



# What Is A Grid-Enabled ETS Water Heater?

**And why should I care?**



# Current Market Dynamics

- Energy Star for Water Heaters
- DOE Rulemaking – April 2015 Significance?
- Integrated HPWH Struggles for Market Share
- Grid-Interactive Electric Water Heating
- Rising Profile of Renewable Energy Storage
- April 2016 EE Improvement Act



# **Definition: Grid-Enabled ETS Water Heater**

- Product Category Established by Legislation
- 75+ Gallons
- Activation Lock Functionality
- Mandated Efficiency,  
$$EF = 1.061 - (\text{Vol.} \times 0.00168)$$

Introducing.....

## The **V-Grid** Grid-Enabled **ETS** Water Heater!

- 80-100-119 Gallon Capacities
- 1/2" Stone Lining for Added Electric Thermal Storage
- 3" Foam for Efficiency
- Grid-Enabled with Electronic T-Stat
- Activation Lock Functionality
- 170F Max Temp Setting





# Vaughn Thermal Corporation

- Building Long-Life, High-Efficiency Electric Water Heaters for 50+ Years
- Electric Only!
- Historical Utility Focus
- American Made, American Owned!
- Electronic Water Heater Control Options

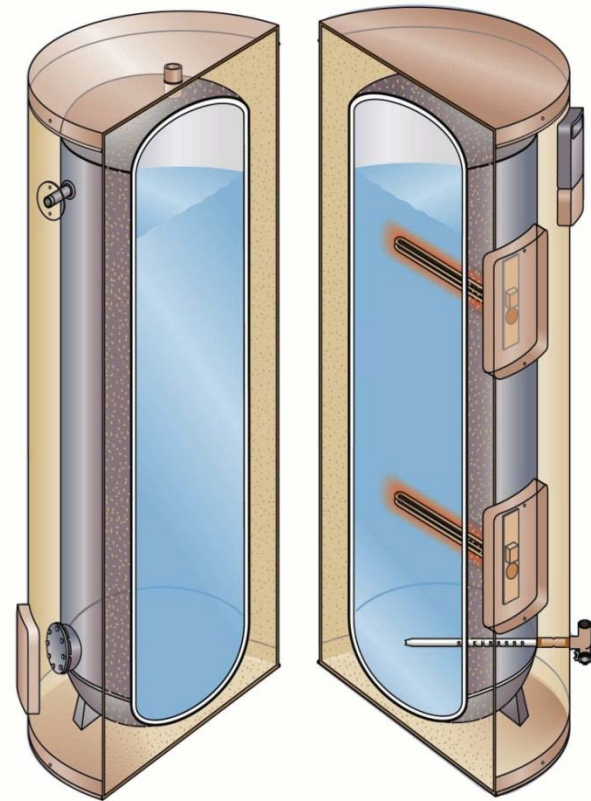


## Utility Market Development Opportunities

- Maintain/Build Water Heater Market Share
- Water Heater Merchandising Programs
- Better Rebates for Better Products!
- Rental/Lease Program Options
- Turnkey Program Options
- Grid-Interactive, Renewable Storage Options

# Vaughn Tank Technology

- Thicker Gauge Steel on Top, Bottom, Sides
- Seamless Hydrastone Cement Lining
- Non-Ferrous, Brass Plumbing Connections
- Superior Temp Tolerance





# Thank You!

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