



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

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**IN THIS ISSUE ...**

- » HVAC Optimization: A Smart Business Decision
- » Get the Latest on 2012 Rate Changes at Fall Electricity Outlook Meetings
- » Manufacturer Works With SCE to Contain Energy Costs

**INDUSTRIAL SEGMENT**

SOUTHERN CALIFORNIA EDISON

**POWER BULLETIN**

VOL. 11 No.9 September 2011

**HVAC Optimization: A Smart Business Decision**

Southern California Edison's (SCE) new HVAC Optimization Program offers a winning combination of an enhanced HVAC maintenance plan that leads to improved energy efficiency with financial incentives to help offset the incremental cost of the planned maintenance.

The higher-level maintenance plan, developed by industry associations, sets a new standard in HVAC maintenance by helping you lower energy bills, increase system reliability, improve indoor air quality and thermal comfort, decrease repair costs, lessen unplanned service calls, lower capital costs through longer equipment life, and reduce your carbon footprint.

**Be HVAC Wise and Optimize**

Nearly 45% of a commercial building's energy consumption is attributed to its HVAC systems, so an HVAC in top condition can improve your bottom line.

Eligible customers (those with qualifying commercial rooftop units powered by electricity from SCE) who sign a three-year HVAC Optimization maintenance agreement receive:

- A cash incentive to help offset the cost difference between a typical maintenance agreement and the customized HVAC Optimization maintenance agreement;

- Low- or no-cost baseline-level repairs (if needed);
- A comprehensive maintenance plan with ongoing, conveniently scheduled maintenance and a preventative approach to reduce or eliminate any unexpected downtime;
- Lower total cost of ownership, fewer occupant complaints regarding building environment comfort and fewer unexpected expenses; and
- Better information for making important HVAC decisions.

Contractors participating in the HVAC Optimization Program have received extensive training, including in the ASHARE (American Society of Heating, Refrigerating and Air-Conditioning Engineers)/ACCA (Air Conditioning Contractors of America) Standard 180. Your contractor will develop a customized three-year maintenance plan that considers:

- Performance objectives specific to your business based on thermal comfort, indoor air quality and energy efficiency;
- Condition indicators, such as those from the surrounding area, that should factor into your maintenance plan; and
- Planned maintenance based on the Standard 180 that includes specific tasks and frequencies.

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The contractor also will calculate the incentive amount for you based on inspection findings and the number of identifiable units at your business. Once you sign the HVAC Optimization maintenance agreement, SCE will send you 20% of the calculated incentive. The balance of the payment is paid out over the term of the three-year maintenance agreement.

In addition, after you sign the agreement, your contractor will bring your rooftop unit(s) to a baseline level, and will assess equipment condition, perform a cooling service analysis and remediate maintenance-related repairs. SCE may cover all or part of the baseline work, depending on the program eligibility of the required repairs.

To learn more about improving your bottom line through SCE's HVAC Optimization Program, contact your account representative or visit [www.HVACOptimization.com](http://www.HVACOptimization.com).

## Get the Latest on 2012 Rate Changes at Fall Electricity Outlook Meetings

Register today for one of SCE's Fall 2011 Electricity Outlook sessions, where you will learn more about electric utility issues, with a special emphasis on early 2012 rate changes, Demand Response, Direct Access updates and upcoming General Rate Case Phase 2/Dynamic Pricing filings.

Each in-person session will take place from 8 a.m. to 10 a.m., with continental breakfast from 7:30 a.m. to 8 a.m. The online webinar will take place from 8 a.m. to 10 a.m., and participants may log on 15 minutes prior to the start time. The schedule is:

Date	City	Location	Address
Oct. 13	Irwindale	SCE's Energy Education Center - Irwindale	6090 N. Irwindale Ave., Irwindale
Oct. 18	Oxnard	Courtyard by Marriott	600 Esplanade Dr., Oxnard
Oct. 20	Long Beach	Marriott	4700 Airport Plaza Dr., Long Beach
Oct. 25	Tulare	SCE's Energy Education Center - Tulare	4175 S. Laspina, Tulare
Oct. 26	N/A	Online via webinar	A WebEx link will be sent once you RSVP
Oct. 27	Santa Ana	Embassy Suites	1325 E. Dyer Rd., Santa Ana
Nov. 2	San Bernardino	Hilton	285 Hospitality Ln., San Bernardino

To register for any of the above sessions, RSVP online at <http://bit.ly/electricityoutlook>.

