

THE LEADING PROVIDER OF DEMAND RESPONSE RESOURCES IN THE UNITED STATES

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## DEMAND RESPONSE OVERVIEW

Demand Response is the temporary reduction of electrical usage by a customer for an economic or emergency response. DR programs are designed to contribute to energy load reduction during times of high prices, critical peak demand, or supply shortfalls on the electric grid.

## ABOUT NORTH AMERICA POWER PARTNERS

North America Power Partners is a leading provider of Demand Response resources across the United States. We enable our customers to participate in a range of programs including Capacity, Reserves, and Self-Scheduled Energy. Our DR solutions include advanced metering with web-based reporting tools for all our customers. NAPP provides engineering audits, automation, and controls for customers who want to automate their demand response.

## BENEFITS TO OUR CUSTOMERS

### Revenue

*Create a significant recurring new revenue stream for your business*

### Grid Reliability

*Reduce the likelihood of a blackout in your community*

### Environmental

*Offset the need for new generation plants; reduce GHG emissions*

### Usage Reports

*Customers can access valuable electric usage reports every hour to monitor energy use and manage utility costs*

NAPP works with our customers to identify the portion of electric load at each facility that will be reduced – aligning our customers' objectives to generate revenues while limiting impact on facility operations. Ways that facilities reduce their energy usage include idling equipment, shutting down processes, raising thermostats, utilizing building automation and energy management systems, or reducing lighting. NAPP will provide the metering technology and transaction systems required to participate in our DR programs.

### New Jersey

308 Harper Drive, Suite 320, Moorestown, NJ 08057  
(856) 439-0800 or 1-(888) 476-7764

### California

400 Continental Blvd, Suite 600, El Segundo, CA 90245  
(310) 426-2966



## Manufacturing Case Study: Schindler Elevator Corporation

### The Opportunity

Schindler Elevator Corp. is the largest supplier of escalators and the second largest manufacturer of elevators in the world. A subsidiary of Schindler Group, Inc. in Switzerland, Schindler has over 250 locations in North America, including Corporate Headquarters in Moorestown, New Jersey. Founded in 1874, Schindler Elevator manufactures, installs, maintains and modernizes internal transportation systems for virtually every type of building while managing to provide environmentally-friendly products. Their production line requires large amounts of energy consumption to meet demand, however, that does not mean they are not flexible energy users. This flexibility with production has allowed Schindler to thrive in NAPP's demand response programs and earn a large amount of revenue.

### The NAPP Solution

Schindler Elevators signed with North America Power Partners to make further progress towards energy efficiency through the Flexload™ metering application. Schindler Elevator was able to better control their energy usage and "(Flexload™) gave us an additional tool when looking at potential savings and allows us to go after the biggest bang for the buck." Schindler's corporate headquarter design also has helped them maintain superior performance during call events. The office is reliant upon different energy sources, allowing them to shut down or cut back specific, unused areas during call events. When asked for a statement about our customer centric service, they replied, "Everyone that I have worked with or spoken to at NAPP has been very helpful and has been able to provide the answers to the questions that I had."



### A Quick Look at Schindler Elevator Corporation...

- Founded: 1874
- Industry: Manufacturing
- Headquarters: Moorestown, New Jersey
- Number of Facilities: 1

### A Deeper Look at the Numbers...

- Revenue: Greater than \$30,000
- Peak Load: More than 750 KW
- Curtailment: More than 500 KW
- Years with NAPP: 1 Year

"It gives us an additional tool when looking at potential savings and allows us to go after the biggest bang for the buck."

-Principal Engineer, Schindler Elevator Corp.

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