



SOUTHERN CALIFORNIA  
**EDISON**<sup>®</sup>

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An EDISON INTERNATIONAL<sup>®</sup> Company



Contact your account representative for additional information and assistance.

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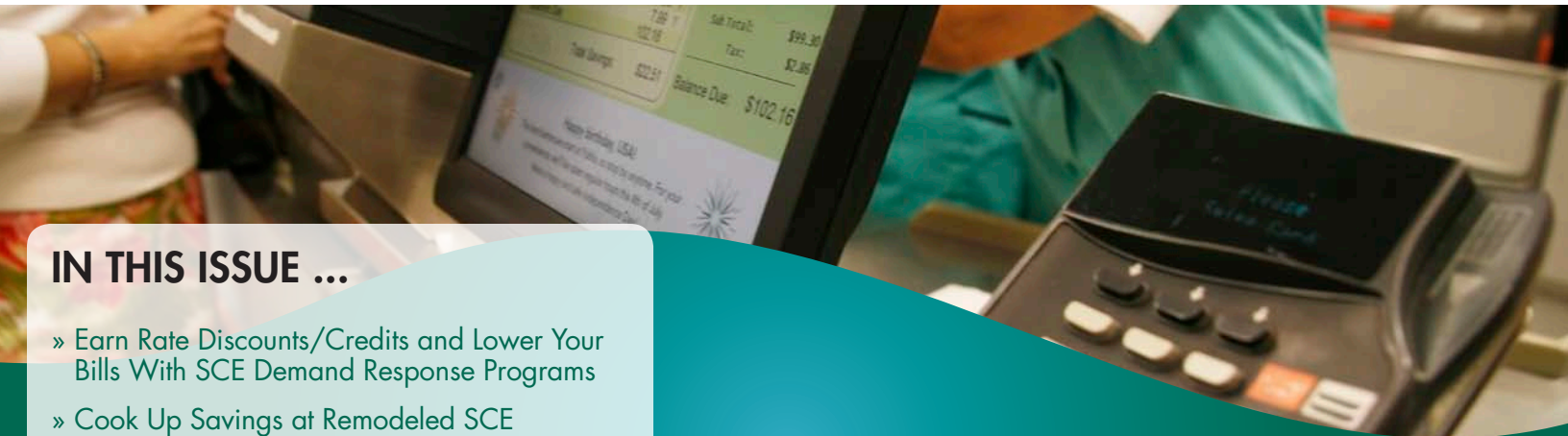
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**COMMERCIAL SEGMENT EDITION**

SOUTHERN CALIFORNIA EDISON

**POWER BULLETIN**

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# Earn Rate Discounts/Credits and Lower Your Bills With SCE Demand Response Programs

Southern California Edison (SCE) demand response programs can help qualifying customers reduce energy usage during peak times while lowering electricity costs. With these programs, you can earn rate discounts, incentive payments, bill credits and more, while also improving grid reliability, with minimal impact to your business.

## Save in Summer Using CPP

Critical Peak Pricing (CPP) offers rate discounts for shifting or reducing electricity use during 12 critical peak events in the summer season, from June 1 to Oct. 1. By reducing load during the events, you avoid peak prices and receive discounted prices during non-critical peak periods.

As an added benefit, if you sign up for one of SCE's CPP rates before summer, you will receive Bill Protection. This means that if the CPP rate is not more beneficial for your business than your current rate schedule, you will be provided with a "true-up" credit after the summer season.

In addition, as a CPP participant you will receive a credit of \$19.50 per month through the rest of 2009 for SCE Cost Manager<sup>®</sup>, which provides analysis tools to help you better understand how your energy use translates into costs. And, you can take advantage of Technical Assistance and Technology Incentives and Automated Demand Response (Auto DR) toward more energy-efficient operations and greater opportunities to participate in demand response events.

## Reduce Your Usage and Save With SDP and DBP

Both the Summer Discount Plan (SDP) and Demand Bidding Program (DBP) offer valuable ways to further save energy and money.

Under SDP, SCE provides and installs a cycling device on your central air conditioner(s), at no charge to you. In exchange, you receive a credit on your summer season electric bills for permitting SCE to periodically turn off, or "cycle," the compressors of your air conditioner(s). You choose how much credit you may receive by the program and the amount of cycling you select.

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## CONTINUED FROM FRONT

The DBP – a flexible, Internet-based bidding program – offers you the opportunity to receive bill credits for voluntarily reducing power, allowing you to lower your operating costs and help alleviate potential power shortages in California. You control your participation, and save when you decrease load during an event – with no financial penalties if you don't drop load. For new enrollees, talk to your account representative to walk you through the easy bidding process to put you on the road to savings. For longer-term participants, contact your representative to review your current bids and determine any additional ways to save.

With summer coming soon, learn more about the benefits of these and all of SCE's other demand response programs by contacting your account representative and visiting [www.sce.com/drp](http://www.sce.com/drp).