### INDUSTRIAL SEGMENT FOCUS

## Manufacturer Works With SCE to Contain Energy Costs

One of the largest plastic container manufacturers in North America, Ring Container Technologies focuses on finding sustainable solutions for the consumer packaging industry, with impressive energy savings at its plant in Fontana, Calif., resulting from its collaboration with SCE.

Last year alone, the 50,000-square-foot Fontana plant conducted lighting and machine control upgrades that led to nearly 218,000 kilowatt-hours (kWh) in annual savings and earned the company more than \$25,000 in energy efficiency incentives.

For the lighting upgrade, Ring Container replaced 400-watt metal halide lamps with T5 lamps and installed occupancy sensors in the warehouse area. For the machine controls, the company placed more efficient process controls on its four blow molding machine lines to reduce cycle times.

### An Energy Neutral Goal

Ring Container Fontana Plant Manager Kevin DeVries said the company also takes energy-reduction steps to address the so-called "low-hanging fruit," like increasing its chilled water temperature 5 degrees, lowering thermostat setpoints, reducing the amount of lighting used in rooms and utilizing more natural light during daytime.

According to DeVries, Ring Container is focusing on three goals in its 2009-2014 sustainability plan: remaining energy neutral, reducing water consumption and achieving a zero-production floor waste.

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Nearly 218,000 kilowatt-hours in annual savings are the result of lighting and machine control upgrades made last year at the Fontana, Calif., plant of plastic container manufacturer Ring Container Technologies.

Looking at the savings gained since 2010, he said, "We've made a lot of improvement in the last year. To be able to stay energy neutral or reduce use tells us we're doing the right thing."

He added, "It's important to have energy initiatives. We have a sustainability champion and we stay focused on our initiatives. We also share best practices among our 17 U.S. plants" to maximize savings opportunities.

### Additional 10% Savings With TOU-BIP

This year Ring Container's Fontana plant joined SCE's Time-of-Use Base Interruptible Program (TOU-BIP), a Demand Response program that provides a monthly credit for committing to reduce load to a pre-determined level during interruption events. (This program is open to customers with monthly demands (or aggregated demands) that reach or exceed 200 kW.)

With a plant that operates 24/5 Monday through Friday, DeVries said that the company could recover any production potentially lost during a TOU-BIP event by operating on a weekend. "So far it's been a home run," he added. "It's providing a 10% savings on our electricity bill and keeping us below budget."

Moving forward, Ring Container continues to work with SCE to take advantage of offerings and solutions to save energy, money and the environment. A pending air compressor retrofit project, if completed, will provide additional projected energy efficiency savings of 106,000 kWh annually, with a nearly \$11,500 incentive. Plus, a recently completed energy audit will offer additional input on opportunities to reduce energy consumption.

DeVries gave a huge amount of credit to SCE and Account Executive Cyndie Preciado for working with the Fontana plant on almost every aspect of its energy management initiatives, including assisting with a budget for monthly power use.

"She's very knowledgeable about the business," he said. "I've never had a representative of any energy provider do what she's doing. She's been phenomenal."

For more information on how you also can benefit from SCE's wide array of energy management offerings, contact your account representative or visit [www.sce.com/solutions](http://www.sce.com/solutions) and [www.sce.com/drp](http://www.sce.com/drp).

### Ring Container Technologies: Estimated Savings by Managing Energy

**Industry:** Manufacturing

**Location:** Fontana, Calif.

**SCE Offerings Utilized:**

- **Energy Efficiency:** Express Solutions and Third-Party Industrial Energy Efficiency Program
- **Demand Response:** Time-of-Use Base Interruptible Program (TOU-BIP)

**Results:**

- Savings of nearly 218,000 kWh annually
- Incentives totaling more than \$25,000 from incentivized energy efficiency upgrades
- Electricity bill savings of 10% from participation in TOU-BIP