

Now That Summer Is Here...

Seasonal changes can often lead to higher energy bills. And in this economy, finding ways to save money is important. Southern California Edison (SCE) can help you make the most of your energy dollars with helpful tips for saving energy and money.

Quick Tips for Summer Savings:

No-cost

- Pre-cool building/work areas or cycle air conditioning and ventilation
- Raise cooling thermostat settings
- Turn off commercial ice machines
- Turn off decorative fountains
- Turn off swimming pool/spa pumps
- Turn off excess or unused elevator banks or escalators

Low-cost

- Place cooking appliances well within exhaust hoods, which are most effective if they overhang the equipment more than 6 inches
- Install exhaust hood controls for significant energy savings during down times
- Wherever possible, increase insulation level in walls and ceilings
- Identify and correct any HVAC systems that are fighting each other with simultaneous heating and cooling, such as humidity control fighting a static control
- Schedule and perform regular maintenance on key HVAC units
- Clean/replace air filters and dampers
- Repair/replace damaged ducts and pipe insulation

Business Energy Advisor

For small businesses, SCE offers the easy-to-use Business Energy Advisor. By answering a few questions, this free on-line tool provides you with a fast, prioritized list of integrated energy-saving solutions for your business. Visit www.sce.com/BusinessAdvisor to start saving.

More Tips and Strategies

For more information on energy-saving tips and strategies, visit us at www.sce.com/EnergyTips or contact your SCE Account Representative.

CUSTOMER FOCUS

Manufacturer Prime Wheel Turns Energy Management into a Business Advantage

Manufacturing companies are used to meeting challenges, but in recent years, California manufacturers have been confronted by some unprecedented heavy pressures. Global competition and mounting labor and material costs have forced them to find ways to produce more efficiently. High on this list of pressures is the rising cost of energy.

The best manufacturers have met this challenge by improving their energy management. Prime Wheel, makers of high-quality custom aluminum wheels, has thrived under adverse market conditions in part because their energy investment delivers a consistent return. This key to their success isn't how much energy Prime Wheel uses. It's how well they use it.

Even with an energy-intensive manufacturing process, Prime Wheel has added manufacturing capacity. The key, says Chairman and CEO Henry Chen, is using energy more wisely. "We're a major supplier to DaimlerChrysler, Ford, General

Motors and Mitsubishi," he says. "Those companies can't charge consumers more for their products, so we can't charge them more for ours. Meanwhile, we've expanded our operations several times, invested in new equipment, and consumed more power. Managing energy in the best possible way isn't just an option for us. It's a matter of survival."

"Our manufacturing process takes 800 employees working 24/7," Chen continues. "It consumes millions of kilowatt hours of electricity in a plant operating under very strict environmental regulations. Every wheel we make has to meet the highest standards, and we ship over 10,000 of them a day, on time, to our customers. We spend heavily for our electricity supply, but we don't see it as overhead. We think of it as an investment, and we want to make sure we get every possible dollar back from that outlay."

A Never-Ending Race to Improve

"Companies like ours add equipment to expand their capabilities," Vice President Albert Huang continues, "but at Prime Wheel, we found that simply adding equipment just shifted the problem instead of solving it. We focused instead on our process engineering to be less wasteful, faster, and ultimately more profitable." For example: Prime Wheel used Southern California Edison's (SCE) Customized Solutions to optimize machinery for the delivery of compressed air. The improved process saved 1.7 million kilowatt hours (kWh) of electricity annually and eliminated the need to purchase additional equipment.

To save even more, they also moved to more efficient lighting and variable speed drives on motors. "When we started," Chen says, "Prime Wheel had about 25 competitors in Southern California. Today we have three. Some people might think that manufacturers here are an endangered species, but our company has grown, and energy management is a key to that growth. We take advantage of every energy efficiency solution and equipment rebate offered by SCE to get the fastest return. We're committed to staying here, and we're proving that even in a market where energy costs are rising, a company like ours can flourish."

Prime Wheel: Estimated Savings by Managing Energy

Location: Gardena, California

Industry: Manufacturing

SCE Programs Utilized: Express Solutions and Customized Solutions

Results: Annual savings of 7,200,000 kWh for process improvements and upgrades; additional 152,000 kWh savings on lighting retrofits; received incentives of \$527,000

Earn Even More Savings with Other SCE Offerings

Southern California Edison offers a range of energy management solutions to help you better manage your electricity cost.

- Receive free technical service and financial incentives for project design and construction of qualifying high-efficiency whole buildings and individual systems through SCE's Savings By Design. Learn more at (800) 338-8502.
- Purchase qualifying high-efficiency equipment or technologies and receive incentives to help lower the cost through SCE's Express and Customized Solutions. Learn more at (800) 736-4777 or www.sce.com/Express_Solutions and www.sce.com/Customized_Solutions.
- Temporarily reduce your electricity usage during peak hours and receive financial incentives for doing so through SCE's Demand Response Programs. Learn more at (866) 334-7827 or www.sce.com/drp.