

# Energy Management Success Story



## QuinStar Technology



Leo Fong, President and CEO of QuinStar Technology

### High-Tech Entrepreneurship QuinStar Engineers Success with Energy Management

Leo Fong, President and CEO of QuinStar Technology, had over two decades of experience with large and small engineering firms before starting his own company, a maker of high-tech electronic components and hardware modules for government agencies and the military. QuinStar's products are used in radar systems, satellite communications, and space exploration. About sixty people work in QuinStar's headquarters, leaving plenty of room to expand in a building designed to accommodate a larger operation. That extra room makes energy management a challenge.

"Despite the up-and-down nature of the business, there's a significant amount of aerospace work in Southern California, and we're committed to the future here," Fong says. "This is our third location in the area. Some companies like ours left because of the cost of living, but the human capital and the customer base here are perfect for a business like ours. We intend to grow by doing the best possible work and by managing our costs wisely. Southern California Edison (SCE) offers us energy efficiency solutions that help us

maximize the return we get on energy expenses. I think I have a great business resource in SCE."

#### Energy Management: Winning in Detail

QuinStar's sprawling plant houses a large machine shop, design labs, and a micro-assembly shop staffed by technicians who build devices so small they must view them under microscopes. There's plenty of room to grow, but the underused space draws energy and adds to the overall costs of the operation. A small savings led to more dramatic improvements. "Our energy management awareness started when our local Fire Department came by and looked at our Exit signs," Fong says, "and I realized that the light bulbs in those signs generate a lot of wasted heat. Obviously the financial impact of that was small, but a little detail like that can get you thinking — our contracts are very stringently enforced, and we can't go over costs on operational items like materials or energy, so any wasted expense impacts our bottom line. While we replaced those inefficient signs free of charge on a rebated program, we looked around our whole plant for more of those energy-wasting places

#### Estimated Savings by Managing Energy

- *Location:* Torrance, CA
- *Industry:* Manufacturing
- *SCE Programs Utilized:* Express Solutions
- *Results:* \$1,000 monthly electricity savings using rebates on energy-efficient compact fluorescent lighting; further savings through de-lamping in underutilized spaces

#### ESTIMATED MONTHLY SAVINGS

# \$1,000+

# Energy Management Success Story

High-Tech Entrepreneurship QuinStar Engineers Success with Energy Management

that we'd been taking for granted. We talked with SCE, and we found there was good potential here for meaningful savings in lighting."

"The quality of lighting in our plant is critical," Fong continues. "We're assembling machines using wires about one-third the diameter of a human hair, and these devices need to function perfectly under the harshest conditions. The high-efficiency lighting



SCE suggested has enhanced the comfort and efficiency of our technicians, and saved us money as well. Today, by following their advice and taking advantage of SCE's rebates and special offers on energy-efficiency equipment, I'd estimate we're saving about \$1,000 a month, and in eighteen months to two years, the new investments in energy efficiency and energy management we've made will pay for themselves."

"Some people treat energy as a more-is-better expense, but that's not how we work," says Fong. "We found we don't need to compromise the quality of our products or our environment to save electricity — we can optimize both."

## An Energy-Effective Collaboration

"Our collaboration with SCE has been great because our companies think alike," Fong says. "QuinStar is an engineering company. Efficiency in every method isn't just about the cost; it's a source of personal satisfaction to us as well. SCE understands what we want to achieve, and they've been a source of ideas and practical energy-management measures to help us get there."

**"We found we don't need to compromise the quality of our products or our environment to save energy — we can optimize both."**

Leo Fong, President and CEO of QuinStar Technology

## Earn Even More Savings with Other SCE Offerings

Southern California Edison offers a range of energy management solutions to help you better manage your electricity costs.

- Purchase qualifying energy-efficient equipment or technologies and receive incentives and rebates through SCE's Express and Customized Solutions.

**(800) 736-4777**

**[www.sce.com/Express\\_Solutions](http://www.sce.com/Express_Solutions)**  
**[www.sce.com/Customized\\_Solutions](http://www.sce.com/Customized_Solutions)**

- Save more with SCE's Demand Response Programs, such as Critical Peak Pricing and Demand Bidding Program, which offer low cost ways to reduce your electrical bill for agreeing to temporarily reduce electricity usage during peak hours.  
**(866) 334-7827**  
**[www.sce.com/drp](http://www.sce.com/drp)**
- Take free SCE classes in lighting, HVAC, energy management and more at an Edison Energy Center.  
**Irwindale: (800) 336-2822**  
**[www.sce.com/ctac](http://www.sce.com/ctac)**  
**Tulare: (800) 772-4822**  
**[www.sce.com/agtac](http://www.sce.com/agtac)**
- Save time. Submit your application using SCE's Energy Management Online Application Tool.  
**[www.sceonlineapp.com](http://www.sceonlineapp.com)**

## For More Information

**[www.sce.com](http://www.sce.com)**

**Contact your  
SCE Account Representative,  
call (800) 990-7788**



© 2010 Southern California Edison.  
All rights reserved.  
NR-702-V2-1210

This case study is provided for your general information and is not intended as a recommendation or endorsement of any particular product or company. Funding for this case study is provided by California utility customers and administered by SCE under the auspices of the California Public Utilities Commission. The information contained in this case study does not replace CPUC-approved tariffs. Please refer to the individual rate schedule of interest for a complete listing of terms and conditions of service, which can be viewed online at [www.sce.com](http://www.sce.com).

