

Leading Concrete Product Supplier Solidifies Energy Savings

It takes a lot of electricity to power 55 plants and 10 mine sites used to produce ready-mix concrete and construction aggregates for projects in California and parts of Nevada. That's why Robertson's Ready Mix works closely with SCE to determine ideal options in our service territory to reduce electricity use, lower operating costs, and minimize impacts on the environment.

As part of this collaboration, Robertson's SCE Account Manager, Judy Kniss, helped the company determine that several of its sites would benefit from participation in the Critical Peak Pricing (CPP) program. An optional Demand Response program, CPP provides four months of summer season bill credits in exchange for paying higher electricity prices during 12 annual CPP events. When called, CPP events are from 4 p.m. – 9 p.m. on non-holiday weekdays, usually occurring on the hottest summer days. By reducing electricity use during CPP events, you can minimize these higher prices. Plus, your business will earn credits on your electricity bills during the summer season – when your bills are typically the highest.

As an added benefit, for your first 12 months on this rate, your business receives bill protection. We guarantee that if you pay more during your first year on CPP (if your event charges are higher than your summer credits), we will credit you the difference. This enables you to assess your load reduction strategies and the applicability of the program given your operational needs.

Two-Year Savings of Over \$150,000

According to Robertson's Electrical Manager, Rob Lesch, the company previously participated in CPP at some of its facilities, but their operational requirements were not a good fit for the program. More recent analysis provided by the SCE Account Manager helped Robertson's strategize and pinpoint the facilities that could be powered down when needed, thus maximizing savings.

"Anywhere we can save makes a big difference," Lesch said – and the numbers tell the story. Calculating credits minus event charges, the use of CPP at six sites resulted in net savings of approximately \$42,500 in 2019 and approximately \$107,600 in 2020, for a two-year total of more than \$150,000. For each of the 12 events per year, Robertson's reduced its load by approximately 4,870 kW, doing its part during critical energy-use periods to help relieve stress on the electric grid and provide environmental benefits due to less energy use.

Robertson's plants operate 24/7, but when a CPP event is called (Lesch receives the day-ahead notifications via phone and email), the company completely shuts down the participating facilities and ceases operations. However, those hours are not wasted. "When we shut down, that's maintenance time," he said. "We can take advantage of the time with the power off to do other work. It benefits us in a big way."

Because of the savings achieved to date with CPP, and the growth of the company, Lesch said that Robertson's is looking at expanding participation in the program to other sites where it makes sense. "It's been a great experience," he added. "It's saved us a lot of money and given us money to spare to do other things."



Robertson's Ready Mix Electrical Manager Rob Lesch said of working with his company's SCE Account Manager: "She's an information highway for me. She always keeps me informed, and she makes my job easier."

"She Makes My Job Easier"

Robertson's also plans to pursue installation of solar panels on truck parking carports at some of its locations, augmented by battery storage that allows off-peak charging and on-peak discharging for peak load shaving. This would build on the company's green building practices, which include offering sustainable materials and eco-friendly practices for customer projects. As Lesch noted, "We're looking to do everything we can to be as green as we can."

Lesch also said that the company will review any other new SCE energy management programs that become available. He gave kudos to Robertson's SCE Account Manager for providing updates on the latest developments.

"She's an information highway for me," he said. "She always keeps me informed, and she makes my job easier."

To learn more about SCE energy management solutions, ways to reduce your energy usage, and manage your energy costs, visit [sce.com/business](https://www.sce.com/business) or call your SCE Account Manager.

This case study is provided for your general information and is not intended to be a recommendation or endorsement of any particular product or company, or a representation of any actual or potential future energy or monetary savings for any customers. These programs are funded by California Utility ratepayers and administered by SCE under the auspices of the California Public Utilities Commission (CPUC). Programs are offered on a first-come, first-served basis and are effective until funding is expended or the program is discontinued. Programs may be modified or terminated without prior notice. The information contained herein does not replace pricing information contained in any CPUC-approved tariff. Please refer to the tariffs for the programs described for a complete listing of terms and conditions of service, which can be viewed online at [sce.com/regulatory](https://www.sce.com/regulatory).

