



Energy Management Success Story



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

Valencia Liquor Cuts Electricity Costs, Saves 10%, and Spreads the Word

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 waste 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 Efficiency Program from Southern California Edison (SCE).**

Express Efficiency for Savings

Express Efficiency 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," James 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 Efficiency 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 smoothed all the vendor interactions, so we didn't waste any time. **And soon I was saving hundreds of dollars on my SCE bill."**

Savings by Managing Energy:

- 10% dollar savings on electricity during a typical six-month period
- March – September 2007 \$8,480.33 compared to March – September 2006 \$9,419.52

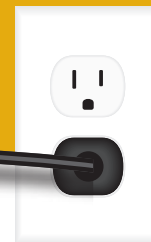
James Kim, President, Owner, Valencia Liquor, and President, KAGRO (Korean-American Grocers Association) Inland Empire Chapter





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James Kim, President, Owner, Valencia Liquor, and President, KAGRO (Korean-American Grocers Association) Inland Empire Chapter



Small Measures, Large Paybacks with Express Efficiency

“Every inch of space in a small store needs to pay for itself,” says James. “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 classes we can take at SCE’s CTAC training center, 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 this. 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 James 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,” James 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.”

Like Valencia Liquors and the KAGRO Inland Empire Chapter, You Can Save Money on Electricity

- **Use SCE’s Express Efficiency Program** at www.sce.com/express for cash incentives on qualifying energy-efficiency equipment. Call 800-736-4777.
- **Find out how SCE Demand Response Programs** can reward you for reducing your electricity usage at www.sce.com/drp, 866-334-7827.
- **Take free SCE classes** in lighting, HVAC, energy management and more at an Edison Energy Center. www.sce.com/ctac 800-336-2822 www.sce.com/agtac 800-772-4822

For More Information

Southern California Edison offers a range of programs such as cash incentives, energy surveys, and payment options to help you better manage your electricity costs. To learn more, please contact your SCE account representative, call **(800) 990-7788**, or visit us at www.sce.com.

Learn more about how to save energy and save money:

SCE Energy Management Classes
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