

## HVAC Optimization: A Smart Business Decision

Southern California Edison's (SCE) Heating, Ventilation and Air Conditioning (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 enhanced 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 will receive:

- A cash incentive to help offset the cost difference between a typical HVAC maintenance agreement and the new HVAC Optimization maintenance agreement;
- Low or reduced-cost baseline-level repairs (if needed and within program parameters);
- A comprehensive maintenance plan with ongoing, consistently scheduled maintenance and a preventative approach to reduce or eliminate any unexpected downtime;
- And lower total cost of ownership, fewer occupant complaints and fewer unexpected expenses; and

Participating contractors have received extensive training in the HVAC Optimization Program. 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.

The contractor also will calculate the incentive amount for you based on inspection findings and the number of identifiable units at your business. Once the HVAC Optimization maintenance agreement is signed and verified, SCE will send you 20% of the calculated incentive typically within 6 to 8 weeks.

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 complete 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, call (888) 345.60607 or visit [www.HVACOptimization.com](http://www.HVACOptimization.com).

### Electric Vehicle (EV) Basics for Your Business:

#### *What You Need to Know About EVs and EV Charging...*

Learn more about installing EV charging stations by attending this free SCE seminar on April 25 from 10 a.m. to noon at SCE's Energy Education Center in Irwindale (also available via webinar). Space is limited for the in-person session. To register, e-mail [EEC-IRegistration@sce.com](mailto:EEC-IRegistration@sce.com) or call 1-800-336-2822.

## Get the Latest Rate Updates at Spring Electricity Outlook Meetings

Register today for one of SCE's Spring 2012 Electricity Outlook sessions. The presentation will cover the future of the Electricity Market in California, summer readiness, first and second quarter 2012 Rate Changes, Demand Response, Direct Access Update, GRC Phase 2/Dynamic Pricing Application as well as other program updates. Each session takes place from 8 a.m. to 10 a.m., with continental breakfast from 7:30 a.m. to 8 a.m. The schedule is:

Day	Date	Location
Tuesday	4/24	<b>Courtyard by Marriott</b> 600 Esplanade Dr., Oxnard CA 93036
Wednesday	4/25	<b>Webinar</b> Online via WebEx
Thursday	4/26	<b>EEC-Irwindale</b> 6090 N. Irwindale Ave. Irwindale, CA 91702
Tuesday	5/01	<b>EEC-Tulare</b> 4175 Laspina Ave. Tulare, CA 93274
Thursday	5/03	<b>Marriott</b> 4700 Airport Plaza Dr., Long Beach CA 90815
Tuesday	5/08	<b>Embassy Suites</b> 1325 Dyer Rd., Santa Ana, CA 92705
Wednesday	5/09	<b>Hilton</b> 285 Hospitality Lane, San Bernardino, CA 92408
Thursday	5/17	<b>Small Business Webinar</b> Online via WebEx

You also can choose to join an Electricity Outlook Webinar on April 25 or May 17, 2012, from 8 a.m. to 10 a.m. The May 17 Small Business Webinar addresses information specific to business customers that take service under Schedule GS-1 and/or GS-2, or >200kW.

To register for any of the sessions listed in the chart, go to <http://bit.ly/electricityoutlook>.

### CUSTOMER FOCUS

## Suburban Water Systems Turns to SCE to Enhance Pump Efficiencies

Suburban Water Systems continually works to provide the highest-quality, most reliable water service at the best possible price. To assist in meeting this goal, Suburban turns to SCE's free pump testing services to assess how effectively its 19 active well pumps and 90-plus booster pumps help distribute more than 16 billion gallons of water annually.

The company began using SCE's pump testing services in the 1950s and has continued using the services "because we developed a relationship with SCE and realized the value of the testing in terms of equipment reliability and investment decisions," said Communications Manager Michael Nutt.