Robertson's Ready Mix

SCE Program Utilized: Critical Peak Pricing (CPP)

Results:

- Net savings of over \$150,000 in 2019 and 2020 combined, with an approximate load reduction of 4,870 kW per CPP event

Earn Financial Incentives Through Demand Response Programs

A key to business success is keeping electricity costs down – and at SCE, we're committed to helping you do just that.

We offer Demand Response (DR) programs to help you reduce your costs. Your business may **benefit** from temporarily lowering energy usage during high-use or peak times, or from shifting usage to off-peak hours. This, in turn, helps reduce overall electricity demand and alleviate strain on our electric system. You'll not only potentially save money, you'll also help the environment.

The following select DR programs are currently open to new enrollment and offer smart ways to lower your bills through rate discounts, bill credits, and incentives.

- **Automated Demand Response (Auto-DR):** Auto-DR provides equipment control incentives to enable you to participate in DR programs by reducing electricity usage without manual intervention. The controls incentivized by Auto-DR let you preselect your load reduction strategies and automatically respond to DR events for maximum flexibility and ease-of-use. You also can override Auto-DR signals or revise your load reduction strategies when necessary.
- **Critical Peak Pricing (CPP):** CPP is a rate that offers a discount on summer electricity rates in exchange for higher prices during 12 CPP event days per year, usually occurring on the hottest summer days. By reducing your electricity use during CPP events, you can lower your electric costs during the summer season – when your bills are typically the highest.
- **Real-Time Pricing (RTP):** If your business has flexibility around its operating schedule, you may want to consider the RTP rate. This rate schedule is beneficial if you can reduce energy usage during hours with higher temperature-driven prices, and/or shift usage to lower-priced hours. You may want to sign up for RTP courtesy email notifications that alert you of temperature-based price changes.
- **Summer Discount Plan (SDP):** Through SDP, you can receive monthly credits on your summer season bills. SCE installs a small remote-controlled device on or near your central A/C unit(s). The device allows us to turn off or cycle your A/C compressor(s) for up to six hours a day during an SDP event.
- **Capacity Bidding Program (CBP):** This flexible bidding program pays you for reducing energy during events in which energy prices are high, demand reaches critical levels, or supply is limited. You can change your monthly level of participation depending on your business needs. If you take part through a third-party DR aggregator, participation and incentives are managed by the aggregator.
- **Third-Party Demand Response Providers:** Third-party DR providers develop and manage their own DR programs that may be available to you. By partnering directly with businesses, DR providers can pool or aggregate customers under their DR program(s) to achieve energy reductions. Your participation and incentives are managed by the third parties.

For a complete list of SCE's DR programs, a list of third-party DR providers, and to learn how we can work together to help you manage your company's energy use and improve your bottom line, contact your Account Manager or visit [sce.com/drp](https://www.sce.com/drp).

Black History Month: **Celebrating Business and Community Partnerships**



SCE recently held its annual Black History Month (BHM) event to celebrate organizations and companies that advance the efforts and contributions of African American communities.

Civic and community leaders, business owners, cultural icons, and SCE leadership participated in the virtual event, which featured exhibitors, entertainment, energy education, a celebration of the Edison Scholars program, and awards to African American companies and organizations in the categories of Diverse Business Enterprise, Clean Energy Champion, and Community Partnership.

Congratulations to this year's highly deserving honorees:

- Diverse Business Enterprise Award: Coastal Environments
- Clean Energy Champion Award: American Solar Advantage
- Clean Energy Champion Award: Brooks Chapel AME Church
- Community Partnership Award: Bridge Builders Foundation
- Community Partnership Award: Black Business Association

Find out more about these outstanding organizations on our 2021 BHM [honoree website page](#). Hashtag: [#SCEBHM2021](#)

In other BHM news, read the [inspiring story](#) of John "Johnny" Lee Willis, a sharecropper's son who became one of SCE's first Black linemen in 1968.

To learn more about our business programs and community initiatives, follow us on Twitter [@SCE_Business](#) and [@SCE_Communities](#), and join our Business and Community Partnerships [Facebook](#) page. For more details on SCE's diversity commitment, cultural awareness, and outreach, visit [sce.com/diversity](#).