



SOUTHERN CALIFORNIA  
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#### INDUSTRIAL SEGMENT

SOUTHERN CALIFORNIA EDISON

# POWER BULLETIN

VOL. 10 No.3 March 2010

## New SCE Energy Management Solutions Resources: Helping You Save Energy and Money

With a greater focus on integrated demand side management (IDSM) starting in 2010, Southern California Edison (SCE) is delivering comprehensive energy management solutions encompassing relevant energy efficiency (EE), demand response (DR) and renewable offerings.

Now available are new key IDSM tools that include a suite of Energy Management Solutions Guides, which provide industry-specific energy management solutions, strategies and available resources. These easy-reference guides:

- Step business customers through market trend highlights and energy profile usage information,
- Give guidance on long-term energy management planning,
- Showcase project scenarios that demonstrate comprehensive IDSM based on actual customer issues and needs, and
- Identify targeted energy efficiency solutions and incentives, targeted demand response strategies and incentives, and define customer and equipment eligibility requirements.

The Energy Management Solutions Guides cover seven customer areas: office, small business, water and wastewater, manufacturing and warehousing, retail, agriculture and food processing, and government and institutions.

### EE Express Solutions and Customized Solutions

The guides include details on EE Express Solutions and Customized Solutions, the new names for the Express Efficiency and Standard Performance Contract Programs, respectively. Express Solutions offers SCE business customers incentives toward the purchase and installation of qualified equipment that can improve their facilities' energy efficiency. Customized Solutions provides financial incentives to offset the capital cost of installing new high-efficiency equipment or systems.

Both Express and Customized Solutions are now statewide programs, meaning customers can apply for incentives for any facilities served by SCE and California's other investor-owned utilities.

### DR Technology Incentives

The guides also include details on DR technology incentives available through the Technical Assistance and Technology Incentives (TA&TI) Program. The TA&TI Program provides eligible commercial and industrial customers technical assistance in the form of demand response site assessments at no charge, and technology incentives for the purchase and installation of equipment or systems that can reduce electricity usage during periods of high demand.

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Generous incentives for automated demand response (up to \$300 per verified kilowatt) are available if the load reduction can be remotely activated via the Internet. A note to remember: DR technology incentives combined with EE incentives cannot exceed the actual cost of the project.

### Streamlined Incentives Application

As just discussed, SCE offers energy management solutions that include Express Solutions, Customized Solutions and Demand Response Technology Incentives. These incentives can be applied for through SCE's new 2010 Incentives Application. Use the single application in coordination with the applicable Energy Management Solutions Guide to apply for your incentives today.

To access the Energy Management Solutions Guides and 2010 Incentives Application, visit [www.sce.com/solutions](http://www.sce.com/solutions) and click on "Incentives Application and Tools," near the top of the page.

To find out more about Express Solutions, Customized Solutions and TA&TI, contact your account representative or visit [www.sce.com/express\\_solutions](http://www.sce.com/express_solutions), [www.sce.com/customized\\_solutions](http://www.sce.com/customized_solutions) and [www.sce.com/tati](http://www.sce.com/tati).

Stay tuned to next month's Power Bulletin for more details on SCE energy management solutions resources to help you save energy, money and the environment.

### Mark Your Calendars for Spring Electricity Outlook Meetings

Learn more about electric utility issues, with a special emphasis on 2010 changes for rates, demand response programs and Direct Access, at one of SCE's Spring 2010 Electricity Outlook sessions. Each session takes place from 8 a.m. to 9:30 a.m., with continental breakfast from 7:30 a.m. to 8 a.m.

