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SOUTHERN CALIFORNIA EDISON

POWER BULLETIN

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INDUSTRIAL SEGMENT EDITION

Add Some “Green” to Your Business With Solar Energy

Tapping into rebates available through the California Solar Initiative (CSI) Program can make good “dollars and sense” for your business.

Two types of incentives are available:

- 1) an upfront incentive based on a system’s estimated future performance (projects < 50 kilowatts (kW)); and
- 2) a flat cents-per-kilowatt-hour performance-based incentive (projects > than 50 kW). CSI incentives, combined with tax credits and accelerated depreciation, will significantly reduce the cost of purchasing a new solar energy system.*

Solar systems produce clean energy, which helps businesses lower their carbon footprint and electricity bills, and realize “bottom-line” benefits much more quickly.

The Solar Solution

Solar energy is one of California’s most abundant, yet least-utilized resources. Solar systems offer several important benefits:

- They allow you to generate your own electricity onsite, which will offset some or all of your energy costs on your Southern California Edison (SCE) bill.
- They’re reliable, and with minimal maintenance they often provide more than 20 years of energy production from a free, clean renewable resource.
- They diversify California’s electricity supplies.
- They enhance your property’s value while demonstrating your environmental commitment.
- They reduce greenhouse gas emissions for your business.

Energy Efficiency

Making your building more energy efficient reduces the size of the solar energy system you need to buy to power your business. An energy audit can help you identify important energy savings opportunities that will maximize your investment in solar power. All project sites must have an energy audit performed and included with the incentive reservation request.

How to Get Your Rebate

To receive your solar rebate, complete the following steps:

1. Choose a solar installer. The California Energy Commission maintains a list of registered solar installers eligible to apply for CSI rebates on its website www.gosolarcalifornia.ca.gov/retailers.

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2. Submit an Incentive Reservation Request Application. This is typically handled by your installer, and guarantees that you will receive the highest incentive levels available when your system is installed.
3. Install your system and obtain written authorization from SCE to connect the system to the power grid.
4. Get the system inspected.
5. Receive your incentive payment.

SCE offers free energy management and energy efficiency training at its Customer Technology Application Center in Irwindale and Agricultural Technology Application Center in Tulare. For a list of upcoming classes and to register, visit www.sce.com/energycenters.

For more information about the California Solar Initiative Program, contact your account representative and visit www.sce.com/csi and www.gosolarcalifornia.ca.gov.

This program is funded by California investor-owned utility customers and is administered by Southern California Edison under the auspices of the California Public Utilities Commission. California customers are not obligated to purchase any full fee service or other services not funded by this program. The program, which began Jan. 1, 2007, and will run for 10 years or until funding is depleted, is subject to change by the Commission in a public regulatory proceeding.

*Consult the IRS or your tax consultant for details.



About the California Solar Initiative (CSI)

The CSI is part of a statewide goal of creating 3,000 megawatts of new, solar-produced electricity by 2017 to move the state toward a cleaner energy future and help lower the costs of solar electricity. Through the CSI, the California Public Utilities Commission is providing \$2.167 billion in incentives for existing residential homes and existing and new commercial, industrial and agricultural properties.

SCE supports and is committed to achieving the state's renewable energy goals. SCE leads the nation in renewable power delivery, with eligible renewables accounting for nearly 17% of SCE's current power mix.

For more information on SCE's renewable energy portfolio, visit www.sce.com/renewables.

INDUSTRIAL SEGMENT FOCUS

Seam Master Industries Bridges the Gap With Industrial Energy Efficiency Program

South Gate-based Seam Master Industries, a leading manufacturer of carpet seaming tapes, calls itself "The Oldest and the Best" in its industry. Now, with upgrades made through SCE's Industrial Energy Efficiency Program (IEEP), Seam Master has addressed out-of-date electrical equipment and high power bills, helping the company improve its bottom line – to the tune of more than \$100,000 in annual cost savings – and look toward a stronger future.

Seam Master General Manager Richard C. Kahrs explained, "Ours is an exceptionally competitive business. There's more capacity to manufacture product than there is demand, and we're up against companies whose labor and raw materials cost less."

He continued, "Seam Master competes based on quality and price, and if we compromise those, we lose customers. So we're making a commitment to the future by improving our efficiency and cutting costs. Our participation in SCE's Industrial Energy Efficiency Program is the bridge we needed to help us get there."

The Power to Improve

The IEEP offers cash payments and engineering services to SCE industrial customers for process modifications and/or equipment retrofits that result in electrical energy efficiency savings.

For Seam Master, the source of the power problems that led to use of the IEEP was easy to find: 50-year-old cauldrons used for heating adhesive on the production lines.

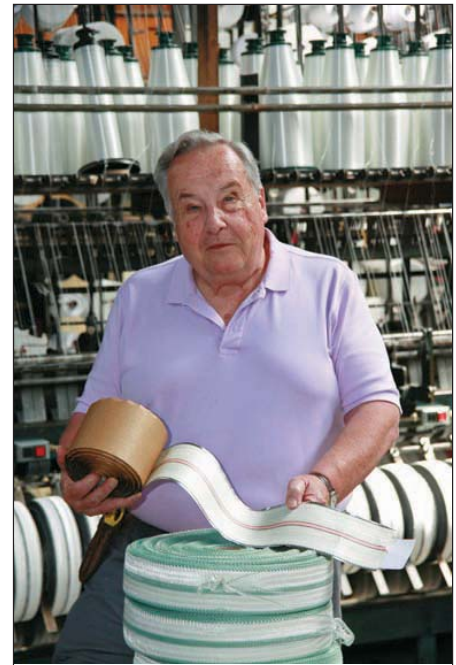
"Under IEEP, we got a technical audit from an engineering company, and they worked with a manufacturer to create new computerized adhesive cauldrons for us," Seam Master President Paul M. Vidor said. "They're programmable, and they're much more precise, energy-efficient and cost-effective than the old ones."

He added, "The IEEP incentive, based on our projected savings, was the financial boost that helped us buy the equipment."

Dramatic Bill Reductions

"Our electric bills have dropped by a third," Kahrs said, "and they're still falling. I think we can find even more savings, and SCE is working with us to make more improvements. If we hadn't made this upgrade, our other alternatives would have been to consider selling outright, or risking a move, or laying off employees and outsourcing everything, and we didn't want to do any of those. You can't avoid electricity rate increases, but you can look at electricity in new ways...IEEP is a better way for us – with this improvement, we can stay here and keep our commitment to California."

Vidor continued, "I'm sure every manufacturer feels the same pressures we do. For years it's been the small companies like ours who've been hit hardest



Seam Master Industries General Manager Richard C. Kahrs says that through the use of SCE's Industrial Energy Efficiency Program, "Our electric bills have dropped by a third, and they're still falling."

by the high cost of doing business. We're a very conservative business. We never took on debt; we saved when times were good and used that to tide us over in lean seasons.

"I couldn't have borrowed to purchase new equipment," Vidor added. "That's why IEEP made such a difference to us. Now we're competitive again, and looking forward to introducing some new product lines that will keep us in the lead. I'm hoping to pass this company along to my own sons someday, and so I'm pleased that SCE was able to help us build for the future."

Seam Master: Savings by Managing Energy

Through mid-2007, Seam Master's savings as a result of working with SCE included:

- About 1.1 million kilowatt-hours saved
- More than \$100,000 in annual cost savings
- Incentives of \$94,400 for new equipment

To learn more about SCE's Industrial Energy Efficiency Program, contact your account representative or visit www.sce.com/ieep.



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