

Increasing Profitability Through Motor Management

MDM Webcast, March 14, 2007

Questions & Answers

Following the Webcast, we had fifteen minutes for questions and discussion. A brief review is presented below. Questions not answered during the Webcast are not included in this write-up.

Q: What is the process a manufacturer needs to go through to get NEMA certification of high efficiency motors?

A: Contact Bill Hoyt, of NEMA, about the details: wil_hoyt@nema.org

Q: How receptive have service centers offering motor management to customers found them willing to pay for the survey portions of the service? Or is it that the service centers are building that cost into a monthly fee to maintain the service once the survey is complete?

A: Some energy-efficiency programs provide motor surveys for free. In that case, though, one might argue that the customer "pays" in employee time spent working with the vendor or program administrator while conducting the survey. However, in the experience of NYSERDA, for example, vendors benefit from offering the free survey because customers have always turned to that same vendor for future fee-based services. [Answer provided by Priscilla Richards, NYSERDA]

Some sales and service centers do charge for a motor inventory and may base the cost on a per motor basis and on the number of motors, for example. In the experience of HECO, customers are willing to pay for the service because of the benefits of being able to better manage motors once the inventory is complete. [Answer provided by Tom Baney, HECO]

Q: There was an example of a NY state incentive program (Kodak case study). Are there also Federal incentives available in all or some states?

A: At the state or utility level, some portion of public funds is earmarked for energy-efficiency programs. How the administration of those programs is coordinated among state agencies, utilities and/or energy-efficiency organizations depends on the state regulation.

While there are no federal incentives for NEMA Premium motors, the US DOE offers the Save Energy Now program to large industrial customers. DOE's Save Energy Now campaign sends qualified specialists to conduct Energy Savings Assessments (ESAs) at highly energy-intensive manufacturing facilities. The purpose of the assessments is to identify immediate opportunities to save energy and money. DOE shares the cost of the ESAs with the customer. Visit www.eere.energy.gov/industry/saveenergynow for more information.

Q: Can MDM financial sponsors use the Webcast presentation in their pitches to customers?

A: Yes. The presentation is available to the public in pdf format. If you do use the presentation **we ask that you not alter the presentation in any way** and that you credit the Motor Decisions Matter campaign, a special project of the Consortium for Energy Efficiency. The presentation is on-line at <http://www.motorsmatter.org/webcasts.html>. For more information or special requests, please contact MDMInfo@cee1.org.

Q: Can we put some of the MDM tools like the simple savings chart on our website as long as we include the logo, source, etc.?

A: Yes. All MDM tools and resources are available to the public as long as they are not altered and attributed to the MDM campaign.

Q: What happens to the surplus motors that customers may have?

A: One of the benefits of a comprehensive motor inventory is that it can help customers identify motors that are in operation and those that are part of a spares inventory. The remaining motors inventoried are surplus and should be recycled.

Q: When we contact a utility, who should we ask for that would have usage and demand rate pricing specific to our client?

A: The client's utility account representative.