### Cook Up Savings at Remodeled SCE Foodservice Technology Center

SCE recently completed a remodel of the Foodservice Technology Center (FTC) – where you can learn to improve the energy efficiency of your foodservice operations – at its Customer Technology Application Center Energy Center in Irwindale.

The upgraded FTC features a classroom, a cook line area and a showroom that can display approximately 60 pieces of foodservice equipment, from countertop to floor-size models. Specific features include:

- A cook line with three new commercial ventilation hoods that demonstrate a demand ventilation control system, plus a power upgrade for testing and demonstrating commercial foodservice equipment. A new data acquisition system monitors the power upgrade components to help with energy efficiency testing and foodservice equipment demonstrations.
- A new refrigeration wall with an energy-efficient commercial refrigerator, freezer and ice machine, all of which currently qualify for rebates under SCE programs.
- A sanitation wall featuring low-pre-rinse spray valves on the sink and an ENERGY STAR® commercial dish machine that demonstrate water and energy conservation.
- Lighting upgrades such as T8s and induction lamps under the hoods, compact fluorescent lamps and LED par 30 lamps for the classroom.

With this remodel, the FTC can play an even more integral role in helping you make energy-efficient decisions in selecting or using electric food service equipment. For more information, contact your account representative, visit [www.sce.com/energycenters](http://www.sce.com/energycenters) or call 800.336.2822.

### Mark Your Calendars for Spring Electricity Outlook Meetings

Learn more about rates and SCE programs, including changes to energy efficiency and demand response programs and rate design changes coming in October 2009, at one of SCE's Spring 2009 Electricity Outlook sessions. The schedule includes 90-minute sessions May 1 in Oxnard, May 5 in Irwindale, May 8 in Torrance, May 12 in Tulare, May 13 in San Bernardino and May 15 in Costa Mesa. For more information, or to register, contact your account representative.

## COMMERCIAL SEGMENT FOCUS

### Retrocommissioning at Marriott: Fine-Tuned Energy Management for Savings

Energy-efficient lighting, electronic thermostats, cold-water ozone laundry systems, occupancy sensors...not the usual list of amenities one anticipates from an international leader in hospitality.

Nevertheless, these energy management measures work behind the scenes at Marriott International hotels to keep guests comfortable while supporting operational efficiency and profitability. The results speak for themselves: nationwide, effective energy management saves Marriott about \$4.5 million annually and reduces the company's greenhouse gas emissions by an estimated 64,000 tons.

Marriott's California properties have been proving grounds for many of the company's national energy management initiatives. "California is ahead of the rest of the country in energy management," said E.J. Hilts, Marriott's regional director of energy.



Marriott International Regional Vice President, Engineering Robert Bahl (center) and Regional Director of Energy E.J. Hilts (third from left) join SCE account manager Cynthia Davis (second from left) and other officials in accepting an SCE award for Marriott's leadership in using the Retrocommissioning Program to save energy and money.

He added, "We've had a full-time energy management function since the time of the deregulation and the energy crisis in 2000, and we've made it part of our business to reduce consumption wherever we can to manage our properties as efficiently and profitably as possible. Part of our success has been in our collaborations with SCE, including with our account manager, Cynthia Davis."

### Optimized Functions, Maximized Savings

"Marriott's energy management commitment extends beyond our guests and associates to include the communities we serve and the environment," Hilts explained. "We've taken measures property-by-property, room-by-room in nearly 50 of our California facilities, making use of SCE's Express Efficiency and Standard Performance Contract Programs to earn cash incentives on energy-efficient equipment.

"The ideas we got from our training in SCE's Retrocommissioning (RCx) Program really made a difference for us," he continued. "Marriott is a leader in the hospitality industry in putting retrocommissioning practices to use, and we've made what we learned from SCE part of our company-wide Strategic Energy Policy."

RCx offers a systematic process for investigating an existing building's operations to identify operational improvements, achieve energy savings and improve occupant comfort. The broad scope of review includes control of building automation systems (BAS), central plant and HVAC systems, boiler equipment, hot water or steam distribution systems, lighting, and use of available rebate programs, so the program optimizes building operations for energy efficiency, and takes advantage of payback from the earliest stages. The investments turn into millions of kilowatt-hours saved.

"About 130 of our properties in our Western Region won the ENERGY STAR® Award in the last year from the U.S. Environmental Protection Agency for their overall energy performances, and we take a great deal of pride in that achievement," said Hilts. "Our paramount consideration is always guest comfort, but energy management and comfort are not mutually exclusive. And the savings we achieve can be shared with our guests."

### Savings as Part of Standard Operating Procedure

"SCE is one of the best utility companies we work with," concluded Hilts. "They're focused on the customer, and the technical staff has the competencies to help us in a number of areas. Marriott is taking energy management lessons we've learned in California and implementing them across the country. If we weren't saving energy by every means available to us, we'd have to pass the costs along to customers. Effective energy management is as important as guest amenities at keeping us competitive."

To learn more about RCx, and all of SCE's programs and services to help you save energy and money, contact your account representative or log onto [www.sce.com/b-rs/large-business/](http://www.sce.com/b-rs/large-business/).