

Lange Twins

Audio Description

Opening graphic reads “Building a Vision, Savings by Design” over outside wine storage tanks.

A bottle of red wine bearing the label Lange Twins Family winery and vineyards sits on a table. We see a sign for the Lange Twins family winery & vineyards 2012 Habitat Restoration and Enhancement Project.

As the camera moves into the winery we see rooftop solar panels and the spotless interior of the winery building and holding tanks.

Randy Lange, Co-founder of Lange Twins Family Winery and Vineyard is in the barrel room wearing a blue shirt and fleece vest with the winery logo. He has gray hair and blue eyes and speaks to camera.

As he speaks, we see a winery worker on a cherry picker with clean metal piping above his head then solar panels being installed on the roof of the winery building. Barrels are moved by forklift trucks and we see insulated outdoor holding tanks and indoor overhead LED lighting followed by variable speed pumps and a chiller system. The solar panels over the crush pads are shown from above and below to show how they provide shade.

Finally, we see Randy and his family holding a large version of the check from PG&E for \$968,137.00 dollars. A bottle of Midnight Reserve red wine along with two Lange Twins family winery white wines sits on a table and as the segment ends we see Randy and his wife holding their sweet blond toddler daughter and smiling.

The closing graphic reads – This video is a collaboration between California Sustainable Winegrowing alliance and Pacific Gas and Electric Company.

www.sustainablewinegrowing.org and pg&e.com/wineries

Transcript

- [Voiceover] The Lange family had their first vineyard in Lodi in 1916, but didn't begin planning their first winery until the early 2000s. That's when Randy Lange heard about the PG&E Savings by Design program, a program that helps businesses be as energy-efficient as possible, right from the start.

Randy Lange - This is a layman defining it. I can only tell you how it worked for me, and it's a program that is administered by PG&E. They contact you, and they were very, very proactive in presenting a program to you and selling the idea of the program. That is identify your energy sinks, where you use the most energy, come back with recommendations to you to say, you can improve your energy consumption, thereby save operational money, if you were to upgrade or change the equipment that you're using. They not only identified it, they would identify right down to the equipment that they would like to see you install. If you went ahead installed it, then they also had an incentive to say, if you were to do this recommendation, we'll pay you hard, cold cash

to do that.

- [Voiceover] By involving the PG&E team from the beginning, the Langes were able to integrate the energy-saving knowledge of PG&E's engineers right into the design of the winery.

Randy - Savings by Design, which that means is, get to 'em while you're designing what you want to build so that you can do it in the most easiest way, and that is before you pour concrete or before you hang a light bulb, and when you do that, you're not doubling your effort to save energy. Okay, as you walk through the winery, through this winery, basically anything that you see electricity running to, PG&E had something to say about it. So I mean from insulating the outdoor tanks to insulating the building to the motion detectors and the lights that we've hung to the type of lights that we are using here, all came as recommendations to us as a ways of saving energy. You walk into the, into our equipment area, you're gonna see pumps that are variable speed. You walk into our chiller, you're gonna see a chiller that is not, it's a staged chiller, so it's got eight compressors, and it's an on-demand chiller so when we have a lot of demand, the stages of compressors begin to operate, and when the demand drops, it starts to ratchet back down, thereby saving energy. So, I mean, when I say, I'm not exaggerating when I say, find where electrical a line is going to, and you're going to find something that PG&E had an impact on us here at this winery.

- [Voiceover] Once Randy had made his equipment selections for the winery, implementing renewable energy, like using solar panels, made more sense.

Randy Lange - We use our solar ray for double purpose over our crush pads, where we put a solar ray over the top of it because we needed shade, and so instead of building a aluminum shade that goes over the top of that, we made it into a solar ray system to produce electricity. I just, I'm that much of a believer in the program because it's worked very, very well. We've been in the winery now for almost six years. We celebrated last year our incentive payout from PG&E here at the winery, over one million dollars in incentive pay. Now you have a savings, and it's a savings that goes on year after year after year, and when you have that type of savings going on, now you are saving money in your operational cost. You can produce a case of goods, a case of wine, for less because your cost of operations is less because you're saving money, and alls that does is it compounds itself on a year by year basis in these savings and allows me to grow my business, allows me to add more equipment into the winery to do a better job in our wine-making, to add a building, to do everything it takes to really expand a family business into a more sustainable, profitable business for the family in the future. So it's a gift that keeps on giving.