



Airoso Dairy

Not many organizations can count more than a century-long relationship with SCE, but Airoso Dairy, located in Pixley in Tulare County, certainly can. Today four generations of family members work on the farm, a point of pride for owner Joey Airoso. And the agribusiness that started with Joey's great-grandfather and his four sons milking 20 cows by hand has grown into an organization that farms 1,600 acres and milks more than 2,000 cows.

With this growth has come the need to receive the most reliable, affordable energy possible to keep crops and livestock healthy and margins profitable. That's where collaboration with SCE makes a difference.

"We have a good relationship with SCE," Joey said. "As dairy farmers, we're no different than any other company. We want electricity that's as inexpensive as possible. Dependability is important too."

He added, "with SCE and our Account Manager, we have someone we can call anytime, or they call us. We try to keep each other as efficient as possible."

Pump Efficiency Upgrades

One way SCE assists Airoso in this area is through our free Pump Test Services, which identify opportunities to improve the efficiencies of the dairy's pumps.

The most recent pump overhaul project, completed in 2014, is projected to save approximately 107,000 kilowatt-hours in one year compared to the pump's expected usage without the upgrades. Airoso received \$9,800 in incentives to help offset the improvement costs.

To further maximize these savings, SCE continually evaluates rate plans for different pumps. "We rely on SCE to keep our 50 pumps efficient when looking at rates," Joey said. "Together we compare all of the rate options and choose the ones that make the most sense."

Project Overview

SCE Programs Utilized:

- Pump Test Services
- Agricultural and Pumping Interruptible Program (AP-I)

Results:
A Savings of 107,000 Kilowatt-Hours With Pump Testing and \$41,000 Through Demand Response

“We received almost \$10,000 in incentives with the SCE pump test program.”

Joey Airoso
Owner,
Airoso Dairy

Demand Response Bill Credits

Airoso also reduces costs by participating in SCE’s Agricultural and Pumping Interruptible Program (AP-I), which provides bill credits in exchange for allowing temporary interruption of electric service during peak-demand periods. This, in turn, helps relieve stress on the electric grid, improve the environment and lower energy costs.

“An AP-I signal automatically shuts pumps off during an event, and when the event ends we perform a manual reset to turn the pumps back on,” Joey said. “The savings can be significant. In 2014, we saved \$41,000 by shutting off multiple pumps through this program.”

Continued Operation in California

As not only the owner of an agribusiness, but also president of the Tulare County Farm Bureau, Airoso said it’s critical to convey the need for farms to continue to grow food locally—both for our consumption and for countries where many don’t have enough to eat—as well as to support local jobs for the central valley.

“When I get involved, it makes a difference on my farm and other farms to ensure we can all continue to operate in California,” Joey noted.

Part of that involvement clearly includes working together with SCE—hopefully for more than another 100 years. “We want someone who is our partner,” he added. “We all need each other to thrive.”

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.

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 other 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/tariffbooks.