



Fortune 500 manufacturer earns six-figure annual payments for energy reduction

Leggett & Platt is North America’s largest independent manufacturer of a variety of consumer and industrial products, including office furniture, drawn steel wire, and automotive seat support. With 20 business units, 160 manufacturing facilities in 18 countries, and 20,000 employee-partners, Leggett & Platt generated sales of more than \$1 billion in 2019.

A sustainable solution

Leggett & Platt first explored demand response (DR) as part of its energy conservation efforts. They chose Enel as a DR partner because of its national scope, DR expertise, and responsive on-site support.

Enel worked with Leggett & Platt to conduct a cost-benefit analysis of

implementing DR at various facilities. Two facilities in Texas decided they would temporarily shut down elements of their production lines, while its large Sterling, Illinois, facility temporarily stops production in a rod mill, delivering more than 11 megawatts (MW) of energy reduction – one of the largest DR reductions in the region.



CASE STUDY



Industry

Manufacturing



Locations

Fort Worth, TX
Ennis, TX
Sterling, IL



DR Programs

ERCOT ERS and PJM ELRP



DR Strategy

Curtailment only



Annual DR Earnings

Approx. \$400,000

Left: Leggett & Platt’s carpet underlay process is temporarily shut down at its plant in Fort Worth, TX when a demand response dispatch is called by the local grid operator.

“

When you're doing demand response, you don't want to make mistakes that affect your company adversely. Enel has deep DR expertise that ensures reliable performance during dispatches.”

—**Steve Elsea**
Director of Energy Services
Leggett & Platt

A tailored approach

Enel helped Leggett & Platt find the best approach for each of its diverse facilities, according to their needs and the benefits of the program. During the temporary shutdown in its Illinois facility, Leggett & Platt performs maintenance and other work that it cannot complete while the mill is operating.

Expertise across programs

DR programs vary in details like response time and dispatch length, so Leggett & Platt needed a partner with experience in a variety of programs. “Enel was well-versed on all of the nuances in various markets,” said Steve Elsea, director of energy services at Leggett & Platt. “When we needed detailed information to make decisions, we knew we could get it from Enel.”

Significant revenue

In all, Leggett & Platt delivers more than 12 MW through its participation in DR and receives payments of approximately \$400,000 annually from Enel.

Simple participation

According to Leggett & Platt, participating in DR with Enel was a simple process – from enrollment to implementation to testing. “The paperwork, planning, and all other elements of the process were seamless for us,” said Elsea.



At its facility in Sterling, IL, Leggett & Platt shuts down the coiled steel rod cooling operation during DR dispatches.