

BUSINESS MONDAY

IT'S YOUR BUSINESS Q&A

Resources for energy-saving ideas

Web sites, publications and energy-conscious groups can help businesses cope with higher electricity rates and potential blackouts this summer.

Free energy audits: The Small Business Energy Alliance will advise on ways to cut electricity usage at small companies in Orange County, except Irvine, which has its own program. The audits, worth \$250, are paid for by the state through Southern California Edison. The alliance, managed by ASW Engineering in Tustin, has \$400,000 to subsidize more-efficient lighting, air-conditioner tune-ups and programmable thermostats at companies. To schedule an audit call (888) 759-9800.

Self-audit: A business owner

can get dozens of energy-saving ideas specific to his company by taking the Small Business Analysis at the Southern California Edison Web site, www.sce.com, or by mail by calling (800) 736-4777.

Money-saving book: "Saving Energy & Money" is a free Southern California Edison booklet directed toward businesses in California. The publication details ways to save energy and how much the suggested actions might save. For example, occupancy sensors in a room can reduce lighting costs 40 percent, and high-efficiency griddles for restaurants use 30 percent less electricity. Copies can be requested by calling (800) 736-4777.

Energy Star: Small businesses can get Environmental Protection Agency information specific to California at www.epa.gov/smallbiz. The site includes a free, 100-page energy-saving guide, quick tips, an online calculator for saving money with various fuels, and resources available to California residents. Office products can earn the Energy Star label for electricity efficiency. For example, Energy Star copiers reduce energy costs up to 50 percent.

More Web sites: Other sources of energy conservation include www.energyguide.com and www.flexyourpower.ca.gov

SHOPTALK



David Wylie

Job title: Vice president

Company: ASW Engineering Management Consultants Inc., Tustin

Telephone: (714) 731-8193; (888) 759-9800

Residence: Santa Ana

Age: 47

Salary range: \$75,000-\$80,000

Describe your job and a typical day: I'm an energy consultant, advising businesses on the economics of energy efficiency, such as lighting, air conditioning and the industrial process. I provide a lot of technical training for utility personnel - Edison, Pacific Gas & Electric, Anaheim Electric and the Department of Water & Power and other customers. For the past year, that's occupied three to four days of my week. I teach, travel, return phone calls and e-mails and administer projects. We operate a non-profit called the Small Business Energy Alliance and have worked with small businesses for over 20 years. We have a training course and fairly signif-

years. We have a training course and fairly significant state funds to help implement projects like new lighting, air-conditioner tune-ups and computer-based programmable thermostats.

Best thing about your job? It's constantly challenging, never boring, and I meet a lot of people.

Your biggest challenge? Not everybody lives honorably by their contracts. I have companies I do business with on a handshake who always pay. Then there are companies I have contracts with who don't pay. Also, when people wake up to efficiency, they want it, want it fast, accurate and don't want to spend much. People are waking up now. They're about to see big electricity costs. They've been hearing about significant rate increases, so they're showing more interest.

How many hours a week do you work? 50-60

What's your background? I have a degree in mechanical engineering and a master's in business. I'm credentialed in college instruction. I've taught at Orange Coast and Coastline colleges.

How did you get involved in the energy business? An energy crisis struck when I was in college in the early '70s. I was an environmentalist at heart and studied engineering to make a living. The company founder, Ramon Alvarez, hired me straight out of school. As the firm grew, I became a partner.

Any advice for someone interested in a job like yours? Business is cyclical. The industry is in an upswing, but we had a good 10 years of energy complacency. Have a sound engineering foundation (that you develop). Those physics classes come in handy.

What motivates you to do your best? Feeding my family - I have six children. At some point I'd like to teach seventh-grade science.

— Susan Funk / The Register

FIVE TIPS

With energy prices going up, there are ways you can save hundreds of dollars each year conserving energy by doing things that are very simple, take very little time, and cost nothing to buy, according to David Wylie of the Small Business Energy Alliance, Tustin (www.sbea.com). The SBEA offers five tips on:

Ways businesses can save energy dollars

1 Lights out. Turn off lights when areas are not in use. Be sure to clean lamps, fixtures, diffusers and reflectors on a regular basis.

2 Adjust heating and air conditioning. Raise your air-conditioner thermostat setting. Turn off the air conditioning at night, on weekends and in unoccupied areas. Delay turning on air conditioning at the start of the day. Turn it off sooner at day's end. Regularly change or clean filters on air-conditioning units.

3 Monitor business equipment use. Turn on machines and equipment only when needed. Activate energy-saver modes. Turning off computers when they're not being used lowers the amount of dust building inside, which helps them last longer while saving you money.

4 Keep it cool. Be sure windows and doors seal tightly when closed. Use shades and blinds on windows to keep out unnecessary heat and sunlight. Use natural ventilation whenever possible to replace air conditioning.

5 Simple appliances are potential cost savers. Check the seals on your refrigeration equipment often and specify high-efficiency evaporator fans when you buy new systems. Utility companies offer rebates on some new energy-efficient appliances and also offer business rebates on window film, lighting, and air conditioning systems. See the Web sites for Anaheim:

www.anaheim.net/utilities, or Southern California Edison: www.sce.com/bus_sols/small_business/index.shtml.