

# SUPERIOR GROCERS CUTS ENERGY COSTS BY 76%, ACHIEVING \$3.5M ANNUAL SAVINGS



## Industry

Grocery Retail / Multi-Location Operator



## Client

Super Center Concepts Inc., one of the largest independently owned grocery super center chains in the greater Los Angeles area with 40+ outlets.



## Challenge

Extreme volatility in natural gas rates caused unpredictable, dangerously high utility costs that undermined budgeting and margin planning.



## Solution

Cost Control Associates (a division of SIB) deployed energy procurement services to secure a fixed utility supply price and stabilize costs — supported by SpendBrain™ for ongoing cost visibility and protection.



## Result

76% reduction in monthly utility costs — from \$381,500 to \$89,400 — representing a potential \$3.5 million in annual savings if pricing holds steady

## THE CHALLENGE

During 2022–2023, gas supply rates in California surged and fluctuated wildly, making utility spending highly unpredictable and difficult to manage effectively. This volatility exposed the retailer's operating budgets to risk, eroding margins and clouding financial forecasting.

## THE APPROACH

SIB Energy leveraged energy market expertise, deep pricing data, and competitive sourcing to negotiate a fixed-price utility supply contract for the client. By locking in this pricing, the retailer gained predictability, removed market volatility from their utility costs, and created a sustainable financial advantage.

## THE RESULTS



**\$3.5M**

in annual utility savings through sustained fixed pricing

- ✓ 76% reduction in monthly natural gas costs (from \$381,500 to \$89,400)
- ✓ Greater budgeting certainty and reduced exposure to market swings

This cost impact illustrates how strategic energy procurement can transform an unpredictable spend category into a managed, predictable line item with measurable financial benefit

## SpendBrain™

### WHERE TRADITIONAL AUDITS END, SPENDBRAIN BEGINS.

SpendBrain™, SIB's AI-powered financial intelligence platform, continuously analyzes expense categories, including property tax, utilities, and vendor payments.

By layering this technology over SIB's hands-on expertise, our clients gain a permanent safeguard against overspend, plus predictive visibility into future cost risk.

What this means for CFOs:

- ⚙️ Automated monitoring flags anomalies and valuation shifts in real time
- 📈 Predictive insights help finance leaders budget and forecast more accurately
- 📊 Portfolio-level intelligence connects tax savings to broader spend optimization strategies

## THE CFO TAKEAWAY

With SpendBrain, organizations build a permanent spend advantage by transforming fragmented vendor and invoice data into cost intelligence that drives EBITDA.

Ready to see your hidden savings?

[See what you can save with SpendBrain](#)