

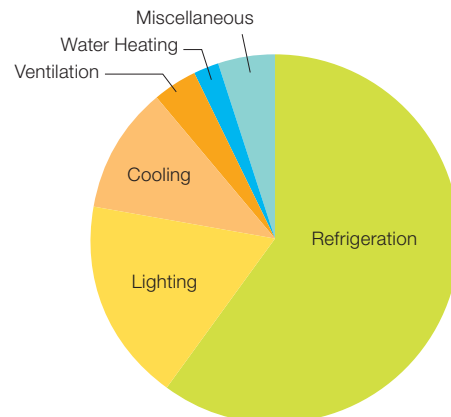


Powerful Solutions That Put You in Control

Ready to make your supermarket more energy and cost efficient? It's easier than you think. Start with simple, no-cost actions that instantly conserve energy, and then consider highly efficient refrigeration and lighting upgrades that will permanently reduce energy consumption. We invite you to take advantage of tools, tips, and financial incentives — all customized for businesses like yours, to help you save energy and enhance your customer's experience and comfort. Consider us your source for energy management solutions, with the resources you need to get started.

Where your energy dollars are used.

Refrigeration	60%
Lighting	18%
Cooling	11% ¹
Ventilation	4% ¹
Water Heating	2%
Miscellaneous	5% ¹



¹ Source: National Renewable Energy Laboratory 2008 (average industry numbers)



Make a Savings Plan

Supermarkets have unique needs and narrow margins, so energy savings can make a big difference. Knowing where you use energy can help you identify ways to reduce your energy use and control your overhead. Start with an **Energy Audit** — an analysis of your current energy use to identify savings opportunities, customized to your needs. Our customers who implement Energy Audit recommendations typically benefit from reduced energy use and lower operating costs.

Eliminate Energy Guzzlers

Consider participating in our **Express Solutions** or **Customized Solutions** programs, developed with your industry in mind. Investments in new, energy-efficient refrigeration equipment, infrastructure improvements, and facility upgrades pay off in the long term — and many qualify for incentives right now.

Get Paid to Reduce

By reducing your energy consumption during hours of peak demand, you relieve stress on the grid, your community, and your bottom line.

Demand Response

Demand Response rewards you for reducing energy usage when demand for electricity is highest — typically the summer months — and when rates are highest, too. If your business has the flexibility to shift energy usage, you could plug into serious savings. We offer several Demand Response programs so that you can choose the best options based on your business needs.

Sign up for **Critical Peak Pricing** and get rewarded for voluntarily reducing electricity consumption during CPP “event” hours, when energy conservation during peak hours is most needed. Or, save with our **Commercial Summer Discount Plan** which automatically cycles your air conditioner units on and off during periods of peak demand, and allows you to only cycle a few units. With **Automated Demand Response**, you can reduce energy use with a click, so it’s even easier for you to save both time and money.

Small Steps to Control Your Energy Expenses

A few targeted changes in your operations and equipment maintenance procedures can really add up. Many ways to save require little or no financial investment by your company.

Keep Your Cool

Refrigeration is one of the biggest energy guzzlers in grocery stores. Simple upgrades to your refrigeration systems can reduce energy use by 24% relative to standard practice² and can make a big impact on your bottom line.

- Install **refrigeration curtains** and **auto door closers** on refrigeration units
- Add **temperature controllers**
- Insulate bare suction lines
- Add **display shields**
- Replace existing shaded pole on evaporator fans with electrically commutated **motors**

Flip the Switch

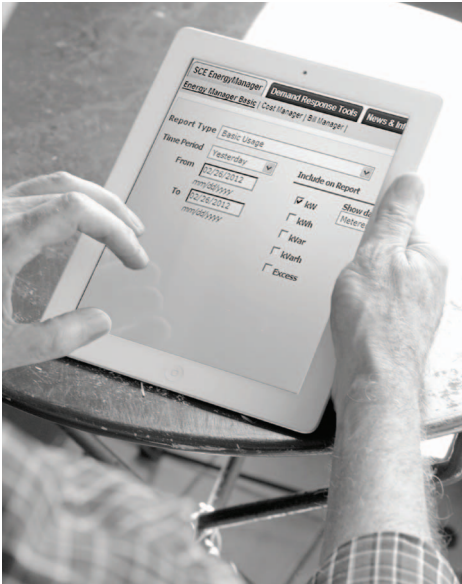
Brighten your business forecast by dimming the lights...or at least swapping your incandescent bulbs for energy-efficient **LEDs**. You'll be surprised how much lighter your energy load will be.

- For stores that remain open 24 hours a day, install **occupancy sensors** in general usage areas so that lights turn on only when area is occupied and automatically turn off when it isn't
- Install **dimnable ballasts** to control the current passing through fluorescent lamps. Lower light levels use less energy, and dimming enhances employee comfort
- Changing refrigerated display case lighting to **LEDs** can save energy and has been shown to appeal to customers significantly more than linear fluorescent lamps
- Install **occupancy sensors** in refrigerated display cases so cases are only lit when aisle is occupied and automatically turn off when it's empty

² Esource; data from the U.S. Energy Information Administration (2003)



Power Tools for Long-Term Savings



Finance for Free

We offer **On-Bill Financing** to help your business spread out the cost of qualifying energy efficiency upgrades over time, at no fee to you and with zero interest. Payments may even be offset by savings resulting from your efficiency investments. Some equipment may also qualify for financial incentives — making it even more attractive to upgrade.

Set a Goal

Benchmarking provides an “apples-to-apples” comparison of your store’s energy performance to other supermarkets, and a roadmap to greater efficiency.

Go Retro

Retrocommissioning (RCx) will help keep your building operating efficiently, which generally focuses on Heating-Ventilation-Air Conditioning (HVAC) and lighting improvements.

Design to Save

Savings By Design encourages high-performance, non-residential building design and construction by providing financial incentives, detailed analysis, and design support.

Green, Clean Solutions

Embracing innovative energy sources, like solar and self-generation, can reduce your carbon footprint — and your energy bill.

“ Over the last decade Stater Bros. has reduced average energy use per store across the chain by 20% using a combination of energy management solutions, with more than \$5.2 million in incentives from SCE. ”

— Scott Limbacher
Vice President of Construction and Maintenance
Stater Bros.

MORE INFORMATION

To learn more about Energy Management Solutions and apply for incentives, visit sce.com/grocery or call your **SCE Account Manager**.

Programs are funded by California utility ratepayers and administered by SCE under the auspices of the California Public Utilities Commission. Incentives and savings will vary by customer, and SCE does not make any representation herein concerning actual or potential savings amounts. Funds are limited and are available on a first-come, first-served basis until program(s) are discontinued, or until funds are depleted. Terms and conditions may apply.