



## Salem Giant Eagle

Salem, Ohio

A 55,000 square foot grocery complex serving 18,000 customers weekly

### Challenge

This Giant Eagle franchise wanted to brighten its store environment with upgraded lighting systems that would reduce maintenance and energy costs. But the store's optimal energy solution went much further.

### OnDemand Solution

Originally retained by Salem Giant Eagle for a facility lighting upgrade, OnDemand's team of energy advisors evaluated the store's energy use, and quickly determined that improved lighting would deliver only a fraction of the total savings possible.

To reduce the costly demand charges the store was incurring, OnDemand installed an energy management system that controls the operation of Giant Eagle's HVAC and refrigeration compressor units. A retrofit of fluorescent bulbs and ballasts throughout the store also delivered a brighter, more energy-efficient environment.

### The Bottom Line

Now in the second year of its energy management contract with OnDemand, Salem Giant Eagle has achieved savings in excess of \$24,000 annually. Contract features include:

- Demand control energy management system
- Energy monitoring service contract
- Energy efficient lighting upgrades
- Utility bill audit



*"Thanks to OnDemand, we're managing our energy use wisely. In a business where every penny of overhead counts, this program is a real winner."*

*Mark Siegal*

*Owner, Salem Giant Eagle*

### Cooling Down Energy Costs

In the grocery business, the cost of running compressors for refrigeration units is a major overhead expense. During busy customer hours, when overall energy use is high, peak demand charges make compressor operation an even more costly endeavor.

“We can predict the times when store traffic will be the heaviest,” says Giant Eagle owner Mark Siegal. “But we didn’t know how to manage our energy consumption to cut costs during these times without impacting operations. OnDemand taught us how our store uses energy, and how demand control would help us make the most of our energy dollars.”

OnDemand was initially hired by Giant Eagle to perform a facility lighting upgrade, including a retrofit of the store’s fixtures with energy-efficient fluorescent bulbs and electronic ballasts. But unlike energy companies that provide only lighting services, the experts at OnDemand looked beyond their initial assignment to evaluate every aspect of Giant Eagle’s energy use. What they found was ample opportunity for additional energy savings through the management of peak demand.

Today, Giant Eagle saves more than \$2,000 per month on its energy bills. Nearly 75 percent of this savings is a direct result of OnDemand’s energy management system, which monitors and controls the store’s HVAC and refrigeration compressor energy use. OnDemand also conducts off-site monitoring of Giant Eagle’s monthly energy use and utility bills, to ensure that optimal efficiencies are met.

“OnDemand’s energy monitoring systems and services are right on target,” says Siegal. “They’ve really helped us ‘cool down’ our energy costs.”

*“OnDemand has been great to work with and extremely responsive. I would recommend them to any business owner who wants to reduce energy costs.”*

*Mark Siegal*

*Owner, Salem Giant Eagle*

