



Arizona Success

Current News and Practical Tips
for Arizona's Business Community

September–October 2007

APS
THE POWER TO MAKE IT HAPPEN®

APS Solutions for Business* delivers savings

APS is pleased to report that participation in the Solutions for Business program is strong and growing. Launched in 2006, Solutions for Business offers cash incentives to install energy efficiency measures and perform energy studies.

Participating business customers have received incentives for energy efficiency projects that will save more than 490 million kilowatt-hours (kWh) — and the program has just gotten started! That's enough electricity to power 36,000 Phoenix-metro homes for one year. These energy savings will reduce CO2 emissions by 225,000 tons and save 114 million gallons of water. These are results everyone can feel good about, and the benefits will multiply as more projects are completed.

APS Solutions for Business program participants range from small business owners to school districts to large corporations. Some projects improve the efficiency of existing buildings, while others focus on new construction. Energy improvements range from lighting and refrigeration measures to motors and HVAC. The common thread that connects these diverse projects is that they are implemented by APS customers who are interested in saving electricity and reducing their operating costs.

When asked if they would recommend the APS Solutions for Business program to other business owners, participants overwhelmingly say "Yes!"

One small businessman said, "The payback is so quick. It would be crazy not to do it." Another participant noted, "The APS incentives made the critical difference in getting the project approved."

APS has launched a series of technical training workshops to help facility owners, managers and maintenance staff to make informed decisions about energy efficiency improvements. Upcoming topics include Retro-commissioning (September), Lighting (October), and Energy Audits (January). APS offers a discount on registration fees to business customers.

To learn more about the APS Solutions for Business program and scheduled training workshops, call 1-866-277-5605 between 9 a.m. and 5 p.m. (MST), Monday-Friday, or visit aps.com and click on "Save Energy."

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

Are you ready to change a light and change the world?

ENERGY STAR® Change a Light Day is October 3, 2007. You can participate in this national event by upgrading inefficient lights in your facilities and by encouraging your associates to change a light (or five!) at home. As a proud ENERGY STAR® partner, APS is committed to helping business customers manage their electricity use more efficiently.

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To contact us, visit us online or call the APS Business Center
aps.com — Metro Phoenix area 602-371-6767 — Other areas 800-253-9407

Tips for reducing electricity use in grocery stores

Grocery store owners have a wealth of opportunities to reduce their operating costs by implementing energy efficiency improvements. According to ENERGY STAR®, a 10% reduction in energy costs for the average supermarket can boost profit margins by as much as 6%.

Like other businesses, store owners can install more efficient lighting and use controls to provide the right light levels at the right times. They can reduce their cooling expenses by upgrading HVAC equipment and improving motor efficiency. Grocery store owners can also find an abundance of savings behind the scenes by choosing ENERGY STAR® qualified office equipment and activating power management features on those units.

But grocery stores have a unique opportunity to realize significant electricity savings through refrigeration improvements. In Arizona, refrigeration accounts for more than half of the electricity use for a large grocery store and about 30% for a smaller store. Improving refrigeration efficiency can also improve product integrity and reduce product loss. So it makes good economic sense to consider refrigeration improvements along with the broader spectrum of energy-saving opportunities.

The following refrigeration strategies can significantly reduce electricity use in grocery stores and may also qualify for incentives under APS' Solutions for Business program.

- When purchasing new or replacement appliances, look for ENERGY STAR® labeled commercial solid door refrigerators and freezers. Compared to other models, these products save up to 45% of electricity use and pay back in 1.3 years.
- Install anti-sweat heater controls on display cases. These controls sense humidity conditions and turn the heaters off when unneeded, rather than allowing them to run 24 hours a day. You could save \$140 per sensor each year.

- Install high-efficiency evaporative fan motors in refrigerated cases and walk-in coolers to reduce motor energy use by up to 70%. This measure reduces the electricity used to power the motor and also reduces the amount of heat that must be removed from the case.
- Add night covers to open cases to trap refrigerated air and keep food colder. The covers reduce electricity use and keep product temperatures lower for several hours after the covers are raised. This measure also reduces product loss and improves product integrity.
- Add strip-curtains to walk-ins to reduce air infiltration by up to 75%.

For additional energy-savings strategies and for information on the Solutions for Business program, visit aps.com and click on "Save Energy."

Business call center

At APS, we believe in delivering stellar service. That's why APS has a Business Customer Care Center staffed with customer service professionals dedicated to serve the needs of our commercial customers.

From turning on and off service, to billing inquiries, business customers can dial in daily from 7:30 a.m. to 5:00 p.m. and find a knowledgeable APS representative ready to help.

Customers can reach the APS Business Customer Care Center at 602-371-6767 in the Phoenix, area, or 800-253-9407 elsewhere.

