



SOUTHERN CALIFORNIA
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GOVERNMENT & INSTITUTIONS

SOUTHERN CALIFORNIA EDISON

POWER BULLETIN

VOL. 11 No.11 November/December 2011

Make Resolutions for Your Most Energy-Efficient Year Yet

As you look ahead to the New Year, follow these tips from Southern California Edison (SCE) to help you save energy and money and improve your business' bottom line in 2012.

See what's free: Take a free online survey and get immediate energy- and money-saving recommendations. Learn more at www.sce.com/business/energy-solutions/online-business-energy-survey.htm.

Keep cash in your stash: Install high-efficiency equipment and benefit from energy and bill savings year after year. Receive financial incentives to help make your business more energy efficient, and start saving today. Find out more at www.sce.com/express_solutions and www.sce.com/customized_solutions.

Be HVAC wise and optimize: Benefit from reduced unplanned repair costs, lower energy bills, cost-covering incentives, improved air quality and greater system reliability. Get details at www.hvacoptimization.com/.

Find a peak solution: Enroll in an SCE Demand Response program for the opportunity to receive financial incentives or other benefits for reducing or shifting power use during peak-demand times. Visit www.sce.com/drp to learn how you can save money and assist California by helping ensure adequate electricity supplies.

Automate your savings: Gain flexibility and ease of use by participating in Demand Response events with no manual intervention through Automated Demand Response (Auto-DR). Go to www.sce.com/autodr for details, including information on technology incentives available to help offset the purchase and installation costs of equipment that enables Auto-DR.

Put energy decisions at your fingertips: Turn to the SCE Energy-Manager[®] suite of Internet-based tools to gain online access to usage information and detailed cost analyses of your business' energy use. For details, log onto www.sce.com/energymanager.

Follow the sun: Receive financial incentives through the California Solar Initiative, reduce annual operating costs and help the environment by generating your own clean, renewable energy with a solar electric generating system or a solar water heating system. Learn more at www.sce.com/gosolar.

Make our workshops work for you: Sign up for classes offered on a variety of energy management topics—from lighting and HVAC, to motors and refrigeration, and more—at SCE's Energy Education Centers in Irwindale and Tulare. See the schedule and register at www.sce.com/energycenters.

To get more great tips, find out about all of SCE's energy management solutions, and which ones best meet your business' energy needs, contact your account representative today.

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Put Your Energy Into Holiday Savings

Here are some simple tips to help you celebrate the holiday season more efficiently and safely:

Efficiency Tips:

- Select more efficient LED (light-emitting diode) or miniature lights, or use lower-watt bulbs as replacements for your holiday decorations.
- Set holiday lights on a timer so they do not stay on longer than needed.
- Replace your low-efficiency lights with high-efficiency compact fluorescent lamps, halogen lamps or high-intensity discharge lights (HIDs).

Safety Tips:

- Only use UL (Underwriters Laboratories Inc.)-approved lighting and cords.
- Do not insert nails or tacks through any electrical cords, and replace damaged, brittle or frayed cords.
- Keep electrical connectors off the ground and away from moisture.
- Never use lighted candles on trees or decorations.
- Keep holiday lights away from carpeting, furniture, drapes or other combustible materials.

For more information on energy efficiency and safety, [visit www.sce.com](http://www.sce.com). Plus, to obtain additional valuable tips for electrical safety around the holidays and throughout the year, visit the Electrical Safety Foundation International's website at www.holidaysafety.org.

Next Steps: SCE's 2012 General Rate Case Application

The California Public Utilities Commission (CPUC) is expected to issue a proposed decision on SCE's 2012 General Rate Case (GRC) Phase I application before the end of the year, with a final decision expected in the first quarter of 2012. If that timeline holds, rate changes associated with the GRC Phase I likely would become effective in the second quarter of 2012.

In a GRC proceeding, SCE proposes a three-year plan that outlines the infrastructure and related spending needed to maintain the reliability and security of the region's power delivery grid. The request is fully transparent and rigorously reviewed prior to approval by the CPUC.

