

# CUSTOMER SPOTLIGHT

Grocery Stores | HVAC and Lighting



Ed Moore, Retail Business Services, coordinated lighting and controls upgrades at several stores in Pepco's service territory.



## SAVINGS AT A GLANCE

Giant Food used financial incentives to install anti-sweat heat controls and make lighting upgrades at several of its Maryland locations.

### Program

Pepco Energy Savings for Business

### Project Costs

\$1,207,084 total project cost  
- \$698,524 incentive  

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\$508,560 net project cost

### Estimated Annual Savings

3,724,087 kWh per year  
\$446,890 per year

### Estimated Payback

1.1 years

## Giant Serves Savings in Every Aisle

For more than 80 years, Giant Food has been a mainstay throughout the Washington, D.C., metropolitan area.

In April 2018, the supermarket announced its sustainable retailing strategy, which is designed to reduce the environmental impact at its 150+ locations while maintaining its mission of providing customers with a simple and easy shopping experience.

"We want to make a positive impact on the environment with a healthy return on investment," said Ed Moore, an energy engineer at Retail Business Services (RBS). "Energy efficiency upgrades are a great way to achieve that."

## The Opportunity

RBS, Moore's employer, has a past relationship with the Pepco Energy Savings for Business Program, and identified Pepco as an ideal partner to help Giant Food execute its sustainable retailing strategy.



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**"With help from the Pepco Energy Savings for Business Program, we can now save money for our company while creating a better workplace for our employees and an improved experience for our customers."**

– Ed Moore  
Energy Engineer | RBS

RBS and Pepco worked together to conduct an analysis of stores in Pepco's service territory, and concluded that lighting, controls, and heating and cooling presented the best areas of opportunity to improve energy efficiency.

"The planning support we received from the Pepco Energy Savings for Business Program was extremely useful," said Moore. "The team provided continuous outreach from the very beginning and supplied us with the necessary information to help maximize savings for these new projects."

## The Upgrades

Anti-sweat heater (ASH) control systems were installed at 27 stores in Pepco's service territory. An ASH system keeps frozen food cases free of condensation by generating heat through the freezer's door frame. To maximize efficiency and energy savings, the system pulsates the heaters on and off as needed rather than running continuously.

Fourteen Giant Food stores within the Pepco service territory received new LED lighting. All existing 2'x2' and 2'x4' lay-in troffers were replaced with high-efficiency fixtures. A wireless controls system was installed at each store as well, which allows for even greater energy savings through automatic dimming.

Moore said the upgrade process was quick, simple, and unobtrusive. "The ASH system took about eight hours to install, and the new lighting system was up and running in about four days," said Moore. "Smart planning from all the parties involved minimized the impact on our store operations."

## The Benefits

The new lighting and ASH systems have proven to be valuable in a variety of ways. Both customers and employees have reacted positively to the lighting upgrades. Operating costs are down, which has a positive impact on Giant Food's bottom line. Moore said that Giant Food plans to reinvest those savings into additional energy efficiency projects.

"The benefits of working with the Energy Savings for Business Program are easy to see," said Moore. "The incentives and technical expertise make participating easy."

The Pepco Energy Savings for Business Program provides financial incentives and technical assistance to help businesses maximize energy efficiency and reduce energy costs. Financial incentives can cover up to 50%–70% of project costs.

For more information, visit  
**[pepco.com/business](https://www.pepco.com/business)** or call  
us at **1-866-353-5798**.



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