



E W Merritt Farms

For E W Merritt Farms, it started with connections and conversations with its SCE Account Manager and a third-party demand response (DR) aggregator. From there, noted owner Mark Merritt, “the DR program approach was born,” leading to significant incentives that continue to help this agribusiness improve its bottom line.

Based in Porterville, the company farms more than 10,000 acres, plus maintains a cow herd of about 2,000—requiring considerable amounts of both energy and water for pumping, irrigation and other uses.

Lowering Electric Bill Costs With Demand Response

With DR, by lowering energy consumption during peak-demand periods, you relieve stress on the electric grid, reduce energy cost and help the community by minimizing the potential for power outages.

Merritt currently participates in DR through a third-party aggregator for SCE’s Capacity Bidding Program (CBP). Under CBP, you nominate a load reduction amount each month for any events that may be called and earn incentives for lowering energy consumption during actual events. If no events take place during a given month, you still receive your nominated bid amount.

“Participating in demand response significantly reduced our energy costs,” said Mark—with incentives enabling the company to offset 5% to 7% of its SCE electric bill.

He added, “We benefit with energy savings and SCE benefits because when customers save electricity during peak-demand periods, it reduces the need to use additional generation.”

To enhance the efficiency of its DR participation, Merritt also received incentives that enable it to utilize

Project Overview

SCE Programs Utilized:

- Capacity Bidding Program (CBP)
- Automated Demand Response (Auto-DR)
- Pump Test Services

Results:
Participation In Demand Response Offsets 5%-7% Of Energy Costs

“Participating in demand response significantly reduced our energy costs.”

Mark Merritt
Owner,
E W Merritt Farms

Automated Demand Response (Auto-DR). Through Auto-DR, Merritt uses an agricultural pump control system to remotely and automatically shut down pumps during a CBP event, bypassing the need to do so manually.

“There are more than 100 sites on the DR program that we can shut down remotely,” Mark said. “The first phase included 94 sites and then the second phase added another eight. Plus there are more to come. We’re very proud of this level of participation.”

He added, “Even when a CBP event is called on a day-of basis, we now can stop operating our pumps on short notice. And we can also postpone irrigation. We have

flexibility in when and how we shut down equipment in exchange for participation in DR.”

Achieving Pump Efficiency Improvements

In addition to the savings achieved through CBP, Merritt sees bill reductions by using our free in-house Pump Test Services to identify inefficient pumps, gaining information on the need to replace or overhaul them. The company brings us in to test pumps every two years and acts on the data provided.

“We usually upgrade one or two pumps per year,” Mark said. “The efficiency improvements can vary, but we try to upgrade them by 30% to 40%.”

It’s another example of how E W Merritt’s relationship with SCE continues to empower the company to save energy, money and the environment. Mark concluded, “We couldn’t have done it without SCE. It’s an ongoing ‘win-win’ situation.”

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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