



Sun Pacific



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

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. SCE's Agricultural & Pumping Interruptible (AP-I) Program helps the company grow its profits as well.

"As we've seen over the years," Lorenzi 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."

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 37 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. Lorenzi 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."

Estimated Savings by Managing Energy

- *Location:* Porterville, Terra Bella, and Ducor
- *Industry:* Agriculture
- *Savings:* 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

ANNUAL ELECTRICITY SAVINGS

30%

Energy Management Success Story

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



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Earn Even More Savings with Other SCE Offerings

Southern California Edison offers a range of energy management solutions to help you better manage your electricity costs.

- Save more with SCE's Pumping and Agricultural Real-Time Pricing and other Demand Response Programs which offer low cost ways to reduce your electrical bill for agreeing to temporarily reduce electricity usage during peak hours.
(866) 334-7827
www.sce.com/drps
- Request SCE's Hydraulic Pump Test, which performs annual efficiency testing of water-pumping systems free of charge and fee-based predictive maintenance service.
(866) 334-7827
www.sce.com/b-rs/agricultural/pumping-services/htm
- Purchase qualifying energy-efficient equipment or technologies and receive incentives and rebates through SCE's Express and Customized Solutions.
(800) 736-4777
www.sce.com/Express_Solutions
www.sce.com/Customized_Solutions
- Switch to a Time-of-Use (TOU) rate and take advantage of lower energy rates by shifting electricity usage to off-peak hours. To learn more:
www.sce.com/business/rates/large-business



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NR-739-V2-1210

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SCE Account Representative,
call (800) 990-7788**