

ANAHEIM CENTER FOR NEW ENERGY TECHNOLOGIES

# SUCCESS STORY

## Ecogate, AC-NET, and Anaheim Public Utilities partner to help RSI Home Products save energy and boost the bottom line

### THE CUSTOMER

RSI Home Products, a manufacturer of kitchen, bath, and home organization products, is a self-described “relentless” pursuer of efficiency, cost containment, and continuous improvement. These business principles have helped RSI to grow from \$6.1 million in revenue in 1990 to over \$700 million in 2007.

### THE OPPORTUNITY

RSI wanted to lower the cost to operate two 400-horsepower ventilation systems used to remove dust, mist, particles, or fumes in their 675,000 square foot cabinet manufacturing facility in Anaheim, CA

### THE SOLUTION

Ecogate’s patented greenBOX technology, which controls and regulates Industrial Ventilation Exhaust Systems (IVES), had the potential to provide RSI with the ventilation required for safe and efficient operations on far less energy.

While discussing the greenBOX project with their electricity provider, Anaheim Public Utilities (APU), Ecogate and RSI learned their project qualified for \$100,000 in incentives. This significantly lowered the installation costs and the payback period for RSI. To learn more about APU’s incentives, go to [www.anaheim.net/utilities](http://www.anaheim.net/utilities)

### THE RESULTS

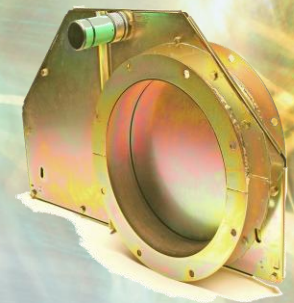
According to Ecogate’s initial estimates, the greenBOX product could lower RSI’s energy use by 60% by operating RSI’s ventilation system in a “smarter” manner (i.e. only when it’s needed at each work station). And, after just a few months after installation, the actual results indicate a 61% reduction in energy use, which translates into an annual energy bill savings of \$200,000!



**Filter Fan Motor**



**Ecogate Control Panel**



**Ecogate Vent**



Ecogate receives its \$5,000 check for taking third in the 2009 AC-NET competition held at Cal State Fullerton.

## ECOGATE WINS \$5,000 AT AC-NET'S 2009 CLEAN TECH BUSINESS PLAN COMPETITION

Ecogate finished third out of forty-four entrants in the inaugural AC-NET Clean Tech Business Plan Competition for demonstrating the efficacy and market potential of its greenBOX product. Ecogate plans to build on this momentum and hopes to make Anaheim the first city in the U.S. with no uncontrolled exhaust systems. For its third place finish, Ecogate received \$5,000 in prize money.

To learn more about the competition and how Anaheim is leading the way to foster the growth of clean technology companies, visit the [www.acnet-anaheim.net](http://www.acnet-anaheim.net) or call 877-79-ACNET.

## ADDITIONAL INFORMATION

### About Anaheim Public Utilities' Customized Incentives Program:



APU provides customized incentives for the installation of a variety of energy efficiency equipment. Rebates are based on kilowatts of demand reduced or kilowatt-hours of energy saved, depending on the energy measure implemented. Customers can sign up at [www.anaheim.net/utilities](http://www.anaheim.net/utilities) or 714.765.4259

In 2008, APU gave \$2,661,681 in incentives to businesses for their energy and water saving projects

### About Ecogate:

Ecogate, Inc, based out of North Hollywood, California, designs, manufactures and markets proprietary control systems for industrial manufacturing customers. The company's technology is designed to transform classically designed Industrial Ventilation Exhaust Systems (IVES) into energy-efficient On-Demand systems. For more information, please visit [www.ecogate.com](http://www.ecogate.com).



### About RSI:

RSI was founded in 1989 by Ron Simon. RSI began as a small company faced with entrenched competitors, but with a distinct advantage: a simple cost-efficient manufacturing process that allowed the production of top quality products at the lowest possible costs. RSI has grown from a company operating in 23,000 sq. ft. building into a national industry leader that employs thousands. Through it all, the company has held true to its principles: relentless cost controls, a constant drive for greater quality and value, and hiring talented, dedicated individuals and demanding their best. For more information, please visit [www.rsiholdingcorp.com](http://www.rsiholdingcorp.com).

### About AC-NET:

Introduced by Anaheim City Mayor, Curt Pringle, during his 2008 State of the City Address, AC-NET is a partnership between the City of Anaheim and Cal State Fullerton. AC-NET seeks to revitalize the local and regional economy by supporting entrepreneurial efforts to bring clean energy and water technologies to market. AC-NET aims to be the premier center in Southern California for research, testing, and education in clean energy and water technology. For more information, please visit [www.acnet-anaheim.net](http://www.acnet-anaheim.net).

## TESTIMONIALS

"This was an opportunity to make a significant contribution to the efficiency of our operations. Not only has Ecogate delivered a **dramatic reduction** in our power usage, we are expecting additional savings in tooling costs due to Ecogate's built-in ability to improve dust extraction at each workstation," Tony Camell, RSI Director stated.

"This project was a win for everyone involved. Anaheim reduced its electric demand and RSI is **saving significant money** each year going forward," Earl Lasley, Resource Program Specialist for Anaheim Public Utilities.

"The **recognition** we have received from the AC-NET competition has helped to position our On-Demand Exhaust Systems among the first choices for new energy technology solutions. It has definitely helped to communicate our message of energy efficiency and electricity cost savings," Ralph Futch, Vice President for Ecogate.

## CONTACT INFORMATION

Steven Chun  
Strategic Planning Manager  
Anaheim Public Utilities  
714.765.4457  
[schun@anaheim.net](mailto:schun@anaheim.net)