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### Incentives of \$177,000 for Pump Upgrades

Through SCE's various energy efficiency offerings — including Customized Solutions — Suburban received incentives for replacing or upgrading to qualifying high-efficiency pumping equipment. From 2007 through 2010 alone, Nutt said, Suburban received approximately \$177,000 in SCE incentives for pump replacements and the installation of variable frequency drives, helping the company save energy and reduce power costs, as well as lower customer bills.

According to Suburban Operations Data Analyst Nicholas Cafagno, the company spends about \$2.5 million annually on electricity, so "whatever we can do to cut that down is good for us." SCE's pump testing services help Suburban do just that—as shown by this example.

#### Pump Testing Services Results for One of Suburban Water Systems' Booster Pumps

	Before (Old Pump)	After (Replacement Pump)
Overall Plant Efficiency (OPE)	52.9%	70.8%
Kilowatt-Hours/Acre Foot	536	407.2
Average Cost Per Acre Foot	\$43.59	\$33.02

#### Projected Savings:

- Up to 80,800 kilowatt-hours annually
- Up to \$6,500 each year in electricity costs

With this one pump improvement, Suburban lowered its average cost to serve an acre foot of water (enough to meet the annual average indoor/outdoor water needs of one to two households) by close to 25%.

"We realize the importance of reducing the cost of non-efficient equipment and the advantage of using SCE's services," explained Nutt.

SCE's services also help the company select the best electricity rates, which include Time-of-Use rates that provide lower costs for pumping at night (during off-peak hours) to fill storage tanks where water flows by gravity during high-cost time periods. "We review our SCE rates every year in an effort to change to more economical energy rates," Cafagno said. Suburban further reduces costs by participating in Demand Response events using an aggregator contracted under SCE's Demand Response Contract portfolio.

Suburban's partnership with SCE (coordinated through SCE's Account Representative Craig Stehsel) provides additional benefits that go beyond immediate savings. "Our goal is to be a good corporate citizen. That's part of our culture," said Nutt.

He also noted that reducing electricity use helps the company lower its carbon footprint. "We're looking at all aspects of our operations to be as environmentally friendly as possible," Nutt said. "It's good business. The pumps are probably the most visible and prominent example of it." To see how Suburban Water District has saved, please watch our Energy Management Success video [www.sce.com/businessvideos](http://www.sce.com/businessvideos).



SCE incentives help Suburban Water Systems save energy and reduce power costs, as well as lower customer bills.

### Suburban Water Systems: Estimated Savings by Managing Energy

**Location:** San Jose Hills District and Whittier/La Mirada District (southeast of Los Angeles)

**Industry:** Water Utility

**Description:** An investor-owned utility that serves a population of about 300,000 in an approximately 42-mile service area, with 32 reservoirs, more than 110 pumps and more than 800 miles of pipeline

#### SCE Offerings Utilized:

Pump Test and Hydraulic Services, Customized Solutions, Time-of-Use Rates and Demand Response Contracts

#### Results:

Increased overall pumping plant efficiency, lower electricity costs and a reduced carbon footprint

- Incentives totaling more than \$25,000 from incentivized energy efficiency upgrades

### SCE's Pump Test and Hydraulic Services: A Century of Value

In 2011, SCE marked 100 years of serving customers through its Pump Test and Hydraulic Services offering, one of the largest and longest-running pump-related energy efficiency offerings in the nation. Benefits of SCE's free pump testing services may include:

- increased energy efficiency,
- reduced costs, and
- improved system efficiency.

To learn more about SCE's Pump Test and Hydraulic Services, as well as other energy management solutions for agricultural and utility properties, contact your account representative or visit [www.sce.com/b-rs/agriculture/agriculture.htm](http://www.sce.com/b-rs/agriculture/agriculture.htm). To schedule a pumping test, log onto [www.sce.com/forms/RequestPumpTest.aspx](http://www.sce.com/forms/RequestPumpTest.aspx).