



## Energy Management Success Story



### 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 Mel, 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: A Savings Leap Forward

SCE's Technical Assistance and Technology Incentives Program (TA&TI) 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 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 & 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. "The challenge," August 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,

#### Savings by Managing Energy:

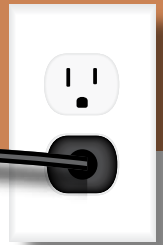
- By installing an energy management system (EMS), L.A. Die Casting can drop 50 kilowatts (kW) of load during a demand response event. L.A. Die Casting received an incentive of \$12,500 from SCE.

Mel Hand, General Manager,  
Los Angeles Die Casting





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August Ambrozic, Plant Manager, Los Angeles Die Casting



facilitated the paperwork, and worked hand-in-hand with the vendor,” Mel 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 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,” Mel Hand says. “Energy has everybody’s attention right now,” August 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.”

### **Like Los Angeles Die Casting, you can save money on electricity:**

- **SCE’s Technical Assistance & Technology Incentives (TA&TI) Program at [www.sce.com/drp](http://www.sce.com/drp)** provides technical assistance in the form of demand response site assessments at no charge to eligible commercial and industrial customers, and incentives for the installation of qualifying demand response technology.
- **Take the Online Business Survey at [www.sce.com](http://www.sce.com)** to calibrate your building for savings.
- **Use Web-based tools such as SCE EnergyManager<sup>®</sup>, SCE Cost Manager<sup>®</sup> and SCE Bill Manager<sup>®</sup>** to monitor your electricity usage in real time and over the long term.
- **Find out how SCE Demand Response Programs** can reward you for reducing your electricity usage at [www.sce.com/drp](http://www.sce.com/drp).
- **Use SCE’s Express Efficiency Program at [www.sce.com/express](http://www.sce.com/express)** for cash incentives on qualifying energy-efficiency equipment.

### **For More Information**

Southern California Edison offers a range of programs such as cash incentives, energy surveys, and payment options to help you better manage your electricity costs. To learn more, please contact your SCE account representative, call (800) 990-7788, or visit us at [www.sce.com](http://www.sce.com).

Learn more about how to save energy and save money:

#### **Demand Response Programs**

[www.sce.com/drp](http://www.sce.com/drp)  
626-302-8320

#### **SCE TA&TI**

[www.sce.com/drp](http://www.sce.com/drp)

#### **SCE Demand Bidding Program**

[www.sce.com/drp](http://www.sce.com/drp)

#### **SCE Online Business Survey**

[www.sce.com/Tools/SmallMediumBusiness/OnlineBusinessEnergySurvey.htm](http://www.sce.com/Tools/SmallMediumBusiness/OnlineBusinessEnergySurvey.htm)

#### **EnergyManager<sup>®</sup>, Cost Manager<sup>®</sup>, Bill Manager<sup>®</sup>**

[www.sce.com/RebatesandSavings/LargeBusiness/EnergyManager/](http://www.sce.com/RebatesandSavings/LargeBusiness/EnergyManager/)

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