

# Energy Management Success Story



## Sun Pacific Grows 30%+ Single-Year Savings with AP-I and Time-of-Use Rates

### Estimated Savings by Managing Energy

**Location:** Porterville, Terra Bella, and Ducor

**Industry:** Agriculture

**Savings to date:** 30% of annual electricity cost versus baseline single-year cost

**SCE Programs utilized:** Agricultural & Pumping Interruptible (AP-I) and Time-of-Use (TOU) rates

**Results:** More cost-effective operations, competitive pricing, and environmental benefits

Single-Year  
Base Rate  
Annual  
Electricity Cost



**30%**

Sun Pacific's  
Single-Year  
Actual Cost  
with TOU Rates  
and AP-I:

**30% Savings**



**Ed Lorenzi, Farm Manager,  
Sun Pacific**

### Sun Pacific Saves Energy and Grows its Bottom Line with SCE's AP-I

"We work at putting up some good products," smiles Ed Lorenzi, Farm Manager at Sun Pacific. Sun Pacific is North America's largest grower/shipper of kiwis, and the largest grower in the U.S. for navel oranges. The company is the second-largest grower of tomatoes in California. It also grows renowned table grapes and tree fruit, and its beloved Clementines are a seasonal specialty. Sun Pacific packs and ships over 35 million boxes of fruit worldwide. **Southern California Edison's AP-I Program helps the company grow its profits as well.**

"As we've seen over the years," Ed explains, "the price of everything goes up, including electricity. Anything we can keep in our pockets helps, and if we can reduce demand for electricity, that's money that isn't coming off our bottom line. We can't just pass costs along—produce is a buyer's market, not a seller's market. So we'd have to absorb the costs if we mismanage our electricity expenses. **The AP-I Program and Time-of-Use rates saved us about 30% on our bills last year.**"



**"This land is where we make our living, so we know it's essential to take care of it. The main thing we can do, reducing our power use, helps us all."**

Ed Lorenzi, Farm Manager,  
Sun Pacific



## Green Growing Means Green Savings

SCE's AP-I Program provides a monthly per-kilowatt-hour credit to eligible agricultural and pumping customers with a measured demand of 50 kilowatts or greater or at least 50 horsepower of connected load who allow SCE to temporarily interrupt electric service to their pumping equipment in times when SCE needs to implement load reductions in its service territory. Interruption events are limited to 6 hours per event, 25 events per calendar year, or 150 hours per calendar year.

Beyond the dollars savings there's an additional benefit to these programs. Ed says. **"Managing electricity consumption and costs with these SCE programs offers us a way to do something good for the environment as well,"** he explains. "Anyone in the agriculture business needs to be concerned about the environment. This land is where we make our living, so we know it's essential to take care of it. The main thing we can do, reducing our power use or shifting some of it to off-peak hours, helps us all."

## Earn Even More Savings with Other SCE Programs

- Leverage long-term savings from your hardware improvements using **SCE Demand Response Programs**, which reward you for reducing your electricity usage. Learn more at [www.sce.com/drp](http://www.sce.com/drp) or call 866.334.7827.
- **Switch to a time-of-use (TOU) rate and shift electricity usage to off-peak hours**, to take advantage of lower energy rates.
- **SCE's Express Efficiency Program** at [www.sce.com/express](http://www.sce.com/express) (800.736.4777)
- **Take free SCE classes** in lighting, HVAC, energy management and more at an Edison Energy Center ([www.sce.com/ctac](http://www.sce.com/ctac), 800.336.2822; [www.sce.com/agtac](http://www.sce.com/agtac), 800.772.4822)
- **SCE's Hydraulic Pump Test Service** performs annual efficiency tests of a customer's water pumping systems free of charge, and offers fee-based predictive maintenance services ([www.sce.com/SC3/RebatesandSavings/SmallBusiness/Pumping Services/Predictive MaintenanceServices/Default.htm](http://www.sce.com/SC3/RebatesandSavings/SmallBusiness/PumpingServices/PredictiveMaintenanceServices/Default.htm)) to be a one-stop resource for pump service.

## Start Saving Now

**Agricultural & Pumping Interruptible Program (AP-I)**  
**800.206.9279**

**Time-of-Use Pumping & Agriculture, Super-Off-Peak (TOU-PA-SOP)**  
**800.990.7788**

Southern California Edison offers a range of programs such as cash incentives, energy surveys, and payment options to help you better manage your electricity costs.

This case study is provided for your general information and is not intended as a recommendation or endorsement of any particular product or company. Funding for this case study is provided by California utility customers and administered by SCE under the auspices of the California Public Utilities Commission.

## For More Information

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[www.sce.com](http://www.sce.com)

**CALL**  
**1.800.990.7788**

**CONTACT**  
**Your SCE Account Representative**