



# Arizona Success

Current News and Practical Tips  
for Arizona's Business Community

June / July 2007

**APS**  
THE POWER TO MAKE IT HAPPEN®

## Partnering for dependable power

Summer heat is here and energy use is on the rise. Barring any major unexpected events, APS customers can expect adequate power supplies this summer. But to help provide an extra margin of safety and reduce stress on the power supply system, we are asking business customers to become APS Power Partners. Power Partners commit to save energy during extreme summer heat — when temperatures exceed 110 degrees. The Power Partners program is a partnership where everyone wins, with better reliability and dependable power when you need it most. To become an APS Power Partner in the Phoenix area, go to [aps.com](http://aps.com) and complete the online pledge card, or call 602-250-2303. For the Yuma area, please complete the online Yuma Pledge Card or call 1-928-336-9990.

## Tips to cool down your electric costs for summer

There's no doubt about it. Summer has arrived. Arizona's famous heat poses a daily challenge to business owners who are trying to attract customers, maintain a productive workforce, and keep operating costs within a set budget.

### **APS can help.**

APS' Solutions for Business\* program can help you develop a strategy to maximize your energy efficiency improvements. The program offers incentives for a range of energy efficiency measures, from lighting to air conditioning. To learn more, call 1-866-277-5605 between 9 a.m. and 5 p.m. (MST), Monday-Friday, or visit [aps.com](http://aps.com).

Businesses that make an investment in efficiency now will benefit in the short term by reducing energy expenses while creating a more comfortable environment for customers and employees. The business will also benefit in the future through energy savings. An investment in efficiency pays for years. So, what are you waiting for? Here are a few ways you can start saving money.

## See yourself in a new light

Lighting is the single largest energy expense for retail businesses and small offices. Lighting costs comprise more than 40% of total electricity costs and the heat from lamps and fixtures increases the cooling load. Energy-efficient lights are available in a variety of styles and functions — from chandeliers and sconces to recessed cans and spotlights. Many are dimmable.

- Replace incandescent bulbs with ENERGY STAR® qualified Compact Fluorescent Lamps (CFLs).
- Replace T12 fluorescent lamps and magnetic ballasts with T8/T5 fluorescent lamps and electronic ballasts.
- Install light-emitting diode (LED) or electro-luminescent exit signs which last longer and use less energy.

Lighting incentives are available. Visit [aps.com](http://aps.com) for more information.

## Case in point

RGL Enterprises is a small business that supplies a wide range of refurbished electronic equipment, from air compressors to X-ray machines. Owner Robert Loeb was seeking a more effective lighting system for RGL's Phoenix office and warehouse — one that improved lighting quality and energy efficiency. "We wanted better lighting, less maintenance and lower energy bills," says Loeb.

Overhead strip lighting and old fluorescent fixtures in the office left much room for improvement in the work environment. The adjacent 27,000 sq. ft. warehouse was unevenly lit by 400-watt metal halide lamps, which projected narrow cones of light and cast shadows everywhere else.

Not only was RGL stuck with poor light quality, the inefficient lamps and fixtures drove up monthly electricity bills and required regular maintenance. "We were always losing bulbs or ballasts. There was always a corner of the warehouse that was dark. We'd wait for a section to go before replacing the bulbs or ballasts because we had to move our

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equipment out of the way and bring in lifts to reach the fixtures. It was a real pain,” says Robert Loeb.

RGL worked with its longtime lighting contractor to develop an optimal solution and applied for incentives from APS Solutions for Business program to help fund the retrofit measures. RGL used a feature unique to the APS program which allows the incentive check to be sent directly to a third-party, in this case, the contractor. This reduces up-front costs to the owner.

In the 2,000 sq. ft. office, 104 4-ft T-12 lamps were replaced with T-8s. They used retrofit kits for some of the strip fixtures and simply replaced lamps and ballasts in others. In the warehouse, 54 metal halide lamps were replaced with T-5 high output fixtures and lamps. Loeb notes that new lighting is noticeably improved. “It’s much brighter and more even.” The entire project took about four days to complete.

APS provided \$4,882 in incentives for the measures and estimates the annual electricity savings at 69,300 kWh. RGL expects to save more than \$5,600 annually on electricity costs. The project will pay for itself within three years. After that, it’s all savings coming back to the business.

In addition to the annual energy savings, RGL expects to save \$2,000 per year in maintenance costs. “The nicest thing is we don’t have to worry about maintenance,” says Loeb.

## Take Control.

Saving energy is even easier when you let technology do the work for you. You can save a lot of money by using a few simple controls.

- Install a programmable thermostat to save on your energy bill. Set it to raise the temperature when your business closes and to cool it down again before employees arrive. Use fans during the workday to feel six degrees cooler.
- Use occupancy sensors in conference rooms, restrooms, break rooms and storage spaces to turn off lights when no one’s around. Set timers on outdoor lights and display cases. These controls can save 20–50% on lighting costs.
- Add energy-misers to beverage and snack vending machines to cut the machine’s electricity use by up to 80%.

Energy conservation incentives are available. Visit [aps.com](http://aps.com) for more information.

*“I would absolutely recommend this program to any business owner. Participation is easy and the payoff is significant.”*

— Robert Loeb, President,  
RGL Enterprises

## Think Ahead.

Don’t wait until the cold air stops blowing to call your HVAC technician: schedule a tune-up today. Simple maintenance can save hundreds on your energy bills and minimize emergency repairs.

Another easy maintenance step: change all your lights at once. Install energy-efficient lamps and then mark your calendar to replace them at the same time. Group relamping schedules the replacement of lamps at their maximum economic value, generally at about 70% of their calendar life. Though it means replacing lamps before they expire, it dramatically reduces the time spent replacing each lamp, which can reduce your overall lighting maintenance budget by more than 25%. You can also free up storage space and benefit from bulk discounts when purchasing replacements.

## Take a Snooze.

Activate sleep settings on computers and monitors. You can save \$10–\$30 per monitor and \$15–\$45 per computer each year just by activating these settings. Sleeping computers still draw some energy, so be sure to turn them off when done, along with other office equipment like printers, scanners, adding machines and shredders. Did you check the conference room for televisions and projectors? Simplify the job by plugging devices into power strips and turning off the power strip. Don’t forget about other equipment such as scales, cash registers and fans.

## Close the door!

Retail stores and restaurants often prop doors open to draw in potential customers. While customers may come in, huge amounts of conditioned air go out. Consider stationing a greeter at the door to open it for customers. You’ll save energy and create a personal connection.

**For more strategies and information on saving energy in your business, visit [aps.com](http://aps.com).**

*\* The APS Solutions for Business program is funded by APS customers, and is approved by the Arizona Corporation Commission.*



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