812,267 therms – enough to power 850 homes for one year and save the mill \$523,155 in annual energy costs.

About Flambeau River Papers, LLC

Flambeau River Papers, LLC is a Park Falls, Wis. manufacturer of high-quality, recycled, uncoated free-sheet fine printing, writing and technical specialty papers. Since the mill restarted in 2006, it has created a sustainable business for Park Falls, and has woven environmental responsibility into every aspect of its work. FRP is on the leading edge of a new era in the paper industry – an era in which the needs of the environment and the principles of business have at last converged.

About Focus on Energy

Focus on Energy works with eligible Wisconsin residents and businesses to install cost-effective energy efficiency and renewable energy projects. Focus information, resources, and financial incentives help to implement projects that otherwise would not be completed, or to complete projects sooner than scheduled. Its efforts help Wisconsin residents and businesses manage rising energy costs, promote in-state economic development, protect our environment, and control the state's growing demand for electricity and natural gas. For more information call 800.762.7077 or visit focusonenergy.com.