



# SUCCESS STORY

# MARQUEZ BROTHERS INTERNATIONAL

## WHAT THEY NEEDED:

Marquez Brothers International, a leading cheese and deli distributor, was on the hunt for two things: more operational efficiency, and more visibility into whether or not their equipment was running the way it should. Having large, refrigerated facilities, they naturally investigated whether their critical refrigeration could provide opportunities for enhancement. They wanted to know if it was possible to improve energy efficiency without jeopardizing the safety and quality of their stored perishable product.

They were also looking for products/services that could integrate smoothly into the BMS already installed in their facilities. The fewer the number of screens that had to be consulted every day, the better.

Additionally, they felt their current temperature monitoring tools weren't doing enough.

## WHAT NRM PROVIDED:

NRM was able to improve the performance of the industrial refrigeration systems across seven different facilities for Marquez Brothers International. These unique measures included installing smart system controls, replacing existing motors with high-efficiency EC versions, cloud-based equipment monitoring, and smart electric defrost that drastically reduces the occurrence of iced up coils.

The solution also provides crucial performance data that they simply had no way of accessing before. Through the Remote Site Manager™ dashboard, they're able to view the operating statistics of how their systems are running in real-time.

They can solve minor, previously undetected issues before they become catastrophic system failures. When it comes to the safety of perishables, any problem is a race against the clock. This allows their technicians to go from reactive to proactive in handling refrigeration issues.

Enhancing that product safety even more, Remote Site Manager™ delivers instant alerts via email or text message. It also tracks, logs, and collates temperature and operational data for any kind of food regulatory requirements. It has essentially removed the human-error element from product safety.



## SOLUTION SNAPSHOT

Industry:

Food Distribution & Wholesale

Locations: 7

California (5)

Las Vegas, NV

Phoenix, AZ

Implemented Measures:

Remote Site Manager™

CoolTrol® (on-site smart controls)

Smart Electric Defrost

EC Motor Upgrades

Annual Energy Savings (Combined):

1,050,000 kWh

Annual \$ Savings (Combined):

\$150,000

10-Year \$ Savings (Combined):

\$1,500,000





# REMOTE SITE MANAGER

With Remote Site Manager, gain unmatched peace of mind when it comes to your critical refrigeration system. Access operational data, historical temperatures, visual diagnostics, and equipment alarms whether you're on-site or on-the-go. The cloud-based platform delivers unbeatable management and oversight.

NRM CoolTrol MC Series 4			Temperature °F						Status			Amps			Starts 24 Hr.			% Run 24 Hr.			% Run 7 Days		
Description	Notes	Status	Space	Evap	3rd	Dif	SP	24hr	Mode	Dfrst	Sol	Fan	Comp	Sol	Comp	Fan	Sol	Comp	Fan	Sol	Comp	Fan	
Cooler 1- Zone 1	-		37	35	35	2	37	37.1	Run	Off	Off	Off	32	2	80	80	1.7	43	21	1.3	34.6	20.8	
Cooler 1- Zone 2	-		38	33	35	4	36	37.6	Run	Off	On	On	30.5	9	9	56	28	28.2	47	29.5	29.7	48.5	
Cooler 2- Zone 1	-		37	35		2	36	37.9	Run	Off	On	On	30.2	45	45	66	34.4	34.9	57.6	31.3	32	53.7	
Cooler 2- Zone 2	-		38	38		4	36	37.7	Run	Off	Off	On	1.2	56	55	91	15.4	16.1	38.3	15.4	16.3	38	

Prior to CoolTrol®, the evaporator fansets ran 100% of the time. By optimizing the refrigeration system to only run when needed to satisfy temps, runtimes were drastically reduced. This translated into massive energy savings.

## OPTIMIZATION BENEFITS



SMART CONTROLS



24/7 MONITORING PLATFORM



PREDICTIVE DIAGNOSTICS



IMPROVED EFFICIENCY



ENERGY SAVINGS



EQUIPMENT ALARMS

**40K**

COOLERS & FREEZERS OPTIMIZED

**1.5B**

KWH IN ENERGY SAVED

**20+**

YEARS PROVIDING SOLUTIONS

**40%**

AVERAGE REDUCTION IN ENERGY USE

**WHAT SETS NRM APART?** Our small-business approach to big-business problems. Each of our sales, support, and installation teams are comprised of in-house, licensed NRM employees. Our hardware and software are designed, tested, manufactured in, and shipped from our Canton, MA-based facility.

The implementation of NRM's solution is a true turnkey process and requires "zero finger lift" from you. With transparency and courteousness, we manage the project from idea to install. First, an Energy Advisor comes on-site to identify the areas to benefit from optimization, and then our team of engineers develops a custom outcome for your business. We also look for any utility-sponsored incentives to reduce the upfront cost of the project. The physical installation can be performed without interrupting your normal business operations, and all of our installers are factory-trained technicians. NRM is always here for training and support, with a 24/7 technical help line.