

Sundermeyer, Susan

From: Dietrich, Natelle*
Sent: Wednesday, November 10, 2010 2:59 PM
To: Sundermeyer, Susan
Subject: FW: MoPSC DSM potential study
Attachments: EXHIBIT B -SCE Flex EE DR IDEEAs Program.pdf

From: Spare, Melanie [mailto:MSpare@unvlt.com]
Sent: Friday, October 01, 2010 2:31 PM
To: Dietrich, Natelle*
Subject: MoPSC DSM potential study

Ms. Dietrich,

One of our channel partners forwarded a copy of your Measure Data Interim Memo in reference to the MoPSC DSM potential study. I represent Universal Technologies, a leading innovator in the lighting industry, pushing the barriers of energy efficiency and product design.

As noted in Figure 7 of your memorandum, continuous dimming and controls provide substantial energy savings in all the target market segments you studied. The largest energy savings breakthrough from the ULT Engineering Center involves a highly cost effective controllable electronic ballast that communicates with its control system on the circuit level without the need for additional (and costly) control wiring. Operating much like a controllable motor drive, this technology makes controllable lighting systems far more practical, economical, and easier to install.

Over the past five years, extensive third-party field testing has been conducted in California on this technology. As a result, ULT can confidently state that it offers the most advanced and cost-effective wireless electronic ballast on the market today.

In 2005, ULT installed seventy-eight (78) of these ballasts—called DEMANDflex™ ballast—at Southern California Edison (SCE). A DCL Control System was also installed to communicate with the ballasts. Thanks to a robust power line communication protocol allowing the ballasts to be controlled via a secure access website, SCE could invoke a load curtailment action with the simple click of an icon and override scheduled dimming at a connected location—thus bringing the goal of Integrated Demand Side Management (IDSM) within the line of sight.

In 2006 and 2007, ULT installed 10,000 DEMANDflex ballasts in 40 locations in phase I and 20,000 in 60 locations in phase II of the SCE Flex EE / DR IDEEAs program (report attached).

In 2008, ULT installed DEMANDflex ballasts and DCL Control Systems at two sites designated by PG&E as part of an Emerging Technologies Program. This program was designed to review energy efficiency (report attached) and demand response (report attached) at the Alameda County Water District and the Anheuser Busch West Sacramento facility.

Today, ULT is releasing the 2nd generation DEMANDflex ballast and DCL Controls. The new DCL system allows a single circuit to be split among three zones, with each zone responding to

different command inputs. For instance, zone 1 could be used for areas with no windows, zone 2 for areas with the highest ambient light, and zone 3 for areas with moderate ambient light. As a result, users can enhance their scheduled dimming efforts with daylight harvesting for significant energy savings.

In closing I have provided links to the studies mentioned above. As your project progresses, please let me know if I can provide any further information. We are always interested in participating in demonstration projects that provide proof of concept with measurable verification.

Reports

- Following is a link to our Demand Response Assessment report generated for the Pacific Gas & Electric Company Emerging Technology Program discussing the comparison of technologies where the ULT DCL system was reviewed at the Alameda County Water District in Fremont and again at the Anheuser Busch facility in West Sacramento.
http://www.etcc-ca.com/images/stories/ETWirelessControl_DR_Final_Rpt8-18-09.pdf
- Following is a link to our Energy Efficiency Assessment report generated for the Pacific Gas & Electric Company Emerging Technology Program discussing the comparison of technologies where the ULT DCL system was reviewed at the Alameda County Water District in Fremont and again at the Anheuser Busch facility in West Sacramento.
http://www.etcc-ca.com/images/etwirelesscontrol_ee%20final%20rpt%208-18-09.pdf

Sincerely,

Melanie Spare

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