



## CASE STUDY Sheetz



### SAVINGS BY THE NUMBERS

**\$117,942** Total incentives

**912,789** Annual kWh savings

**\$730,232** Estimated annual savings

### THE OPPORTUNITY

Sheetz, a popular family-owned and operated convenience retailer, has long been committed to making a positive impact on the communities they serve. As part of that mission, the company has now made sustainability and energy efficiency an integral part of fulfilling that goal. Having worked with the Potomac Edison Energy Solutions for Business Program on previous efficiency projects, Sheetz knew just whom to call when they decided to make energy-saving control system upgrades to 17 Maryland stores across Washington and Frederick Counties.

### THE PROJECT

When determining how to make the most practical energy upgrades, Sheetz worked with the Energy Solutions for Business Program engineering staff to review their usage and incentive options. "We wanted to expand upon our previous upgrades and really take our efficiency improvement program to the next level," said Eric McCrum, Manager of Energy Projects at Sheetz. "The Energy Solutions team helped us get there."

As a result, the following upgrades were made to help the stores manage their energy usage more efficiently.

- **Variable frequency drives** installed on the rooftop units reduce supply fan speed to save energy and maintain comfort.
- **Demand control ventilation** optimizes fresh air intake and takes advantage of free cooling when the outside air conditions meet the preset parameters.
- **Enterprise-level thermostat** set points are established at optimal levels for A/C and heating to eliminate energy waste associated with manual adjustments and to maintain comfort.
- **Smart defrost controls** on freezers allow heating coils (which prevent freeze-ups) to only run when needed, rather than on a set schedule.
- **Exterior lighting controls** remove the need for a fixed schedule by automatically adjusting the run times based on sunlight levels and geographical location.

### THE RESULTS

When the projects were complete, all 17 Sheetz locations had greater control over their energy management and could spend less time making manual adjustments that waste energy. From lighting upgrades that provide an appearance boost to their stores, to HVAC upgrades that increase the comfort of their customers and employees, Sheetz has found that energy efficiency upgrades go beyond just saving money. Because of this, McCrum said: "There's always a new project on the horizon."

### Questions?

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### ENERGY EQUIVALENCIES



**24,518**

Incandescent lamps switched to LEDs



**82,306,533**

Number of smartphones that could be charged



**109**

Average Maryland homes' electricity use for one year

Source: U.S. Environmental Protection Agency

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**Eric McCrum**

Manager of Energy Projects at Sheetz