



## Energy Management Success Story

### Energy Management for Warehousing at Coastal Pacific Food Distributors: Cost-Cutting Calibration for Success

**T**he key lesson to successful energy management," says Bill Ellena, "is that the simplest measures have the biggest impacts on savings. The challenge is in teaching your whole operation the habit of taking the simple energy management measures again and again."

Ellena speaks from experience. As Corporate Maintenance Manager for Coastal Pacific Food Distributors (CPF), the leading distributor of groceries to military commissaries in the Western United States and the Far East, his "simple measures" have helped his operation run more efficiently, with ever-greater energy savings, even as electricity rates have risen. "We're constantly trying to better ourselves by lowering our costs," Bill explains. "There's not much margin in the grocery business, and our contracts are fixed. Every savings we achieve improves our bottom line. So managing energy wisely with some help from Southern California Edison (SCE) is vital to our success."

#### Fine-Tuning Facilities to Save

CPF's full-service warehouse in Ontario supplies two dozen bases in California, Utah and Arizona. The 330,000-square-foot building encloses freezers, refrigerators, cool docks, long aisles of six-story grocery racks, and about 125 electrical forklifts and pallet movers.

"We retrofit every area and improve every function we can with saving energy in mind," Ellena explains. "We've walled off unused doors that leaked chilled air; we hung strip curtains in cold spaces; and we invested in a new system to charge our batteries during off-peak hours. I'm running only two of my five compressors to keep the freezers at the optimal temperature. I use half the blowers in my cool storage room, and I cycle those to run them as needed, not all the time. We re-lamped to more efficient T5 bulbs, and we de-lamped where we found it wouldn't compromise working conditions on the floor. We installed sensors on freezer doors, and if one is open

#### Savings by Managing Energy:

- Energy-saving ideas from **free SCE classes**
- **\$18,000** invested in more energy-efficient electric vehicle charging **repaid by savings**

Bill Ellena,  
Corporate Maintenance Manager,  
Coastal Pacific Food Distributors





**“We’ve shown here that we can use electricity wisely and keep our costs level while we serve our customers.”**

Bill Ellena, Corporate Maintenance Manager, Coastal Pacific Food Distributors



when it shouldn't be, I get buzzed on my pager. We monitor systems by computer in real time to adjust to outside weather conditions so we aren't overcooling when we don't need to.”

### The Habit of Successful Energy Management

“Every parent knows what it's like to have kids at home who leave the lights on all the time,” Bill laughs. “Imagine the same effect wasteful habits have on the cost of running a building this big. We've shown that we can use electricity wisely and keep our costs level while we serve our customers. We can't compromise our quality of service, but we can streamline our operations to make sure we support our troops and stay in business.”

### Knowledge is Power

“Understanding the importance of energy management in the first place makes everything that follows easier,” Bill Ellena concludes. “That's why SCE has been such a great resource. A single free class from SCE in lighting or HVAC can give me an idea worth

thousands of dollars in savings, so I attend them regularly. My managers used to question the need to invest in energy efficiency. Now, after years of proven results, they're asking me, ‘Bill, what else can we do?’”

### Like Coastal Pacific Food Distributors, you can save money on electricity:

- **Take free SCE classes** in lighting, HVAC, energy management and more at an Edison Energy Center.
- **Take the Online Business Survey at [www.sce.com](http://www.sce.com)** to calibrate your building for savings.
- **Use SCE's Express Efficiency Program** or other energy efficiency programs for cash incentives on energy-saving hardware and equipment.
- **Use Web-based tools such as SCE EnergyManager<sup>®</sup>, SCE Cost Manager<sup>®</sup> and SCE Bill Manager<sup>®</sup>** to monitor your electricity usage in real time and over the long term.

### For More Information

Southern California Edison offers a range of programs such as cash incentives, energy surveys, and payment options to help you better manage your electricity costs. To learn more, please contact your SCE account representative, call **(800) 990-7788**, or visit us at **[www.sce.com](http://www.sce.com)**.

Learn more about how to save energy and save money:

#### SCE Energy Management Classes

[www.sce.com/ctac](http://www.sce.com/ctac)  
800-336-2822;  
[www.sce.com/agtac](http://www.sce.com/agtac)  
800-772-4822

#### Express Efficiency

[www.sce.com/express](http://www.sce.com/express)  
800-736-4777

#### Standard Performance Contract

[www.sce.com/spc](http://www.sce.com/spc)  
800-736-4777

#### Savings By Design

[www.savingsbydesign.com](http://www.savingsbydesign.com)  
[www.energydesignresources.com](http://www.energydesignresources.com)  
800-338-8502

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