



What Is A Grid-Enabled ETS Water Heater?

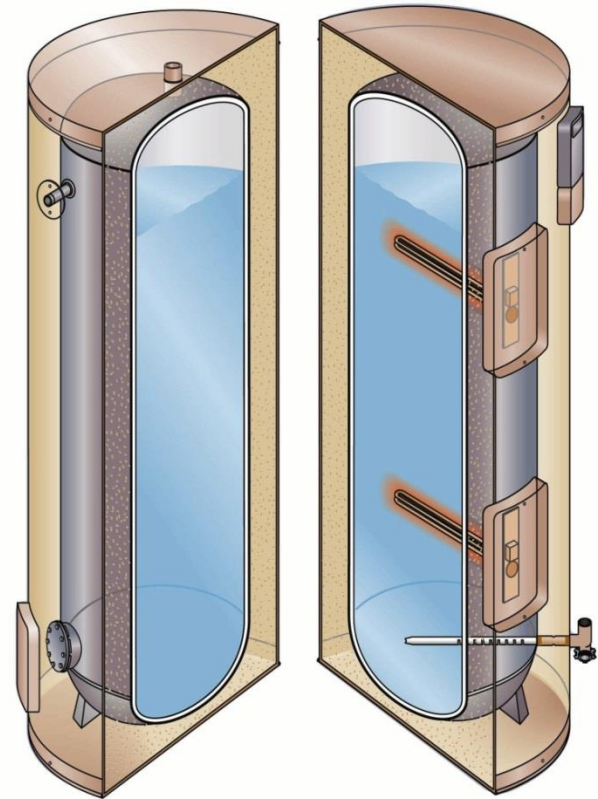
And why should I care?

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

Vaughn Tank Technology

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



Current Market Dynamics

- Energy Star for Water Heaters
- DOE Rulemaking – April 2015
- Integrated HPWH Struggles for Market Share
- Grid-Interactive Electric Water Heating
- Rising Profile of Renewable Energy Storage
- April 2015 EE Imp. Act Specifies Grid-Enabled ETS Product Category

Product 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
- 160F Max Temp Setting



Introducing.....

The **V-Grid Featherweight ETS** Water Heater!

- 55-80-119 Gallon Capacities
- Lightweight Thermoplastic Tank
- 3" Foam for Efficiency
- Grid-Enabled with
Electronic T-Stat
- Activation Lock Functionality
- 160F Max Temp Setting



Utility Market Development Opportunities

- Maintain/Build Water Heater Market Share
- Water Heater Merchandising Programs
- Better Rebates for Better Products!
- Load Management & Demand Response
- Grid-Interactive, Renewable Storage Options

Thank You!

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