



Half Price Books

Energy Procurement & Energy Market Intelligence (EMI)



It was 1972. Corporate dropout Ken Gjemre and fellow bibliophile Pat Anderson opened a used-book shop in an old laundromat in Dallas, TX. They ran ads in the local paper, declaring “We Buy Books,” and soon found themselves with a few thousand books and hordes of customers. And now? With more than 120 stores across the country, plus a website with customers and sellers around the globe, Half Price Books has become America’s largest family-owned retailer for new and used books.

In 2014, Half Price Books hired Onyx to procure energy for its Texas stores. Being in the recycled book business, HPB furthered its Good Corporate Citizenship commitment by purchasing 100% Green Energy for all locations. HPB hired Onyx again in 2017 for Energy Procurement & EMI services. Through EMI & our structured bid process, Onyx has reduced the energy budget for HPB by over 50%. In addition, Onyx structured and manages an Employee Residential program for HPB. This program allows HPB employees to take advantage of 100% Green Energy for their homes at a discount.

Since 2009, Onyx Power & Gas Consulting has provided electricity and natural gas consulting services to commercial and industrial consumers. Our robust wholesale trading network and operations allows us to leverage purchasing power. The end result is the most aggressive pricing in the marketplace for maximum savings to our clients.

PROJECT DATA

LOCATION

Dallas, TX

CLIENT RELATIONSHIP

2014 to present

INDUSTRY

Retail

TERM SAVINGS

Energy Savings: \$1,010,762

Managerial Competency

Consulting

- Identify Goals & Objectives
- Natural Gas & Electricity Basis & Cash Point
- Energy Market Intelligence (EMI)

Execution

- Facilitate Basis Contract Terms & Pricing
- Developed Competitive Supplier Analysis
- Bid Award & Contract Execution