



## Energy Management Success Story



### Energy Management at Bumble Bee: Demand Bidding Helps Trim the Fat

**A**s our industry globalizes, we're up against some tough competition," says Sheri R. Glazebrook, Vice President and General Manager of Bumble Bee Seafoods in Santa Fe Springs. "Every savings we can achieve makes a difference in our favor, so we're constantly seeking good ideas. The process starts with asking questions, even about the procedures that we assume are working adequately well. The Demand Bidding Program (DBP) from Southern California Edison (SCE) involves a learning curve, but we're glad we asked about it, and we're enjoying the payback." "Believe it or not, we're actually having fun with this program," agrees Betty M. Mendoza, Bumble Bee's on-site energy manager. "We hope our returns will be even greater in the coming years."

Tasty dishes on tables all over America get their start at Bumble Bee's canning facility in Santa Fe Springs. The hundred-year-old brand is one of the most respected names in seafood, and Bumble Bee's 150,000-square foot plant is the last of its kind in the continental U.S. Built in the 1960's, the plant offers both challenges and opportunities for its energy managers.

#### Demand Bidding for Energy Savings

Forty thousand cases of canned tuna ship four days per week from the plant, and the safety and quality of every

serving are stringently monitored at every stage from arrival to canning, cooking and labeling. Trimming energy costs is a way for Bumble Bee to save money while upholding its trusted name.

"We use a combination of time-of-use and interruptible rates for our power needs, and we've worked hard to understand exactly how much electricity is drawn by each item of equipment," says Betty Mendoza. "For example, we know what we need to maintain the optimal temperature in our 15,000-square foot freezer. This knowledge gives us flexibility to use Demand Bidding, SCE's Internet-based bidding program that offers us credit for voluntarily reducing power during called events. We participate at times when we know we can power down our compressor. In the past three months, SCE has credited us a total of about \$5,000 for our participation in demand bidding events, and we think that's a good start. That's why we're asking about other opportunities to save."

#### Fast Feedback, Daily Payoff

Demand Bidding Program (DBP) participants receive credits for reducing power on days during DBP events, which may be called from the hours of noon to 8:00 p.m., Monday through Friday (excluding holidays) when needed. Participants make bids for the amount of power they are willing to reduce in increments of 2 hours

#### Savings by Managing Energy:

- \$5,000 in bill credits in three months with SCE's Demand Bidding Program
- 12,223 in kWh savings

Betty Mendoza,  
Bumble Bee Seafoods





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Sheri R. Glazebrook, Vice President and General Manager,  
and Betty Mendoza, Bumble Bee Seafoods



or more. The incentive for Day-Ahead events is \$.50/kWh of reduced load, and for Day-Of, \$.60/kWh. A new option permits customers to place a standing bid instead of logging on to bid for each event.

Bumble Bee submits bids through the SCE EnergyManager® Web site. Practicing sound energy management is everybody’s business at Bumble Bee. “We’re working to train all our personnel in making the most of every dollar we spend on electricity,” Sheri affirms. “That means shutting off lights when rooms aren’t occupied, recycling, and closely monitoring our usage. Everybody checks our on-site usage monitor as they pass by.”

### Efficiency Pays

The Bumble Bee Santa Fe Springs operation is among the world’s most efficient tuna canning plants, measured in costs and productivity of cases shipped per day. That adds a special sense of fulfillment to their energy-management success. “We get a lot of satisfaction from seeing those savings on our bill,” Sheri Glazebrook says, “and from knowing we’re doing the right thing for our company, the environment and for the people who buy our product. The credit appears on our bill, so we can see the good results of our efforts every month.” “It’s fun, and we think that’s important,” Betty Mendoza concurs. “We may be the last plant of this kind in America,

but we’re planning on being here for a long time.”

### Like Bumble Bee Seafoods, you can save money on electricity:

- **Participate in SCE’s Demand Bidding Program**, in which customers with demands of 200 kW or greater can receive credits on their bill for voluntarily reducing power during called events. Learn more at [www.sce.com/drp](http://www.sce.com/drp).
- **SCE’s Retro-Commissioning Program at [www.sce-rcx.com](http://www.sce-rcx.com)** can help improve the operation of mechanical equipment, lighting, and related controls to save energy.
- **SCE’s Technical Assistance & Technology Incentives (TA&TI) Program at [www.sce.com/drp](http://www.sce.com/drp)** provides technical assistance in the form of demand response site assessments, usually at no charge to eligible commercial and industrial customers, and incentives for the installation of qualifying demand response technology.
- **Use Web-based tools such as SCE EnergyManager®, SCE Cost Manager® and SCE Bill Manager®** to monitor your electricity usage in real time and over the long term.

### For More Information

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. To learn more, please contact your SCE account representative, call (800) 990-7788, or visit us at [www.sce.com](http://www.sce.com).

Learn more about how to save energy and save money:

**SCE Demand Bidding Program**  
[www.sce.com/drp](http://www.sce.com/drp)

**Demand Response Programs**  
[www.sce.com/drp](http://www.sce.com/drp)  
866-334-7827

**SCE Online Business Survey**  
[www.sce.com/Tools/SmallMediumBusiness/OnlineBusinessEnergySurvey.htm](http://www.sce.com/Tools/SmallMediumBusiness/OnlineBusinessEnergySurvey.htm)

**EnergyManager®, Cost Manager®, Bill Manager®**  
[www.sce.com/RebatesandSavings/LargeBusiness/EnergyManager/](http://www.sce.com/RebatesandSavings/LargeBusiness/EnergyManager/)

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