



# Achieving Sustainability with EMS

Tractor Supply Saves 20% in Energy Usage with an Energy Management System



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“Energy Management Systems are a proven technology and one of the most effective ways to reduce energy usage in retail operations. This new system will not only save us money and help us achieve our Stewardship goals, but it will also ensure consistent, comfortable temperatures in our stores. I am confident we selected the best technology for our stores.”

Lee Downing, Senior Vice President of Store Operations, Tractor Supply Co

### The mission of sustainability extended

With a clearly defined mission to improve its sustainability, Tractor Supply Co started its Stewardship Program to become more efficient, eliminate waste, and reduce its impact on the environment. In the process of identifying areas in which the retailer could reduce its environmental footprint, Tractor Supply found a big opportunity to not only reduce energy consumption across its portfolio of stores, but to also improve its ability to centrally monitor and control the systems in those stores.

### Choosing an EMS to save time, money, and energy

As a national multi-site retailer with more than 1,100 stores in 45 states, Tractor Supply was primarily looking to identify a solution to help achieve sustainability goals, but also looking for a solution that would help reduce operational expenses and streamline operations. Tractor Supply conducted an extensive market evaluation and looked at all of the leading automated energy management solutions. They focused their search on finding a comprehensive solution that was well suited to their franchise. What they found was a rather large separation of product capabilities and pricing. After a six-month bid process, Tractor Supply determined that Philips Teletrol was the superior solution for their stores. Key factors in their decision include:

- Standards based technology – hardware and software interfaces that would easily integrate with existing systems
- Customizable implementations based on the existing systems and needs of the retail environment
- Remote and predictive diagnostics - to help identify before actual equipment failures
- Real-world savings - quick and transparent in its ability to deliver immediate cost savings
- Environmental Footprint Reduction
- Non-Disruptive Installations

### Measuring the benefits of centralized EMS

The Philips Teletrol solution leverages existing ‘in-store’ systems to facilitate seamless lighting and HVAC control, as well as provides monitoring features for critical points and metered loads at each location. The Philips Teletrol system also monitors critical operations such as the refrigeration unit for animal vaccines. The system helps maintain optimum humidity levels store-wide for pet food and animal feed. The system also utilizes open architectures, which means it can be easily upgraded in the future. Finally, the new system will be centrally managed by corporate HQ.

Once deployed, the in-store platforms then deliver aggregated data to corporate IT where trend analyses, alarm notifications, energy reports and more are generated. Through this integration,



intelligent operational decisions can be made in near real-time.

At the heart of the Philips Teletrol Energy Management System is the ESC, or, "store controller," which is installed in each store and integrated with the HVAC system, lighting, refrigeration units and other devices to provide both monitoring and control. The store controller is what enables individual stores to send data to a centralized single site server and display that data on customized web pages. These pages present a user-friendly view of a single store or a series of stores to display energy usage, control schedules and status. The system is designed to grow and expand as new stores open and new features are added to the system.

Additionally, system notices and alarms focus maintenance tasks to preserve facility uptime and avoid product loss, while improving service efficiency.

### Cumulative results and savings

To date, nearly 700 Tractor Supply stores have been utilizing energy management systems. The Philips Teletrol Energy Management System will be installed in additional stores over the next several

months. While the energy management system initiative is on-going within Tractor Supply, there have been both qualitative and quantitative results to date, including:

- Saving approximately 20% on annual energy costs across their enterprise of stores.
- Optimized enterprise HVAC & lighting systems to meet operational and customer-oriented requirements.
- Improved maintenance efficiency to pin-point service issues.
- Enabled Tractor Supply to achieve its sustainability goals by becoming more efficient with energy consumption and reducing waste in operations with optimized maintenance tasks.



# Achieving your sustainability goals

## Starting with a centralized energy management system

Whether your company is striving to reduce your operating expenses, achieve your sustainability goals, or centralize and monitor enterprise-wide store systems, energy management is the right place to start. Just as Tractor Supply experienced, energy management can be an important part of an overall philosophy and strategy to improve your retail environments. Like many other retailers have learned, centralized energy management can be a powerful enabling technology to help you realize immediate cost and energy savings, but can also be leveraged to integrate all of your energy-consuming systems and energy-related programs.

By capitalizing on centralized energy management, retailers will minimize operational costs, as well as enhance the overall customer experience in retail environments - resulting in increased brand loyalty. The Energy Management solution from Philips Teletrol has been proven in some of the world's most complex retail environments. So, whether you operate a small chain of stores or thousands of stores, our energy management solutions can provide your organization with sustainable energy management strategies and tools for success to reduce your energy footprint and improve your bottom line.

## Contact us today

Let Philips Teletrol show you how an automated, centralized energy management solution can unleash the potential of your energy and sustainability initiatives. While we commonly reduce overall energy use by up to 30%, simple energy and money savings is only the beginning.

Please visit [www.philips.com/teletrol](http://www.philips.com/teletrol) to learn more about EMS & energy efficient lighting technologies.



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