



## Merrick International



Abraham Abdi,  
Founder and President  
of Merrick International

### Merrick International Cuts Electricity Costs 35% and Boosts Capacity with SCE's Customized Solutions

#### Improved Operating Efficiency Means Greater Output and Sales Capacity, Savings to Date of 1.45 million kWh

"Double the output while controlling costs," says Abraham Abdi, founder and president of Merrick International, "and you're creating a huge competitive advantage." Easy enough in theory, but Merrick International, manufacturer of molded-plastic closet and home organization products, makes the theory profitable in fact. Controlling electricity costs with the Customized Solutions program from Southern California Edison (SCE) is a key to their success.

With over 35 years in business, Merrick has undergone continual expansion and operational improvement while facing predictable challenges of rising energy costs. Faced with a possible out-of-state move to control expenses, their solution was to stay and improve their return on overhead by increasing output and efficiency, thereby slashing unit costs on their products.

Customized Solutions provided them the opportunity to receive financial incentives on innovative molding machinery that enables Merrick to use less power than before while making a million coat hangers a day at their Corona plant — a significant improvement over the output of their old machinery. The savings on electricity costs have accelerated the payback on the investment and helped Merrick get a powerful competitive advantage through the innovation.

#### Customized Solutions: Incentives Now, Long-Term Savings

The Customized Solutions program offers financial incentives to offset the capital cost of installing highly energy-efficient equipment or systems. Project examples may include common retrofits like lighting, HVAC and refrigeration upgrades, or more specialized process improvements and customized equipment replacements. Retrofit or new equipment installations are eligible. Incentives are based on the type of equipment installed and the kilowatt-hours saved over a 12-month period.

#### Estimated Savings by Managing Energy

- *Location:* Corona, CA
- *Industry:* Manufacturing
- *Savings to date:* 1.45 million kWh — 35% decrease in direct costs for electricity; indirect savings in labor, and increased sales capacity
- *SCE Programs Utilized:* Customized Solutions
- *Results:* Increased energy efficiency, with lower energy usage even as output increased; labor and direct cost savings

#### DECREASE IN DIRECT COSTS FOR ELECTRICITY

# 35%

# Energy Management Success Story

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"Every manufacturer faces the challenge of controlling costs, and electricity is just one of them," says Merrick Executive Vice President Muna Vienna, M.D. "But one company's hurdle is another company's advantage. Instead of saving money by compromising quality or materials, we found a way to improve quality and

productivity while saving money and electricity in our process." "Our savings now total about 1.5 million kilowatt hours to date and counting," Abraham affirms. "We're busier than ever supplying major retailers at a great price, and we're running our new equipment 24/7 to keep our customers satisfied."



Abraham Abdi, Founder and President of Merrick International and Muna Vienna, M.D., Executive Vice President



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Abraham Abdi, Founder and President of Merrick International

## Earn Even More Savings with Other SCE Offerings

Southern California Edison offers a range of energy management solutions to help you better manage your electricity costs.

- Purchase qualifying energy-efficient equipment or technologies and receive incentives and rebates through SCE's Express and Customized Solutions.  
**(800) 736-4777**  
[www.sce.com/Express\\_Solutions](http://www.sce.com/Express_Solutions)  
[www.sce.com/Customized\\_Solutions](http://www.sce.com/Customized_Solutions)
- Save more with SCE's Demand Response Programs which offer low cost ways to reduce your electrical bill for agreeing to temporarily reduce electricity usage during peak hours.  
**(866) 334-7827**  
[www.sce.com/drps](http://www.sce.com/drps)
- Use Web-based tools such as SCE EnergyManager<sup>SM</sup> Basic, SCE Cost Manager<sup>®</sup> and SCE Bill Manager<sup>®</sup> to monitor and track your electricity usage.  
**(888) 462-7078**  
[www.sce.com/energymanager](http://www.sce.com/energymanager)
- Save time. Use SCE's Energy Management Online Application Tool.  
[www.sceonlineapp.com](http://www.sceonlineapp.com)

## For More Information

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