

THE LEADING PROVIDER OF DEMAND RESPONSE RESOURCES IN THE UNITED STATES

DEMAND RESPONSE OVERVIEW

Demand Response is the temporary reduction of electrical usage by a customer for an economic or emergency response. DR programs are designed to contribute to energy load reduction during times of high prices, critical peak demand, or supply shortfalls on the electric grid.

ABOUT NORTH AMERICA POWER PARTNERS

North America Power Partners is a leading provider of Demand Response resources across the United States. We enable our customers to participate in a range of programs including Capacity, Reserves, and Self-Scheduled Energy. Our DR solutions include advanced metering with web-based reporting tools for all our customers. NAPP provides engineering audits, automation, and controls for customers who want to automate their demand response.

BENEFITS TO OUR CUSTOMERS

Revenue

Create a significant recurring new revenue stream for your business

Grid Reliability

Reduce the likelihood of a blackout in your community

Environmental

Offset the need for new generation plants; reduce GHG emissions

Usage Reports

Customers can access valuable electric usage reports every hour to monitor energy use and manage utility costs

NAPP works with our customers to identify the portion of electric load at each facility that will be reduced – aligning our customers' objectives to generate revenues while limiting impact on facility operations. Ways that facilities reduce their energy usage include idling equipment, shutting down processes, raising thermostats, utilizing building automation and energy management systems, or reducing lighting. NAPP will provide the metering technology and transaction systems required to participate in our DR programs.

New Jersey

308 Harper Drive, Suite 320, Moorestown, NJ 08057
(856) 439-0800 or 1-(888) 476-7764

California

400 Continental Blvd, Suite 600, El Segundo, CA 90245
(310) 426-2966



Manufacturing Case Study: Sunny Delight Corporation

The Opportunity

As a leading producer of juice-based drinks in North America, with seven brands and four manufacturing facilities, Sunny Delight Corporation had the desire and the potential to lower their carbon footprint. This was project manager, Randy Gregory's main concern when talking about Demand Response. "It makes you more aware of where your energy is, what you can do to cut your actual energy usage and that lowers your carbon footprint." With a research and development center in Cincinnati, and four manufacturing facilities throughout the U.S., carbon emission is a big concern. An internet search for "energy reduction strategies" led them to NAPP. Once connected, we were able to build a strong and lasting business relationship.

The NAPP Solution

Working with their NAPP dedicated Account Manager, Sunny Delight was able to enroll into a Demand Response program which fit them best. Using the NAPP resources we provide, like Flexload™, they were able to determine how and when to shut down. "We go through and do a systematic line shutdown, which shuts down our production line; we make sure to inform the workers that there is still work to do when the lines are down." Before any curtailment event, Sunny Delight looks at the amount of shipping needs that they have and keeps about two days' worth of inventory on hand to keep the workers busy. When asked for his opinion about demand response, Gregory replied "We are one for recouping any energy cost that we have. Once you start shedding load you are going to learn real quickly what you can turn off to shed the most."



A Quick Look at Sunny Delight...

- Founded: 2004
- Industry: Manufacturing
- Headquarters: Cincinnati, Ohio 45242
- Number of Facilities: 2

A Deeper Look at the Numbers...

- Revenue: Greater than \$65,000
- Peak Load: Less than 1500KW
- Curtailment: 500KW – 1500KW

"[Demand response] makes you more aware of where your energy is at, what you can do to cut your actual energy usage and lowers your carbon footprint."

-Project Manager, Sunny Delight

New Jersey

308 Harper Drive, Suite 320, Moorestown, NJ 08057
(856) 439-0800 or 1-(888) 476-7764

California

400 Continental Blvd, Suite 600, El Segundo, CA 90245
(310) 426-2966

