

“Our energy efficiency projects have a two-year or better payback. The nice thing is after two years, the projects continue to lower our energy costs.

**It gives us that competitive edge – our operating costs are lower than our competitors** and we’re

able to pass that on to our customers.”



— Bob Valair,  
Director of Energy and  
Environmental Management  
at Staples



NSTAR offers practical solutions to help lower electric use for both residential and business customers. Here’s an example of how NSTAR’s Business Solutions Program helped one of our customers. To find out how we can help your business, contact NSTAR at 781-441-8592.

## The Background

In 1986, Staples opened its first shop in Brighton, MA, pioneering the office supplies superstore industry. Since then, it has continued to grow and today is the world's largest seller of office supplies with \$18.2 billion in sales.

## The Challenge

Keeping energy costs in check is crucial to Staples and a challenge for Bob Valair, Director of Energy and Environmental Management. "I'm responsible for making sure we're looking at all of our facilities from an energy perspective whether it's a retail store or a distribution center (dc)."

***Bob's challenge is balancing energy savings with the comfort of Staples associates and their customers. "We want to create a comfortable environment so from a customer's perspective they don't see any difference, but on the other hand, they know we're energy conscientious."***

## The NSTAR Solution

Bob has brought together a Staples Strategic Energy Team that works closely with him to develop short- and long-term energy plans for Staples. One project suggested and implemented by the team is the WIL-KIL system, which uses motion detectors and infrared to determine when boxes and people are near the conveyor belt.

"If nobody's in the area, we're able to shut the section of conveyor off when it doesn't see a box for an extended period of time. We also are able to shut the fans and lights off and reduce our energy usage."

Lighting is another big area for energy savings. "The fact is that the lighting industry is really pushing the envelope with new technologies. Something you put in four or five years ago can now be replaced with newer products that reduce your cost while improving light levels."

Working with NSTAR has made a big difference to Staples. "NSTAR helped us embrace some of these technologies, helped us find some of the funding when it was a difficult decision to make, and showed that these are the right technologies because they really do work."

## The Benefits

Projects like the installation of the WIL-KIL system directly impact Staples' bottom line. "The WIL-KIL system, on a standalone without the incentives, is probably a fifteen- to eighteen-month payback. And when you work with NSTAR, it can bring it down to less than a year."

Staples takes advantage of the NSTAR incentives, which results in energy savings for a number of different projects. "Some goes directly to the bottom line. Some we reinvest into capital improvements or put into DSM programs. Another percentage goes into buying green power."

For Bob, the investment in energy efficiency is a smart choice. "We want to make sure our operating costs are lower. It might be initially a little bit more money up front, but when you look over the 20 years of capital depreciation, it's not a lot of money. Plus, our operating costs are reduced because we have these energy technologies in place."

Staples has received the Green Power Leadership Award for the past two years by implementing energy savings projects with NSTAR and the Energy Star Team.



### The NSTAR Mission

We're committed to delivering great service.

### Energy Efficiency:

**It's simply good business.**

NSTAR has offered expertise in the energy business spanning 100 years. Our Energy Efficiency Programs have helped hundreds of our business customers save nearly one billion kWh since 1998 alone. That is the equivalent of enough energy to power over 150,000 homes for one year. Those savings helped grow and strengthen Massachusetts' business and contributed to a strong Massachusetts economy, increased local property values with wise facility investments, and helped create a healthier environment for all Massachusetts businesses and residents by reducing emissions.

To learn how NSTAR can make your business more competitive through energy efficiency, contact us today.

**781-441-8592**

**[www.nstar.com](http://www.nstar.com)**

