

# The Power of Relationships

## Independent Grocers Stock Up on Energy Savings with EnerNOC's Energy Procurement Advisory Services

### Better Serving Grocers with Energy Advisors

As a leading wholesale distributor of food and household products to grocery retailers in New England, New York, New Jersey, and Pennsylvania, Bozzuto's is known for providing exceptional customer service. Since 1945, the company has become a full-service provider, assisting hundreds of grocery stores with a range of retail services, including store design, merchandising, sales support, advertising, technology, accounting and payroll.

When Bozzuto's connected with EnerNOC to procure its energy, the company realized that EnerNOC's advisory services would be a perfect complement to Bozzuto's existing customer-driven offerings.

### Energy Savings Are Calling

Connecticut became deregulated in January of 2000, allowing a host of other competitive energy suppliers to enter the market. Previously, customers could only procure their energy from the utility. Deregulation allowed customers to choose their supplier to receive better rates and service. In the years following, people began to understand and take advantage of this competition.

In 2006, Bozzuto's Director of Engineering David Falt led the creation of an energy buying group with several independent retailers. He partnered with EnerNOC to ensure the group's members would optimize how they sourced, managed, and used energy.



I know that I can count on the support of EnerNOC to handle any question I have. I don't have to think twice about it."

—David Falt, Bozzuto's

### A Trusted Energy Advisor

Over the years, EnerNOC has secured successive energy contracts for Bozzuto's—initially five-and three-year contracts for electricity, which were, in turn, renewed for another four years. "It's about trust and service," David said, "and I know that I can count on the support of EnerNOC to handle any question I have. I don't have to think twice about it."

### Energy Management Tailored to Independent Grocers

EnerNOC works with Bozzuto's group members to meet their specific energy needs. These grocers receive competitive pricing, as well as the confidence of knowing that EnerNOC is a preferred vendor of a company they already know and trust. Over the years, EnerNOC has helped more than 100 group members, all Bozzuto's customers, secure advantageous electricity contracts on their own terms.

EnerNOC offers customers a simplified approach to energy procurement and the support of a buying group for more competitive pricing.



Having EnerNOC's services offered by Bozzuto's through a buying group has been a huge benefit to us. I trust Bozzuto's and know they have done their research to find the best option available."

—Jim Nilsson, Geissler's Markets