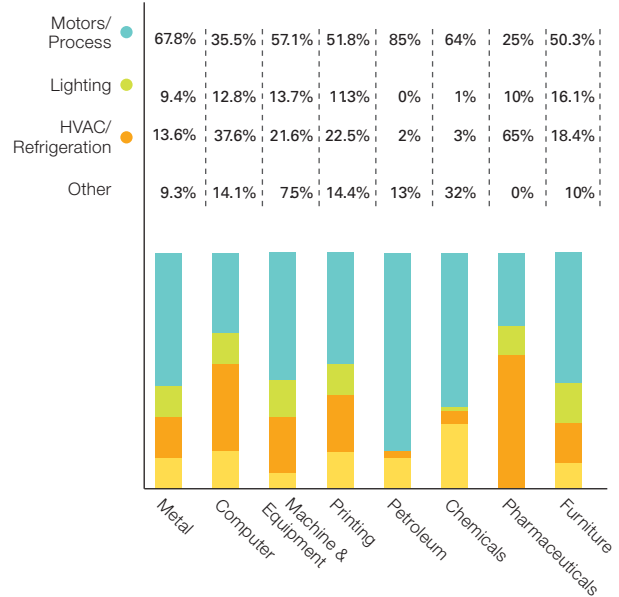




Powerful Solutions That Put You in Control

Ready to make your manufacturing business more energy and cost efficient? It's easier than you think. Start with simple changes to your operating schedule, and then consider upgrading to more efficient equipment that will permanently reduce energy consumption. We've got the resources to get you on the path to energy efficiency, including tools, tips, and incentives — all customized for manufacturing businesses like yours to help you save.

Where your energy dollars are used.¹



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



Make a Savings Plan

Knowing where you use energy can help you identify ways to reduce your energy use and manage overhead costs. Although numbers vary by manufacturing sector, the average facility uses 95.1 kilowatt-hours (kWh) of electricity per square foot annually. Almost 70% of manufacturing energy is consumed by motors. Heating, cooling, and lighting your facility are the next-largest energy users, and we offer proven savings opportunities that won't interrupt your operations. Start with an **Energy Audit** — an analysis of your current energy use to identify savings opportunities, customized to your business. 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 equipment like **motors, compressed air systems, variable speed drives** and **pumps**, infrastructure improvements, and facility upgrades pay off in the long term — and many qualify for incentives right now.

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.

Want more control over when — and how much — you reduce your demand? 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. If you can actively monitor and reduce your usage on hot summer days when prices peak, **Real Time Pricing** may benefit your business.

Small Steps to Control Your Energy Expenses

Many ways to save require little or no financial investment by your company. Just a few targeted changes in the way you operate can really add up.

Time It Right

Shift some of your non-essential equipment use or operations “Off-Peak” to nights and weekends, and you’ll pay a lower rate, while helping reduce pressure on the grid.

- Shift use of non-essential electrical equipment to before or after peak hours
- Charge batteries and battery-operated equipment before or after peak hours
- Reduce or shift production tasks
- Schedule batch or continuous processes around peak hours

Power Down

Making sure your equipment, motors, and facility aren’t using energy unnecessarily can make a real difference on your bill.

- Operate air compressor at the lowest pressure allowed by your system and repair all leaks
- Practice preventative maintenance on motor systems
- Install **automatic shut-off devices** to reduce peak demand
- Install devices that improve power factor
- Turn off vertical lifts, conveyor belts, and non-essential process equipment
- Reduce air compressors and processing loads using pre-programmed load shed strategies
- Adjust variable-speed drive controls for fans, pumps, and chillers
- Install **variable-frequency drives (VFDs)** to control the motor speed

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.

- Replace warehouse and other high-bay lighting with **High Intensity Discharge (HID)** lamps or high-bay fluorescent fixtures
- Install **occupancy sensors** in general usage areas so lights turn on only when area is occupied and automatically turn off or dim when it isn’t



“ By taking advantage of every possible SCE rebate and energy efficiency program, we’re building \$500,000-600,000 in savings per year into our facilities. ”

— Terry Thomas, Manager of Facilities and
Michael Whalen, Director of Environmental
Health and Safety, Allergan

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.

Go Retro

Retrocommissioning (RCx) will help keep your buildings operating more efficiently. For manufacturing facilities, RCx generally focuses on compressed-air, steam, chilled-water, process-ventilation, pump, and fan systems, all of which typically offer efficiency improvement opportunities.

Green, Clean Solutions

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

Additional Resources

We also offer additional programs, implemented by third-party vendors under a contract with us, that are targeted to your business, including Chemical Products, Industrial Gases, Non-Metallic Minerals and Products. These programs are specifically tailored to meet the needs of your business, with implementers who offer project management, technical services, and financial incentives.

“**WARCO receives 'substantial savings' both from demand response and overall from the energy reduced during the demand response events. Use of the EMS coupled with Automated Demand Response allows us to make smart, cost-effective decisions to reduce load on additional equipment and rearrange shifts from on-peak periods...give us more flexibility.**”

— Jim de Leo, President
West American Rubber Company

MORE INFORMATION

To learn more about Energy Management Solutions and apply for incentives, visit sce.com/manufacturing 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.