

# Motor Efficiency

## NEW MOTORS DRIVE BIG COST SAVINGS FOR PROPERTY MANAGEMENT FIRM

As an owner and property manager of many older commercial buildings containing multiple tenants, Ted Glasrud Associates, Inc. has earned great success in part by focusing on their buildings' energy use and cost containment. Recent energy efficiency improvements to several of their properties optimized the benefits of their uncommon business model.

### Business model

Unlike other property management companies, Ted Glasrud usually includes all building utility fees in the rental fees they charge their tenants. Other property managers typically include utility fees for the common areas only. With their novel approach, Ted Glasrud avoids the recurring costs of installing individual commercial suite metering for every tenant. This arrangement allows for better management of their buildings' overall energy costs, while helping them offer very competitive rental fees to their tenants.

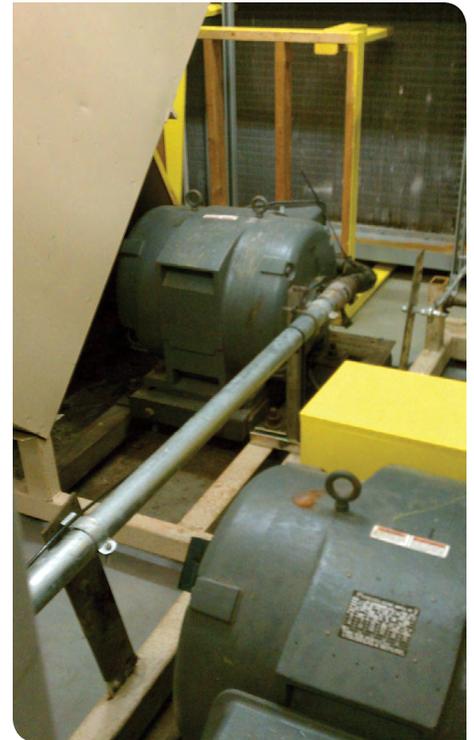
### The opportunity

With total utility expenses factoring significantly into the rental fees they charge, focusing on the heating, cooling and ventilation systems presented an opportunity for a significant reduction in energy use. In fact, motor-driven equipment accounts for 64 percent of industrial electricity use in the U.S. and about 50 percent of the world's overall electricity use. In 2010, Ted Glasrud installed new higher-efficiency motors on the air-handling units of several commercial properties. Additionally, variable frequency drives were installed on the air-handling units and a domestic water booster pump for other properties. These improvements qualified for substantial energy efficiency rebates from Xcel Energy—\$20,715 in 2010 alone.

Ted Glasrud is very conscious of their buildings' total energy bills due to the significant affect they have on the dynamics of their particular business model. The energy savings payback proved to substantially outweigh the cost of energy efficiency improvements.

### Xcel Energy Motor and Drive Rebate program

Our motor and drive program can help you save big on the energy that drives the motors in your business. You can reduce your energy bills, down time, maintenance and labor costs when you install NEMA Premium® efficiency motors or drives. You'll also increase output quality, overall machine operating efficiency and equipment production life.



### RESULTS OF TED GLASRUD'S ENERGY EFFICIENCY EFFORTS

- Energy savings: 376,271 kWh
- Xcel Energy rebates: \$20,715
- Estimated annual energy cost savings: \$28,220

### ADDITIONAL BENEFITS

- Increased tenant comfort
- Reduced maintenance frequency and costs
- Improved long-term reliability and productivity
- Extended life expectancy of motor components

### Why motor and drive efficiency matters

- Motor systems account for approximately 60 percent to 70 percent of the total electricity used in a facility.
- Equipment purchases can represent about two percent of your motor expense, while the other 98 percent is operating costs—the area that gives you the most opportunity to realize efficiencies.

### How it works

- As a business electricity customer, you can receive rebates for new motors, motor upgrades, variable/adjustable drives and custom projects that offset your critical first cost.
- Custom projects require preapproval prior to purchase and installation.



### Find out how efficiency rebates can help your business

Call your account manager or our energy efficiency specialists at **1-855-839-8862** for more information or visit [xcelenergy.com/MotorEfficiency](https://www.xcelenergy.com/MotorEfficiency).