



# FOCUS ON CASE STUDIES: BOILER CONTROLS

## Project Breakdown:

- **Equipment Installed:** Linkageless burner controls on four boilers.
- **Benefits:** Cleaner burner potential for boilers and lowered utility costs to heat the entire greenhouse facility.
- **Annual Energy Cost Savings:** \$27,706 (Calculated using \$0.53/Therm)
- **Focus on Energy Incentive:** \$27,602
- **Payback:** 3 Years

## THE PROBLEM

Natural Beauty Growers, a greenhouse in eastern Wisconsin, contacted Focus on Energy in September 2015 about installing linkageless burner controls on their boilers. Natural Beauty Growers produces over 100 million finished and young plants annually for customers throughout the United States. They were using four large boilers to heat a large acreage in their greenhouse, and the existing controls on their boilers were out-of-date. The primary function of these controls is to:

- **Deliver air and fuel to the burner that fulfills the firing rate demand**
- **Deliver an air and fuel mixture that provides safe and effective combustion**

The controls would either take too long to heat up or heat up too hot. By having outdated technology, the greenhouse wasn't utilizing the right amount of oxygen to run the boilers as clean or pure as possible.

## THE APPROACH

Natural Beauty Growers wanted to install linkageless burner controls to reduce energy usage, utility costs, and combustion emissions. Their contractor worked with their Energy Advisor to provide calculations on Therm savings, simple payback, and potential prescriptive incentives. After speaking with their Trade Ally and receiving the payback calculation of three years from Focus on Energy, they decided to move forward with the project.

## THE SOLUTION

After the installation of linkageless burner controls on their four large boilers, Natural Beauty Growers was able to realize \$27,706 in annual energy cost savings. In addition to the energy savings, the facility is now achieving the purest potential for their boilers, and running a truer, finer, and cleaner operation.



**Focus on Energy was a tremendous help through the entire process. They walked us through the paperwork and made sure all our questions were answered. Natural Beauty has worked with Focus on Energy on several projects over the past few years and the experiences have always been positive.**



**- Bill Van Pay, Natural Beauty Growers  
Denmark, WI**

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## SAVING ENERGY AND MONEY FOR WISCONSIN

Focus on Energy, Wisconsin utilities' statewide program for energy efficiency and renewable energy, helps eligible residents and businesses save energy and money while protecting the environment. Focus on Energy information, resources and financial incentives help to implement energy efficiency and renewable energy projects that otherwise would not be completed.

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