



California Growers and Dairies Make Savings Improvements with SCE's Agricultural Energy Efficiency Program (AEEP)



Koetsier Dairy Gets Cool Savings and Better Productivity

Keeping 1,600 head of dairy cows comfortable is a challenge every day for Koetsier Dairy in Visalia. So is managing electricity expenses. Southern California Edison's **Agricultural Energy Efficiency Program (AEEP)** helped them do both, **cutting costs and improving milk productivity** for this 2003 Tulare County "Dairy Family of the Year."

Milk production falls when cows are too warm, and hot weather can threaten their health. Owner Ron Koetsier used **incentives from AEEP** to install 66 energy-efficient fans in the cow barn. The 50" low-volume, high-speed fans were off-the-shelf models recommended by the program. Koetsier Dairy received **a rebate of \$200 per fan, which covered 40% of the purchase cost.** The results? Milk production stabilized; animal comfort was assured; and the business **saves about 124,000 kWh** per year over conventional fans, achieving payback within two years at an assumed electricity price of eight cents per kWh.

"Farming is a family affair for us," Koetsier says. "The cousins all share tips on what does and doesn't work. How the AEEP helped me save my cows and milk production was one tip I was glad to pass along." **The family achieved additional annual savings of more than 435,000 kWh** from fan installations and irrigation modifications at other Koetsier farm locations.

Refrigeration Controls Reduce Electricity Expenses and Improve Product Quality at Porterville Citrus, Inc.

When Porterville Citrus, Inc., needed to **reduce costs** at its packing houses in Exeter and Terra Bella, which process over 70,000 tons of fruit every year, **AEEP stepped in to help.** Program representatives conducted a complete energy analysis of Porterville's facilities, and the company learned how much money could be saved by installing automatic controls on its existing refrigeration equipment.

Porterville Citrus installed the recommended electronic compressor sequencer that reduces energy usage by controlling the loading and unloading of reciprocating compressors. The improved system efficiency delivers **lower operating expenses, better temperature control and less product loss—a triple win** in an industry where razor-thin margins make saving money essential every day.

The **calculated electricity savings—nearly 109,000 kWh per year**—looked even better with financial incentives from SCE which covered 50% of the installation cost. The payback was less than six months.

Dick Clayton, Porterville Citrus Facility Manager, says, "The savings [AEEP] quoted me were impressive and the rebate offer clinched the deal."

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Porterville Citrus Facility





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Ron Koetsier, Owner
Koetsier Dairy



Rebates for Energy Efficiency Measures in Agricultural/Food Processing Facilities

The Agricultural Energy Efficiency Program offers agricultural and food processing customers assistance that makes it easier for customers to save energy, save money and help preserve California’s environment. AEEP can help find energy savings in all aspects of your operation, from irrigation and production to preparation for market and storage, and provide incentives to accelerate the return on equipment upgrades that deliver long-term financial value.

AEEP offers rebates on hundreds of eligible measures and applications from common lighting to specialized processing. The program offers cash rebates for:

- **Itemized measures**, which can be chosen from a pre-existing list, installed and a claim submitted. Itemized measures are the fast track to cash.
- **Calculated measures**, that SCE and its contractors help you customize for your facility. Calculated measures may take longer to qualify, but can provide higher rebates.

Cash incentives are available for:

- Lighting
- Air conditioning
- Pumping
- Refrigeration
- Ventilation
- Cooling
- Controls
- Premium efficiency motors

Additional opportunities to save include SCE’s free Pump Test service, the Agricultural and Pumping Interruptible (AP-I) rate, and SCE’s Demand Response programs. More information is available from your SCE account representative, or online at www.sce.com.

For More Information

SCE is ready to help you save energy, save money, and help preserve California’s agricultural environment. Let us put the **Agricultural Energy Efficiency Program (AEEP)** to work for you.

Please call (800) 736-4777 for additional information.

Incentives are available for new and existing agricultural customer businesses. This information is provided for your general information and is not intended as a recommendation or endorsement of any particular product or company.

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