

# MDM Sponsor Spotlight: SCE

July 11, 2007

*Draft Notes*

## **Purpose:**

1. To allow motor sales and service center staff, manufacturers field staff, motor vendors, and program managers to learn – first hand – about the highlighted programs and how to participate in them.
2. To make person-to-person connections between efficiency program administrators and the vendors and service providers who do business in their service territory.

## **Summary:**

Jenny Harvey welcomed callers. Since some were new to MDM, Jenny gave a brief overview of the campaign, and Spotlight call objectives. Callers identified themselves and their affiliations. At least 25 participants were present with representatives from each sponsor group. Jenny then introduced the speakers:

- Sarah Dagher, Consultant for National Grid
- Cherie Miles, Program Manager for NSTAR Electric & Gas

Cherie gave an overview of the Massachusetts MotorUp incentive program for NEMA Premium motors 1-200 hp. She also explained NSTAR-specific custom programs for other motor and drive projects. Sarah explained custom programs offered by National Grid. These NStar and Nat'l Grid programs provide incentives for larger projects and for motors that fall outside the MotorUp requirements. Sarah also described a motor management pilot program that National Grid offers.

The presentation that was provided to callers prior to the call is available on-line at <http://www.motorsmatter.org/events/spotlight.html>.

The question-and-answer session that followed the presentation is detailed below. After the Q&A session, Jenny concluded the call.

## **Opportunities for Massachusetts motor dealer participation:**

1. For the MotorUp program, contact Alan Mulak at 877-376-3837 and ask about:
  - a. Instant Rebates
  - b. Free promotional materials for sales counters (brochures, forms, MDM materials)
  - c. Training in Motor Master+ software for customer inventories; and MDM's *1-2-3 Approach to Motor Management*
  - d. Presentations on MotorUp, motor efficiency, NEMA Premium motors, Motor Master+ software
  - e. Help with on-site inventories of larger customer facilities on a case by case basis
2. For other programs, contact the program managers directly to learn how your customers can participate. See slides 13 and 22 for contact information.
3. If you have commercial or industrial customers with at least 50 motors who might be interested in National Grid's Motor Management Pilot Program, contact Sarah Dagher, at [daghers@comcast.net](mailto:daghers@comcast.net) or (978) 974-9475.
4. A list of call participants will be provided to Sarah and Cherie for follow-up.

## **Question-and-Answer:**

*Q: What kind of motor projects qualify for the MotorUp program?*

A: Customers who are looking to install NEMA Premium motors in new construction projects, equipment replacement, or stock motors should consider MotorUp.

*Q: Does MotorUp provide incentives for best practice repairs?*

A: MotorUp does not have incentives for repairs. Customers considering purchasing policies should also consider writing repair policies that specify best practice repair. Please note that there are best practice guidelines for repairs available through EASA ([www.easa.com](http://www.easa.com)).

*Q: Do you do any post-installation inspection of the motors under MotorUp, or is the invoice enough?*

A: We do inspect installations at larger facilities requesting large scale motor projects prior to providing the MotorUp rebate. Smaller projects are randomly inspected.

*Q: How do your programs for new construction deal with the potential for free ridership?*

A: We try to work with customers early in the process, generally at or before the schematic design phase of construction. If we see that a customer had already purchased or was planning to install an energy-efficient motor or a drive, we can't pay an incentive for that. But if the customer is thinking about the equipment and needs the financial incentive to move forward, we can help in those cases.

*Q: Does National Grid's Motor Management Pilot Program encourage NEMA Premium efficiency motors for ALL purchases?*

A: No. There will certainly be some specialty motors that are can't be replaced with NEMA Premium. There will also be motors that it makes more sense to repair than replace. In the case of the repair option, we encourage customers to specify best practice repairs.

*Q: During a motor audit under National Grid's Motor Management Pilot Program, do you require a certain kind of testing to determine the expected life of existing motors?*

A: At the moment, we rely on the analysis provided by the qualified engineer who performs the audit. As the pilot program develops, we may choose to be more specific about what kinds of testing is performed.

*Q: How do you use MDM tools and resources in the Motor Management Pilot Program?*

A: We train motor dealers that we work with. Trainings include Motor Master+, and MDM's 1-2-3 Approach to Motor Management. We sometimes bring in representatives from other utilities in cases when the dealer has customers in overlapping service territories.

*Q: How can motor vendors take advantage of the Motor Management Pilot Program?*

A: Sometimes we (the utility) will identify a customer that is a good candidate for the program and we'll work with the vendor(s) they already use. If a dealer has a customer and knows they have at least 50 motors and some interest in participating, call Sarah to discuss the possibilities and parameters.

Dealers can also call Sarah, Cherie, or Alan to request assistance. Program representatives often provide training for dealers' customers at the motor shop or will conduct training on the customer site with the motor vendor present.