Stay tuned for more information on specific details based on CPUC decisions. To learn more about SCE's General Rate Case, visit www.sce.com/grc.

GOVERNMENT & INSTITUTIONS SEGMENT FOCUS

Auto-DR Puts Railex[®] on Energy-Saving Track

The newest refrigerated, mega-transload distribution center operated by Railex[®]—a nationwide full-service transport, logistics and distribution firm—sees significant savings with use of an energy management system (EMS) to control energy consumption during peak periods and automatically participate in Demand Response (DR) programs.

Located in Delano in Central California, the three-year-old facility includes 225,000 square feet of refrigerated space and loads and ships about 80 to 90 rail cars of perishable goods a week, with the number rising as high as 160 cars a week in summer months. To build the facility, Railex used the statewide Savings By Design (SBD) Program to receive design assistance and a \$150,000 energy efficiency incentive for high-performance new building construction.

As the facility's business grew in its first two years of operation, Railex turned to SCE to look for opportunities to lower its rising energy costs. "We wanted to make it as economical as possible for us to do business on a grander scale," noted Railex Senior Systems Analyst James Johnson.

After SCE helped Railex identify its DR potential, Railex decided to utilize Automated Demand Response (Auto-DR), which allows customers with an automated load control system like an EMS to participate in DR programs with no manual intervention, providing flexibility and ease of use. Customers pre-select their level of participation and earn incentives for peak-period energy load reductions, which help ensure adequate electricity supplies and also offer environmental benefits.

Railex received a \$72,400 SCE DR technology incentive for the controls needed to utilize Auto-DR. Maintenance Manager Terrell Estes said the incentive, combined with the money saved through DR event participation, led to a return on investment in just four months.



SCE officials present Railex[®] with a \$72,400 Demand Response (DR) technology incentive check for the controls needed to utilize Auto-DR, enabling the company to participate in DR programs with no manual intervention and earn incentives for peak-period energy load reductions. From left to right: SCE's Russ Johnson, Railex' James Johnson, Terrell Estes and Gary Peña, and SCE's Patrick Day.

Summer CPP Savings of Over \$18,500

Railex now participates in both the Critical Peak Pricing (CPP) program (the default rate for SCE bundled service customers with demands greater than 200 kilowatts (kW)) and in a Demand Response Contract program with a third-party aggregator.

CPP rewards customers for reducing or shifting electricity usage during nine to 15 summer critical peak events, when the demand and price for electricity climb. During summer 2011, Railex averaged close to 300 kW in load reduction per CPP event, with participation yielding savings of more than \$18,500.

Johnson said that during a DR event, the Auto-DR system—which the company can override at any time—reduces load to battery chargers, some air conditioning and lighting units, refrigeration coils and ammonia compressors.

In addition, the EMS allows Railex to manage equipment charging in a way that avoids electricity use demand spikes that increase electricity costs. Johnson explained, "That has made an overall impact on our bottom line even when there's not a Demand Response event."

Growth With Flat Energy Costs

According to Railex, while energy use from the peak summer months of 2010 to 2011 increased by 30% to 40% at the Delano facility, participation in DR events and use of the EMS kept energy expenditures essentially the same as in the previous year.

"From an energy standpoint, Demand Response and the EMS enabled us to increase our business without the higher cost for energy," Johnson noted.

Beyond this, the EMS provides expanded accessibility, with the ability to manage energy use at the facility remotely using smart technology devices. This, Johnson and Estes noted, offers added value that's not reflected on the electricity bill.

Estes credited SCE Major Account Executive Patrick Day with helping Railex stay on track to save energy, money and the environment. "The communication has been extremely good," Estes said. "Whenever we have an issue, Patrick Day personally addresses it. We know we have a direct line to him."

Looking forward, Railex plans to consider additional energy-saving opportunities available through SCE. "We haven't tapped everything in that well yet," Johnson said. "We realize that the more control we have within our building, the more it increases our opportunity to control costs and increase efficiencies."

For more information on how you also can benefit from Auto-DR and SCE's wide array of additional energy management offerings, contact your account representative or visit www.sce.com/autodr or www.sce.com/solutions.