



# Exploring a National Program Strategy for Drives

Industrial Motors & Motor Systems Breakout  
Session

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# Session Agenda

- ▶ Recap Committee Work to Date
  - Drives Exploration
    - Snapshot of current programs
    - Draft framework for moving forward
- ▶ Member Perspective
  - Ron Cobas, SCE
- ▶ Group Discussion
  - Sizing up the drives opportunity

# CEE M&MS Member Program Profile

- ▶ Have motor program, plan to continue
  - Use NEMA Premium<sup>®</sup> as voluntary standard
  - EISA will eliminate voluntary std. in 2010
- ▶ Preference for prescriptive approach
- ▶ Working with aggressive savings targets
- ▶ Evaluation criteria for new programs
  - Energy savings and market potential
  - Implementation factors

# CEE M&MS Program Infrastructure

- ▶ 1-200 hp Common Specification
  - Used by 47 members programs
  - Provides savings and “foot in the door”
- ▶ 250-500hp Guidance Specification
  - EISA mandates new minimum stds at EPACT levels in Dec. 2010
- ▶ Related Marketing Platform: motor management
  - Motor Decisions Matter<sup>SM</sup> (MDM)
- ▶ Ability to leverage relationships with motor manufacturers and stakeholders
  - Information sharing (e.g. shipment data)

# Motor & Motor Systems Committee: Potential New Program Options

- Enhanced performance specification
- Variable Frequency Drives (VFDs)
- Best Practice repair
- Motor Management/Performance Upgrade
- Motor Systems guidance
- Specifications for other motors (e.g. U-frame motors, Design C motors, etc.)

# Exploration Timeline: Work to Date

- ▶ Area of member interest since 2004
- ▶ Re-emerged in 2008, rejuvenated in Mar 09:
  - CEE Ask the Experts
    - NSTAR: 9 VFD program offerings
    - BPA: custom with indiv. measurement & verification
- ▶ Sizing up the opportunity, Mar 09 - present
  - Profile CEE member approach to VFDs
  - Sketch the potential program opportunity
  - Identify potential trade ally partnerships

# Current focus: Sizing Up

- ▼ Member Program Profile: prescriptive VFD
  - 42 members, 55 programs
  - 16 HVAC only, 16 HVAC + C/I general
  - System applications: 24 fans, 25 pumps
  - Common data requested: motor, hp, facility
- ▼ Potential strategy components
  - Prescriptive, custom design guidelines
  - Common messaging and outreach
  - Target market segments, best applications
  - Savings calculation tools/resources

# Next Steps

- ▶ Ongoing M&MS Committee discussions
  - Savings estimates and benchmarks
  - Program design: what works, what doesn't
  - What is best accomplished via nat'l strategy
- ▶ Reach out to Industry Stakeholders
  - Understand market factors
  - Understand technology: potential & limitations
  - Safety concerns and technical issues

## Next Steps cont'd

- ▼ Identify Agenda Items for CEE Industry Partners Meeting: Sept. 30 - Oct. 1
  - Understand the size, scope, and other characteristics of the drives industry
  - What do manufacturers, other stakeholders see as the savings potential through drives?
  - What do manufacturers, other stakeholders see as barriers to achieving add'l savings?
  - Others.....

# Questions to be answered...

- ▶ What are the potential energy savings?
- ▶ What's missing from the current approach?
- ▶ What can a national strategy accomplish in each of the areas identified?
  - Prescriptive, custom design guidelines
  - Common messaging and outreach
  - Savings calculation tools/resources
  - Other?

# Interested in learning more...

▼ CEE Staff contact:

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