

# How Superior Grocers Locked in Energy Stability and Saved 76% on Monthly Utility Costs

## Energy Procurement



## Challenge

### Volatile Energy Markets And Unpredictable Utility Bills

**Superior Grocers**—one of the largest independently owned grocery supercenter chains in Southern California—was facing massive cost swings in their utility bills. With over 40 stores in operation, managing energy across such a wide footprint was becoming increasingly difficult to forecast and control.

- Gas rates skyrocketed during 2022 and early 2023—jumping from **\$0.83/therm to \$3.45/therm**
- Monthly utility costs ballooned, reaching **\$381K in February 2023 alone**
- Energy budgeting became nearly impossible due to supply-side volatility
- No hedge against future rate hikes

In short: rising utility costs were eroding margins and clouding financial forecasts.

## Results

### Consistent Savings And Long-Term Protection

- **76% reduction** in monthly utility supply costs—from **\$381K to \$89K**
- **Potential \$3.5M in annual savings** if fixed rates hold
- **Full transparency and predictability** for utility budgeting
- **Expanded opportunity pipeline** through broader cost review initiatives

## Why It Matters

In a volatile energy market, **certainty is power**. With fixed-rate contracts and proactive supply-side management, Superior Grocers not only avoided financial risk—they turned utilities into a cost advantage.

## Solution

### Strategic Energy Procurement With Long-Term Price Protection

Superior Grocers partnered with **Cost Control Associates**, powered by SIB, to stabilize their energy spend and regain control of their operating budget.

- ✓ **Secured Fixed-Rate Supply Contracts**  
Locked in natural gas rates in deregulated markets to remove month-to-month volatility.
- ✓ **Leveraged Energy Buying Power**  
Sourced energy competitively across the entire portfolio, ensuring optimal pricing.
- ✓ **Provided Market Intelligence**  
Delivered ongoing updates and recommendations based on market movement and risk thresholds.
- ✓ **Unlocked Additional Savings Opportunities**  
Tapped into the expertise and reach of SIB to evaluate other cost categories for further impact.

## Let's Talk Strategy

Explore how your organization can stabilize energy costs, protect your bottom line and never overpay again.

Contact Us 