



## Los Angeles Die Casting



Mel Hand, General Manager,  
Los Angeles Die Casting

### SCE's Technical Assistance and Technology Incentives Program Helps Los Angeles Die Casting Get an Energy Management Advantage

It started with some challenging news: a representative from Southern California Edison (SCE) attended a local chapter meeting of NADCA, the North American Die Casters Association, to tell the members about impending rate hikes. For an industry facing global competition and increasing materials costs, rising electricity expenses can be a matter of survival. For Mel Hand, General Manager, and August Ambrozic, Plant Manager of Los Angeles Die Casting, the news opened the door to a significant improvement.

"We've been in business since 1930 because we're always looking for better ways of working," says Hand, a second-generation professional with 35 years in the field. "When we heard electricity rates were rising, we saw two possibilities: throw in the towel or look for a solution. SCE got us moving with an honest forecast of the tough outlook, but they had good news that made the solution possible: the Technical Assistance and Technology Incentives Program (TA&TI)."

#### TA&TI: A Savings Leap Forward

SCE's TA&TI Program provides SCE's Bundled Service or Direct Access customers (such as large office complexes, large manufacturers, warehouses, process industrial facilities, water agencies, and agricultural and institutional facilities with interval meters and demands of 200 kW or greater) with demand response site assessments and financial incentives for the installation of qualifying technologies that reduce electricity usage during periods of high demand. TA&TI can give customers increased flexibility to participate in other SCE Demand Response (DR) programs that provide additional energy-saving incentives.

Die casting is a highly energy-intensive process, with electric furnaces melting eight hundred pounds of aluminum at a time. L.A. Die Casting serves diverse industries from aerospace to lawn and garden to telecommunications. With over 200 customers around the world and ISO 9001:2000 standards to uphold, L.A. Die Casting runs two shifts, five days a week, and compromising quality isn't an option.

#### Estimated Savings by Managing Energy

- *Location:* Los Angeles, CA
- *Industry:* Manufacturing
- *Savings to date:* received an incentive of \$12,500 from SCE
- *SCE Programs Utilized:* Technical Assistance and Technology Incentives Program (TA&TI)
- *Results:* By installing an energy management system (EMS), L.A. Die Casting can drop 50 kilowatts (kW) of load during a demand response event.

# Energy Management Success Story

## SCE's TA&TI Program Helps Los Angeles Die Casting Get an Energy Management Advantage

"The challenge," Ambrozic says, "was to use less energy while keeping our standards high. SCE's TA&TI Program opened a window of possibility. A third-party vendor's computerized energy management system was the practical tool we needed to make dramatic improvements to our energy management."

The vendor visited L.A. Die Casting and demonstrated the technology. The company and its SCE representative collaborated in using the TA&TI Program to cover a portion of the cost of the acquisition. "SCE stuck with us, facilitated the paperwork, and worked hand-in-hand with the vendor," Hand says. "It was good three-company teamwork that gave us savings up front, and since we installed the new system, we've seen a fairly large reduction of our electricity costs over



**August Ambrozic, Plant Manager,  
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the summer peak-usage months. We used to use manual reporting to get an overview of our energy consumption. Now we get daily reporting, updated every fifteen minutes, so we are much more aware of where and how we're spending the energy money. We can look at our usage yearly, monthly, and weekly; we're able to monitor our operations by the hour and make money-saving adjustments fast."

### Energy Management for Competitiveness

What really starts the process is a belief that better ways are possible. "Too many companies face energy management with the mindset that it can't be done, but we know that you can conserve electricity, expand and improve, and serve more customers all at once," Hand says. "Energy has everybody's attention right now," Ambrozic concurs. "We have to look at every facet of our costs as a competitive opportunity. This is a global economy, and if we want to stay in business, we can't just do things the way we always did them. Everything's on the table. Every assumption can be tested. This is our business. We're committed to this, to our history, to our employees, and we're making it work."

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### 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 costs.

- Install SCE's Automated Demand Response (Auto-DR) which incorporates automated load control systems (an energy management system) to carry out DR strategies without manual intervention.  
**(800) 736-4777**  
[www.sce.com/autodr](http://www.sce.com/autodr)
- Save more with SCE's Demand Response Programs, such as Critical Peak Pricing and Demand Bidding Program, which offer low cost ways to reduce your electrical bill for agreeing to temporarily reduce electricity usage during peak hours.  
**(866) 334-7827**  
[www.sce.com/drp](http://www.sce.com/drp)
- Purchase qualifying energy-efficient equipment or technologies and receive incentives and rebates through SCE's Express and Customized Solutions.  
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[www.sce.com/Express\\_Solutions](http://www.sce.com/Express_Solutions)  
[www.sce.com/Customized\\_Solutions](http://www.sce.com/Customized_Solutions)
- Use Web-based tools such as SCE EnergyManager<sup>SM</sup> Basic, SCE Cost Manager<sup>®</sup> and SCE Bill Manager<sup>®</sup> to monitor and track your electricity usage.  
**(888) 462-7078**  
[www.sce.com/energymanager](http://www.sce.com/energymanager)



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