Date	Event#	Location	Address
April 20, 2010	25707	San Bernardino Hilton	285 E. Hospitality Lane, San Bernardino
April 22, 2010	25708	SCE's Agricultural Technology Application Center	4175 South Laspina, Tulare
April 23, 2010	25559	SCE's Customer Technology Application Center	6090 N. Irwindale Ave., Irwindale
April 27, 2010	25709	Hilton Costa Mesa	3050 Bristol St., Costa Mesa
May 7, 2010	25711	Oxnard Marriott	600 E. Esplanade Drive, Oxnard
May 11, 2010	25710	Torrance Marriott	3635 Fashion Way, Torrance

Customers also can choose to join an Electricity Outlook Webinar on April 23, 2010, from 8 a.m. to 9:30 a.m. (event #25712).

To register for any of these sessions, call 626.812.7537 or 800.336.2822, extension 42537.

## INDUSTRIAL SEGMENT FOCUS

### California Dairies, Inc. Builds for the Future With New High-Efficiency Processing Plant

When California Dairies, Inc. (CDI) built its newest milk processing plant in Visalia, Calif., it partnered with SCE to maximize the energy efficiency of the facility and meet California's stringent Title 24 Energy Efficiency Standards.

The results speak for themselves at California's largest such processing plant, which began operation in early 2008. Projections show that over a three-year period, the plant will save nearly 23 million kilowatt-hours and reduce carbon dioxide emissions by 10,400 metric tons. CDI received SCE incentive funding of more than \$925,000 for installing highly efficient technologies, including premium motors and variable frequency drives.

In recognition of its outstanding leadership in energy efficiency, in early March CDI received a 2010 Environmental Excellence Award, presented by SCE officials.

"CDI is very, very environmentally conscious. We're trying to be good stewards," said Vice President of Engineering Mike Wyant. "In this economic climate, we also need to look at any advantage. By pairing up with SCE, we look at what these incentive programs can do for us. With the incentive funding and long-term savings, it becomes very clear it's the right direction. We're looking down the road many years."



California Dairies, Inc. (CDI) receives an SCE incentive check for installing highly energy-efficient technologies. From left to right: SCE Director Pam Deahl, SCE Senior Vice President Pedro Pizarro, SCE Field Engineer Traeger Cotten, CDI COO Dave Bush, SCE President John Fielder, CDI Vice President of Engineering Mike Wyant and SCE Major Account Manager Danielle Schofield.

### Energy Management Vision

CDI, the No. 1 dairy cooperative in the No. 1 dairy state in the nation, operates six processing plants and averages up to 50 million pounds per day of raw milk production. The Visalia plant, which according to CDI is equipped with North America's largest single evaporator-dryer unit, can process 10 million pounds of raw milk equivalent and turn what doesn't sell as milk into milk powder (dry milk) and butter.

Given that the dairy industry operates 24/7, Wyant said it's a challenge to shed load during high-peak periods through demand response programs, which makes energy efficiency even more important.

"When milk hits the door it's a perishable item," he noted. "We have to put in the most efficient equipment we can and manage it the best we can. We're always looking to identify new processes, as well as ways to save energy and support our environment."

Wyant added that although the upfront costs of more efficient equipment and facilities still can be more expensive, the SCE incentives entice companies to use energy-efficient technologies. "When we look down the road at the energy savings, then the return on investment is worthwhile. These incentive programs are essential to keeping projects as energy-efficient as possible."

He also said that SCE's account managers help provide the vision to companies to consider the long term when it comes to energy management investments. Of CDI's account manager, Danielle Schofield, Wyant noted, "She's very informative, keeps us in the loop and ties us in with the correct people to help us. We've worked on a number of projects over the years with SCE and they've always turned out to be successful."

For more information on how you also can benefit from SCE's wide array of energy management programs and services, contact your account representative or visit [www.sce.com/solutions](http://www.sce.com/solutions).

#### California Dairies, Inc.: Estimated Savings by Managing Energy

**Location:** Visalia, Calif.

**Industry:** Manufacturing

**Facility Capacity:** 10 million pounds of raw milk equivalent

**Energy Efficiency Incentive:** More than \$925,000

**Results:** Projected savings of nearly 23 million kilowatt-hours over three years, and reduction of carbon dioxide emissions by 10,400 metric tons