

## The Korean-American Grocers Association (KAGRO) Inland Empire Chapter Starts a Savings Trend with SCE's Express Solutions Program

Members of the Korean American Grocers Association are used to working seventy-hour weeks, so when the Inland Empire Chapter meets, time is precious. When their SCE account representative was invited to tell them about energy saving programs, she had just ten minutes.

"How many of you use strip curtains on your walk-in refrigerators?" she asked. The answer: none. The grocers felt they were inconvenient, that they got in the way. "No strip curtains...that means everyone here is spending about \$10 every day on wasted energy," said the rep. "That's \$300 a month." That got their attention. Profit margins in small groceries and convenience stores are thin and the hours are long, so wasted is unacceptable. James Kim, president of the Inland Empire Chapter of KAGRO and owner of Valencia Liquor in San Bernardino, recognized an opportunity to improve his 1,500 square foot store, and to set an example for the other small business owners in his association, by taking advantage of incentives and savings offered in the Express Solutions Program from Southern California Edison (SCE).

### Express Solutions for Savings

Express Solutions helps small, medium and large size businesses get financial incentives for new equipment for lighting, refrigeration, food service, air conditioning, agriculture and premium efficiency motors. At Valencia Liquor, the program helped James Kim get rebates to install energy-efficient T8 lighting; repair and upgrade gaskets in the store's walk-in and reach-in coolers; install compact fluorescent lights in key locations; insulate piping; and install strip curtains in his walk-in refrigerator.

"My business is typical of the small groceries and liquor stores in the area," Kim says. "We're family owned and operated, with a forty-year-old building that still has much of its original equipment for lighting and refrigeration. My power bill ran as much as \$1,800 during the summer months. Our SCE rep alerted me to areas in my store where I was wasting electricity, and showed me how the Express Solutions Program would help me pay for equipment replacements and upgrades that could cut my bill. We moved fast. Our representative helped with all the paperwork and smoother all the vendor interactions, so we didn't waste any time. And soon I was saving hundreds of dollars on my SCE bill."

### Small Measures, Large Paybacks with Express Solutions

"Every inch of space in a small store needs to pay for itself," says Kim. "We carry hundreds of products, and often we have to use equipment like displays and small refrigerators provided by our vendors. Energy efficiency wasn't our biggest concern, but the in-language seminars given by SCE, the training classes we can take at SCE's Energy Efficiency Center in Irwindale, and the information we share have all made it easier to understand what a difference small measures can make for us. Saving money is something every small grocery owner understands, so they all want to know about his. I tell them, come to my store and see how it works!"

### Small Business Owners Spread the Savings Word

KAGRO in the Inland Empire has more than 300 members, and they're eager for ideas that improve their operations. The Association's word-of-mouth networking means that the small energy-saving measures taken by one store like Kim's blossom rapidly into thousands of similar measures at similar stores. That means hundreds of thousands of dollars in saved costs and thousands of kilowatt hours in electricity savings for the State of California. "All this information has been very helpful because in our line of business, refrigeration is up to 60% of our energy use," Kim says. "Those small improvements are essential. Word is spreading – I even get calls from store owners in Nevada and Arizona asking me how they can save on their energy bills."

#### Estimated Savings by Managing Energy

**Location:** San Bernardino, CA

**Industry:** Retail

**SCE Programs Utilized:** Express Solutions

**Results:** 10% dollar savings on electricity during a typical six-month period.

#### Like Korean-American Grocers Association (KAGRO) Inland Empire Chapter, you can save money on electricity:

- To learn more about SCE's Energy Management Solutions contact your account representative or visit [www.sce.com/wps/portal/home/business/savings-incentives/express-solutions/eligibility](http://www.sce.com/wps/portal/home/business/savings-incentives/express-solutions/eligibility)
- Take free SCE classes in lighting, energy management and more at the Edison Energy Center in Irwindale (800-336-2822) or Tulare (800-772-4822).
- Use Web-based tools such as SCE EnergyManager<sup>®</sup>, SCE Cost Manager<sup>®</sup>, and SCE Bill Manager<sup>®</sup> to monitor your electricity usage in real time and over the long term.

*This case study is presented for informational purposes only. Savings and incentives will vary by project. SCE programs are funded by California utility ratepayers and administered by SCE under the auspices of the California Public Utilities Commission.*