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case study



HY-VEE Midwestern States

LED lighting upgrades result in energy savings and more than \$473,000 in utility company rebates

With sales of over \$6.9 billion and more than 232 retail stores across eight Midwestern states, Hy-Vee ranks among the top 20 supermarket chains and the top 50 privately held companies in the United States. The company is committed to healthy lifestyles and to promoting the well being of its customers, employees, communities and the global environment through its sustainability efforts. Hy-Vee's ongoing efforts to improve the energy efficiency of its stores led the company to seek new opportunities to demonstrate its environmental commitment, while living up to its financial responsibilities to its employee-owners.

Challenge

Having relied on Hussmann for many years to support their refrigeration equipment and service needs, the Hy-Vee supermarkets in the Kansas City area approached the company with a challenge: How could they improve the energy efficiency of their stores, while also taking advantage of the financial incentives offered by the local utility companies?

"I was pleased with the energy savings we were achieving with the Hussmann equipment, but felt we were leaving money on the table," said Jon Scanlan, Director, Refrigeration & Energy Management.

"I knew our local utility company had dollars allocated for energy efficiency upgrades, but we needed a vendor partner to help make it all happen."

Solution

Improving energy efficiency

To help Hy-Vee reduce its energy costs, Hussmann suggested that several of the Kansas City area stores upgrade their reach-in cases with Hussmann EcoShine LED lighting. The EcoShine LEDs provide up to a 63 percent energy savings over T8 fluorescent lights. The lights also enhance merchandising, providing uniform product visibility and excellent product color quality.

Working through the rebate process

Challenged to help Hy-Vee take advantage of the energy efficiency rebates, Hussmann contacted the local utility company to investigate the rebate process, what upgrades qualified and the paperwork necessary to apply for the rebate program. Hussmann assisted Hy-Vee in completing the required application forms, as well as the follow up reporting documentation. As a result of their efforts, the Kansas City area Hy-Vee stores received \$155,760 in utility company rebates.



EcoShine LED lights provide up to a 63 percent energy savings over T8 fluorescent lights.



EcoShine LED lights enhance merchandising with uniform product visibility and excellent product color.

Expanding the upgrade and rebate program

Taking what it learned from the Hy-Vee Kansas City project, Hussmann spent more than a year to develop a rebate process that could provide savings to other Hy-Vee stores. Hussmann began by working with Hy-Vee purchasing representatives to establish criteria to determine the stores that offered the best opportunity for energy savings and utility rebates. Looking at it on a store-by-store basis, energy usage reports were reviewed, utility rates were obtained and high-energy-use locations were identified.

The EcoShine LED lighting upgrade program was expanded to more than forty Hy-Vee stores in Illinois, Iowa, Nebraska and Kansas. Hussmann manages the rebate process for Hy-Vee from beginning to end, negotiating with the utility companies, completing necessary paperwork, filing energy saving documentation and providing materials for the stores to post explaining the LED energy saving benefits to their customers.

Results

The EcoShine LED lighting upgrades at the Midwestern Hy-Vee stores have resulted in more than 3,700,000 kWh in annual energy savings and more than \$473,000 in utility company rebates. The average payback for the EcoShine LED upgrades is 1.8 years.

"The LED lighting upgrades pay for themselves," said Scanlan.

"The energy savings is substantial and the rebates are key. In fact, in some stores the rebates alone paid for half of the upgrade."