

## Koli, Srushti

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**From:** Andre R Saldivar  
**Sent:** Tuesday, July 31, 2018 1:11 PM  
**To:** Jay Bhakta; Jesse Clive Putra Manao  
**Subject:** FW: (External):RE: (External):RE: Deck Oven info

ANDRE SALDIVAR CEM, CFSP, CMVP  
Senior Advisor  
SCE Foodservice Technology Center (FTC)  
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**From:** Daniel Lago [mailto:dl@revent.com]  
**Sent:** Tuesday, July 31, 2018 12:11 PM  
**To:** Andre R Saldivar <Andre.Saldivar@sce.com>; Brad Winnaman <bw@revent.com>  
**Cc:** Oliver Ta <Oliver.Ta@sce.com>; nadine@alliedbake.com  
**Subject:** (External):RE: (External):RE: Deck Oven info

Andre,

I would estimate the total US market for Electric Deck ovens to be between 600 and 800 ovens (not including countertop ovens).

Almost all Electric Deck ovens are imported (Europe and China mainly) and there are many manufactures.

So it's kind of hard to get a good estimate and my numbers could be too low.

Thanks,

Daniel Lago  
Revent Incorporated  
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**From:** Andre R Saldivar [mailto:[Andre.Saldivar@sce.com](mailto:Andre.Saldivar@sce.com)]  
**Sent:** Tuesday, July 31, 2018 2:57 PM  
**To:** Daniel Lago <[dl@revent.com](mailto:dl@revent.com)>; Brad Winnaman <[bw@revent.com](mailto:bw@revent.com)>  
**Cc:** Oliver Ta <[Oliver.Ta@sce.com](mailto:Oliver.Ta@sce.com)>; [nadine@alliedbake.com](mailto:nadine@alliedbake.com)  
**Subject:** RE: (External):RE: Deck Oven info

Daniel

Thanks for you input, you are correct this is ES category for deck ovens.

You have high level sales data for this year? How many have been sold?

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**From:** Daniel Lago [<mailto:dl@revent.com>]  
**Sent:** Tuesday, July 31, 2018 7:21 AM  
**To:** Andre R Saldivar <[Andre.Saldivar@sce.com](mailto:Andre.Saldivar@sce.com)>; Brad Winnaman <[bw@revent.com](mailto:bw@revent.com)>  
**Cc:** Oliver Ta <[Oliver.Ta@sce.com](mailto:Oliver.Ta@sce.com)>; [nadine@alliedbake.com](mailto:nadine@alliedbake.com)  
**Subject:** (External):RE: Deck Oven info

Andre,

1. For the electric deck ovens sold in the past twelve months, by technology and product category, what are the estimated savings per deck? (do you guys have something you show to the customers, comparing gas vs electric, or electric vs electric?) Because efficiency can vary significantly among different deck ovens for the same product category, of those that are efficiency, which ones are qualified for what rebate programs, or Energy Star rated? Revent does not have data on Energy consumption for smaller Deck ovens (equal to 4-12 sheet pan baking surface). But looking at convection ovens we expect there to be 20-30% higher efficiency for electric ovens vs gas heated. The difference could be higher as the majority of the small gas heated Deck ovens being sold in the US are very "low tech" with inefficient combustion and distribution of the heat. It would be great to have an objective calculation model for comparison of the energy consumption for a gas heated oven vs an electric for end users to verify the energy savings.

As of now I don't think it's possible to qualify Deck ovens for Energy star but only Rack ovens, Convection ovens and Combi ovens?

The ovens that are qualified for Energy rebates are all the models we sell in the US per the attached Excel sheet.

2. For electric deck ovens sold in the past twelve months, by technology and product category, what is the cost of those ovens? What is the projected trend of the next five years? What happens to the deck oven market (product pricing, availability, market share, and oven performance) over this time, and what will this do to baseline costs and efficiency? Will electric deck ovens have more of a share in the market in the next 5 years?

The Net cost for the customers range from appr. \$20,000 to \$40,000 depending on the size/capacity of the oven. The projected trend for Electric Deck ovens used for baking is a slow growth mainly related to trends in Retail and In-store baking. When retail and In-store bakeries want to do more "rustic/artisan" bread programs they tend to buy Deck ovens.

