

# CASE STUDY

## Energy and Sustainability

# Green 2 Sustainable



**COMPANY:** Nycoco Products Co.

**HEADQUARTERS:** Countryside, IL

**FACILITY SIZE:** 115,000 square feet



In 2016, Robert Stahurski, president and CEO of Nycoco Products Co., heard about a new Energy and Sustainability Program designed by Green2Sustainable (G2S) that helps businesses reduce facility operating costs. Nycoco, a leading manufacturer of liquid cleaning products, enrolled its 115,000-square-foot headquarters in the G2S Program in October 2016.

One cost savings measure addressed the procurement of natural gas: “Our G2S sustainability consultant showed us that we were out of contract and overspending with our existing natural gas supplier,” Stahurski says.

With this information, Nycoco negotiated a new natural gas rate which, over the three-year contract, saved the company about \$33,000. The G2S Program delivered a 270% Return on Investment (ROI) and a 0.3 year simple payback in the first year.

**\$33,000**

Savings

**270%**

ROI

**0.3 Year**

Simple Payback

### THE DATA DOES THE TALKING

Gathering historical usage data is beneficial, but it’s just the starting point. The data is analyzed in G2S’s web application, the Sustainability Dashboard, and G2S consultants conduct formal reviews of the utility data every six months, making suggestions for areas of improvement. This allows the operations staff to make informed decisions that improve efficiency and reduce costs.

“The G2S Program adopted by Nycoco enabled them to become proactive in their efficiency efforts rather than reactive,” says Katrina Saucier, program manager for G2S. It was during this process that Saucier uncovered the imbalance in Nycoco’s natural gas costs.

Although the company’s natural gas consumption decreased 16% between 2015 and 2016, the associated costs increased by 83%. Saucier found that Nycoco’s natural gas commodity contract had lapsed. At that point, Nycoco defaulted to noncontract rates that escalated due to changes in the market. Seeing the numbers propelled Stahurski and his team to negotiate a new natural gas contract at a lower rate, locking it in for three years to ensure ongoing savings.

“The opportunity to monitor a variable cost with real-time data is huge,” Stahurski continues. “The Sustainability Dashboard is easy to access, and the data is at your fingertips. I can see trends very quickly, and our team can look into them sooner rather than later.”

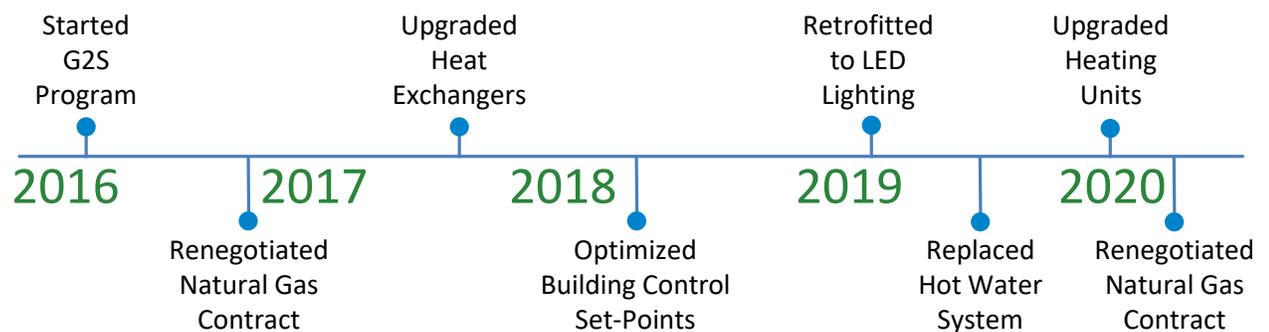
### CONTINUOUS IMPROVEMENT

In addition to performance analytics, the G2S Program includes educational sessions on best practices in operational efficiency. These helped the Nyco team think about next steps. Now that they significantly reduced their natural gas spend, the company planned to take similar action on energy usage to further reduce their utility costs and carbon footprint.

“Through G2S, we saw that our electricity usage is a large number,” Stahurski says. “We want to focus on finding ways to drive that number down with technology by upgrading equipment and installing lighting retrofits.”

### FAST FORWARD FOUR YEARS

Since documenting Nyco’s initial accomplishments, Stahurski held true to his word, implementing efficiency measures every year. These improvements led to significant results in terms of dollars saved and environmental impacts.



In 4 years, Nyco **saved approximately \$60,000 in operating costs**. These savings are particularly impressive because, over this same time, Nyco **increased production by 45%**. These efficiency initiatives produced a **20% reduction in energy use per gallon of cleaning product produced**.

### IT ALL ADDS UP

Similar to Nyco, there are many cleaning product manufacturers and distributors participating in the G2S Program, proving it works and sustainability pays off. Together, they achieved \$2.4 million in cumulative savings and avoided costs. These participants also reduced their carbon footprint by 15%. To offset this amount of carbon, it would take planting almost 77,000 trees and letting them grow 10 years\*.



Additionally, six distribution centers achieved ENERGY STAR certifications, another won the EPA’s National Building Competition for distributors, and one facility is LEED EB O+M Gold certified.

“I don’t think people are really digging into their numbers,” Stahurski says. “The G2S consultants and Sustainability Dashboard take those large spends and breaks them down so you can really see the trends, allowing us to realize significant savings.”

For more information about the G2S Program, go to [Green2Sustainable.com](https://www.green2sustainable.com) or contact Katrina at [Katrina@green2sustainable.com](mailto:Katrina@green2sustainable.com) or (207)416-3815.

\*<https://www.epa.gov/energy/greenhouse-gas-equivalencies-calculator>