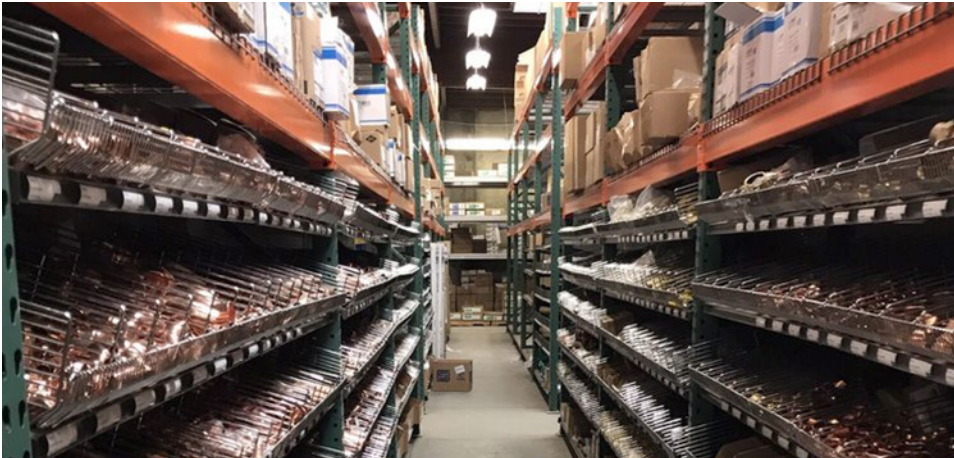




State Supply: Xcel Energy Trade Partner and Efficiency Partner Award Winner



“Develop a relationship with Xcel Energy and get excited about the chance at getting significant dollars for customers. There’s every reason to take advantage of these programs.”

Pat Lombardo,
State Supply Company, CEO

For longer than Pat Lombardo can remember, he’s been working with Xcel Energy to offer his customers rebates to go along with the steam traps solutions he provides.

Lombardo is CEO of St. Paul-based State Supply Company. Since 1933, they’ve provided boiler room heating supplies and replacement components. It’s a one-stop shop for steam traps and their repair parts – and one of the leading distributor of steam heating equipment in the country.

Steam heat is often considered an old technology, but many institutions still use it, such as hospitals, nursing homes, colleges, universities, schools and prisons. Each system employs hundreds or thousands of steam traps, which are softball-sized valves that stop steam heat from escaping beyond its point-of-use and discharging hot condensate back to the boiler. Replacing steam traps can be time consuming, so most building maintenance professionals simply repair their steam traps, saving both time and money.

“When steam traps quit working, the steam can’t do its job,” Lombardo explains. “You have to get that hot water back to the boilers to turn it back into steam, or you end up paying 25-30 percent more than you would if the steam trap is working.”

Part of the service Lombardo’s staff provides is educating customers about the rebates Xcel Energy offers for replacing or repairing steam traps, pipe insulation and related steam heating equipment.

Steam trap repair or replacement can provide long-term savings and rebates that can cover up to 60 percent of up-front costs, which can shorten payback to an average of two years. Customers are eligible for steam trap repair or replacement every year and a steam trap audit every other year.

“There are a lot of rebate dollars left on the table every year,” Lombardo says. “If we help our customers with the rebates, it helps them, it helps the utility reach its energy savings goals and it helps us.”

Keep steam traps efficient

Approximately 20 percent of the steam leaving central boiler plant is lost via leaking traps in typical space heating systems without proactive assessment.

3 Reasons why steam traps fail

1. Dirt is by far the leading cause of failure resulting in either a leaking or plugged trap.
2. Pressure surges from sudden steam valve openings, improper piping, or trap misapplications resulting in internal steam trap damage.
3. Over-sizing traps can lose their prime; and thermodynamic traps can experience rapid cycling.

In 2017 alone, State Supply helped its customers save 16,678 dekatherms of energy. Spreading the energy efficiency word has paid off for customers and for State Supply.

"We developed marketing programs to let our customers know about rebates which contributed significantly to our business," Lombardo says.

It also earned them a 2018 Energy Efficiency Partner Award, given to trade partners for their outstanding conservation efforts.

Lombardo offers advice for any small business considering energy efficiency upgrades.

"Develop a relationship with Xcel Energy and get excited about the chance at getting significant dollars for customers," he says. "There's every reason to take advantage of these programs."



For more information about Xcel Energy's rebate and energy efficiency programs, please visit [xcelenergy.com/Business](https://www.xcelenergy.com/Business) or call an energy efficiency specialist at **855.839.8862**.