The small gas heated Deck ovens available in the market are not great for bread baking as the temperature control is bad and the heat is uneven in the baked chambers. Electric Deck ovens offer great temperature control and even bakes. With regards to pizza baking, Revent is not focused on that segment so we have limited information. But I do know that the same benefits apply (better baking results) in combination with higher temperature range and faster heat up making Electric Deck ovens a choice for high end pizzerias.

As things look now Gas heated Deck ovens will continue to dominate the US market due to the low purchase price and the low gas prices. Even if Electric ovens are much more efficient that is more or less offset by the higher cost for electricity vs gas and the high cost to increase the Electrical supply to a building if there is not enough power to run an electric oven. (A larger oven needs 100A plus power supply). This dynamic may change if there the new emission standards come through in CA.

Thanks,

Daniel Lago  
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**From:** Andre R Saldivar  
**Sent:** Wednesday, July 25, 2018 9:12 AM  
**To:** Daniel Lago <[dl@revent.com](mailto:dl@revent.com)>; Brad Winnaman <[bw@revent.com](mailto:bw@revent.com)>  
**Cc:** Oliver Ta <[Oliver.Ta@sce.com](mailto:Oliver.Ta@sce.com)>; Andre R Saldivar <[Andre.Saldivar@sce.com](mailto:Andre.Saldivar@sce.com)>  
**Subject:** Deck Oven info

Daniel and Brad  
Mark and Larry

Hope all is well, our team is updating our Work Paper that we file with the Energy Division (ED) and they have asked about Industry Standard Practice (ISP) for this category and technology.

My 1<sup>st</sup> response is that , this is a gas market for deck oven and electric is trying to make a move into it. The electric ovens are better insulated, better controls and can be operated separate with multiple decks.

Can you answer these questions with the best of your knowledge, we want to show the ED that there is no ISP for electric deck ovens, yet, mainly gas.

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| 1. For the electric deck ovens sold in the past twelve months, by technology and product category, what are the estimated savings per deck? (do you guys have something you show to the customers, comparing gas vs electric, or electric vs electric?) Because efficiency can vary significantly among different deck ovens for the same product category, of those that are efficiency, which ones are qualified for what rebate programs, or Energy Star rated? |
| 2. For electric deck ovens sold in the past twelve months, by technology and product category, what is the cost of those ovens? What is the projected trend of the next five years? What happens to the deck oven market (product pricing, availability, market share, and oven performance) over this time, and what will this do to baseline costs and efficiency? Will electric deck ovens have more of a share in the market in the next 5 years?              |

Thanks again, we appreciate and let us know if any have been sold recently.

ANDRE SALDIVAR CEM, CFSP, CMVP  
Senior Advisor

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**From:** Daniel Lago [<mailto:dl@revent.com>]  
**Sent:** Monday, March 19, 2018 10:06 AM  
**To:** Andre R Saldivar <[Andre.Saldivar@sce.com](mailto:Andre.Saldivar@sce.com)>  
**Cc:** Oliver Ta <[Oliver.Ta@sce.com](mailto:Oliver.Ta@sce.com)>  
**Subject:** (External):FW: SCE contact info

Andre,

Could you please sign and return the attached confirmation that we had (2) of our deck ovens at the SCE at the end of last year.

It is requested by the CPA's doing our year-end audit.

Thanks,

Daniel Lago  
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**From:** Ruth Landau [<mailto:RLandau@wgcpas.com>]  
**Sent:** Monday, March 19, 2018 12:31 PM  
**To:** Lana Bidley <[lb@revent.com](mailto:lb@revent.com)>  
**Cc:** Brittany Fedun <[bfedun@wgcpas.com](mailto:bfedun@wgcpas.com)>  
**Subject:** SCE contact info

Hi Lana,

I have tried to get in touch with your contact at SCE several times. I have called all three numbers that you have given me (626-812-7558, 626-201-9228, and 626-812-7621) and have not gotten any response, and I have emailed him at [andre.salvidar@sce.com](mailto:andre.salvidar@sce.com) (this came back undeliverable). We need to get a response from SCE in order to confirm the consignment inventory. How do you typically communicate with them to do business together? Could you reach out to them with the confirmation letter (attached) and ask them to contact me?

Thank you,

Ruth Landau, CPA, MBA | Staff Accountant  
**Wilkin & Guttenplan, P.C.**  
Certified Public Accountants and Consultants

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