



Pitigliano Farms

With Time-Of-Use In Effect, Little Adjustments Add Up to Big Savings

The Pitiglianos have been a farming family for four generations, and have been an agricultural pumping customer since 1975. Managed by brothers Josh, Michael, and Dominic, as well as the patriarch of the family, Charlie, Pitigliano Farms produces pistachios, almonds, and wine grapes. At 2,300 acres, their farm has immense energy needs, which translate into big energy expenses. After talking with their Account Manager about ways to save, they decided to sign up for a Time-Of-Use (TOU) rate that would optimize their energy consumption.

These discussions helped the Pitiglianos realize that since 90% of their energy expenditure is used on irrigation, one of the Optional TOU rates, TOU-PA-2, available to SCE agricultural and pumping customers would be a much better match for their needs. A better understanding of how TOU rates are calculated—based on time of day, day of the week, and the season in which energy is consumed—provided them fertile ground for many great energy-reducing ideas.

Transitioning to TOU Rates

The Pitigliano’s Account Manager further helped by working with them to develop and implement small operational shifts to experience more energy savings. He also provided a thorough review of their past energy costs and a forecast of what their rates could look like after implementing the new changes.

Harvesting the Benefits of Time-Of-Use

As a result of carefully examining their options, adjusting their operations’ usage strategies, and enrolling in incentivized energy-saving programs, the Pitiglianos were able to enjoy significant benefits to their bottom line. In fact, they saved close to \$60,000 alone by enrolling in a TOU-PA-2 rate. And that was just the beginning.

Tapping Into a Well of Time-Of-Use Energy Savings

One way the Pitiglianos were able to make their farm more efficient on the TOU rate plan was by pumping water from deep

Project Overview

SCE Programs Utilized:

- SCE Free Pump Testing Services
- Agricultural and Pumping Interruptible (AP-I)
- Time-Of-Use (TOU) Rates

Results:
Annual savings of
\$80,000 in 2013

Nearly \$60,000 saved on TOU rates

\$20,000 saved with the AP-I Program

“In the last year we have saved \$60,000 on our energy costs using the Time-Of-Use rates...To other farmers switching to Time-Of-Use programs, change your irrigation program slightly and you will benefit greatly.”

Josh Pitigliano
Pitigliano Farms

wells into their reservoir during off-peak hours, then using booster pumps—which require far less energy—during on-peak hours to send the water into sprinkler and drip systems to water their crops.

They also signed up for our Free Pump Testing Services, which not only helped ensure that their pumps were working properly but helped optimize their energy consumption as well. Additionally, the Free Pump Testing Services identified

opportunities for the Pitiglianos to take advantage of incentives for equipment repairs and upgrades if they need them.

Combined with installing Variable Frequency Drives (VFD) on their pumps to save even more energy, the Pitiglianos found that a few small adjustments to their operations not only helped make managing their transition to TOU smooth, but cost-efficient as well.

Synchronizing Demand Response with Time-Of-Use Schedules

Additionally, their Account Manager helped the Pitiglianos save even more by enrolling them in Agricultural and Pumping Interruptible (AP-I), an energy-saving Demand Response (DR) program offered to agricultural and pumping customers. DR programs provide business customers with bill credits for helping relieve stress on the grid by reducing energy consumption during peak demand hours—even more beneficial with TOU rates in effect. By enrolling in AP-I, the Pitiglianos were able to save an additional \$20,000 for exchange to allow us to temporarily suspend power to their pumping equipment during times of high demand.

As a business owner or manager, you have a wide selection of savings opportunities, and SCE can deliver energy management programs and solutions with incentives and bill credits to go with them. Our energy management solutions offer a range of efficiency options, developed with your industry in mind, to help your business maximize savings over the long term through the permanent and temporary reduction of electricity usage.



To learn more about SCE energy management solutions, ways to reduce your energy usage, and manage your energy costs, visit sce.com/business or call your SCE Account Manager.

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