

**News Release**  
**Stoughton Utilities**

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## **Efficiency Efforts Deliver Savings for Stoughton Trailers Plants** ***Local Utilities Provide Public Power Advantage***

**STOUGHTON, WIS., February 17, 2016** – For Stoughton Trailers, improved air quality and a brighter, safer work environment are just two benefits gained from recent updates at the company’s plants. The improvements also deliver big energy savings that will help boost the business’s bottom line for years to come.

“By working closely with our local utility companies, we were able to improve our manufacturing centers to not only benefit our workers, but to save money and minimize our impact on the environment,” said Stoughton Trailers President Bob Wahlin. “These changes have resulted in a cleaner, brighter and safer facility. Our customers can feel even better about doing business with us knowing we’ve taken energy-saving measures to cut costs and reduce our carbon footprint.”

There will be a **check presentation at Stoughton Trailers’ production facility** in Stoughton on **Friday, February 19, at noon**. In attendance will be mayors from of each of the three WPPI Energy communities, officials from Focus on Energy and WPPI Energy, and the staff at Stoughton Trailers that helped make this project a reality.

Headquartered in the ‘public power’ community of Stoughton, and with additional plants in Evansville and Brodhead, Stoughton Trailers recently finished a total of more than 20 lighting, air compressor and ventilation system improvements across its manufacturing facilities. Together, the three communities’ locally owned, not-for-profit electric utilities provided access to \$316,941 in energy-saving program funds and financial incentives.

“Industrial businesses like Stoughton Trailers are among the biggest users of energy in our communities, and they’re also often some of the largest local employers,” said Robert Kardasz, Utilities Director for Stoughton Utilities. “Helping them save energy makes them more competitive, supports the local economy and reduces demand on our system.”

The projects started with the employees on Stoughton Trailers’ energy team, who looked to the utilities for advice about the most cost-effective ways to save. Stoughton Utilities, Brodhead Water & Light, and Evansville Water & Light provide funding and energy-saving expertise through their wholesale power supplier, WPPI Energy. The three public power utilities also partner with the statewide Focus on Energy program to give customers access to cash-back rewards and other incentives.

WPPI Energy’s Cory Neeley, energy services representative for all three communities, worked closely with the Stoughton Trailers team, the local utilities and Focus on Energy’s large customer representative to identify opportunities in the plants where improvements could be made. Stoughton Trailers’ projects qualified for

more than \$263,000 in Focus on Energy incentives. The utilities delivered an additional \$35,800 in RFP for Energy Efficiency funding from their wholesale supplier's RFP for Energy Efficiency program, which allows large customers served by WPPI Energy member utilities to submit competitive bids for project funding to make electric energy savings a worthwhile business investment. Stoughton Trailers' proposal ranked first in the recent round of bidding, as it offered the best value to the utility based on a energy savings to cost ratio.

"While energy efficiency upgrades can provide significant savings year after year, up-front project costs can prevent businesses from making the improvements," said WPPI Energy Mike Peters. "Our member public power utilities take an active role in helping local businesses overcome that hurdle."

Neeley estimates that as a result of all its upgrade projects, Stoughton Trailers will save approximately \$170,000 on electricity costs and more than 1.7 million kilowatt-hours annually.

Stoughton Utilities offers an array of programs to help all of its customers make efficiency improvements. For more information, please visit [stoughtonutilities.com](http://stoughtonutilities.com) or call at 608-873-3379.

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