

# EnergySmart Case Study: C&K Market

## THE ENERGYSMART PROGRAM DELIVERS SIGNIFICANT ENERGY SAVINGS FOR C&K MARKET'S AMBITIOUS COMPANY-WIDE SUSTAINABILITY PROGRAM

### OVERVIEW

C & K Market, Inc., a family-owned company headquartered in Brookings, Oregon, owns and operates the Ray's Food Place supermarkets, along with the warehouse-format Shop Smart and Price Less Foods stores. With an initial one-store investment in 1956, owner Raymond "Ray" L. Nidiffer envisioned robust growth and began strategically adding stores and expanding operations. Now with 59 stores and Ray's son, Doug Nidiffer at the helm, the company is embarking on a new vision with a decidedly 21<sup>st</sup> century slant: an ambitious five-year sustainability and environmental impact initiative focused on energy conservation, buying green, recycling, and educating customers and employees about sustainability.

The company quickly realized that energy conservation and energy efficiency projects offer the most bang-for-the-buck in terms of energy bill savings and decreased environmental impact. For project suggestions, they turned to their employees. "We placed Green Tips boxes in every store break room as a way for store employees to suggest new energy-saving projects," says Grant Lunde, Marketing Manager, C&K Market. "The steady stream of ideas proves our employees are involved and excited about the initiative. That's critical because they are the company's biggest connection to our customers."

With boxes full of good ideas, C&K needed help to identify and implement those projects that were cost-effective and would have the biggest immediate impact on the stores' energy savings and electricity bills. They turned to the EnergySmart Program funded by Bonneville Power Administration (BPA), and designed and implemented by Portland Energy Conservation, Inc. (PECI).

"The EnergySmart Program has been instrumental in C&K Market's accomplishments in investing in energy efficiency," says Lunde. "It provides the tools, on-site project management, and incentive information we need to implement ideas and move our sustainability initiative forward."

With the Program operating in eleven of the company's stores, C&K Market is realizing annual electric bill savings in the tens of thousands of dollars. The Program supports C&K Market in attaining energy and cost savings with:

- In-depth, no-cost energy audit of refrigeration, lighting and HVAC systems
- Store-specific energy savings report with energy saving projects ranked by cost-effectiveness and incentive amount
- On-site Field Energy Analyst (FEA) to identify energy savings, manage projects, and facilitate contractor participation
- Direct installation of quick payback measures
- Technical consultation



### QUICK FACTS

**Grocer:** C&K Market

**Location:** Headquartered in Brookings, OR, with stores in OR and CA

**Participating Stores:** 11

**Scope of energy saving measures:**

refrigeration case lighting retrofits, anti-sweat heater controls, refrigeration door gasket replacements, CFL lights

### ANNUAL SAVINGS TO-DATE

**Case Lighting Retrofits:** 93,444 kWh

**Anti-Sweat Heater Controls:** 67,248 kWh

**Door Gaskets:** 122,795 kWh

**CFL Lights:** 69,266 kWh

**TOTAL KWH SAVINGS:** 352,753 kWh

"The EnergySmart Program provides the tools, resources and incentives that allow C&K Market to invest in energy efficiency projects. Without the Program, our progress in energy conservation would be very slow and much more difficult to accomplish."

– Grant Lunde,  
Marketing Manager, C&K Market

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## PROGRAM BENEFITS

- Reduction in overall energy usage and electricity bills
- Cash incentives to offset the upfront cost of energy efficiency upgrades
- On-site energy audits and comprehensive energy savings reports for each store
- Refrigeration and HVAC systems running more efficiently
- Simple and easy energy efficiency improvements

## FOR MORE INFORMATION:

The EnergySmart Program is funded by participating utilities and implemented by PECl to help grocers save money with energy-efficient equipment. Through the Program, grocers receive no-cost energy audits, information about efficient technologies, operations, and maintenance, and in-depth, on-site consultations with skilled Field Energy Analysts. The result is streamlined implementation of cost-effective, energy-efficient measures. A long-term partner in energy efficiency, EnergySmart encourages grocers to rely on the Program's technical expertise to help guide and influence efficiency decisions.

## PROJECT PARTNERS:

**Grocery Owner:** C&K Market

Contact: [www.ckmarket.com](http://www.ckmarket.com)

## EnergySmart Program Funding:

Bonneville Power Administration (BPA),

[www.bpa.gov](http://www.bpa.gov)

## EnergySmart Program

Implementation: PECl, [www.peci.org](http://www.peci.org)

## FINDING THE SAVINGS OPPORTUNITIES

The EnergySmart Program streamlines and simplifies the entire energy efficiency process for C&K Market. A highly skilled FEA with expertise in the grocery industry works closely with Lunde to conduct energy audits for each store, identify projects with the biggest immediate impact on energy bill savings, and swiftly bring projects to completion. "The partnership that we've developed with our FEA is essential to our success," says Lunde. "She identifies energy saving opportunities and available utility incentives and keeps projects moving forward by coordinating contractor bids, equipment installations and incentive processing." Realizing that refrigeration is often responsible for the majority of a grocery's energy use, the FEA identified several projects to deliver energy savings including:

- Retrofitting refrigeration case lighting
- Installing anti-sweat heater controls
- Replacing refrigeration door gaskets
- Installing night covers in refrigerated spaces

## PROVEN PROGRAM RESULTS

Energy saving projects identified by the EnergySmart Program and implemented by C&K Market have resulted in significant energy savings for the company's eleven participating stores. Projects such as LED light installations in refrigerated cases are generating big payback. "We recently completed a LED case lighting retrofit at two of our stores and realized energy savings of over a thousand dollars a month for both stores versus the same month the previous year," says Lunde.

In total the company is saving tens of thousands of dollars every year on their electric bill by using 352,753 fewer kWh of electricity.

These energy savings are equivalent to taking 155 commuter cars off the road. To offset the upfront cost of energy efficiency projects, the company received incentives from the BPA. "Without the Program the company's progress in energy conservation and efficiency would be very slow and much harder to accomplish," says Lunde. "The Program provides initiative to complete projects, a skilled FEA to identify opportunities and manage projects, and the motivation to take action."



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