



SUCCESS STORY

BALDOR FOODS - BOSTON

WHAT THEY NEEDED:

Baldor Boston, a leading produce distribution company in the area, was in the market for one, simple solution that could remedy their multiple operational issues. While many of the systems on the corporate office side of their business had been streamlined to better rely on data and cloud-based tools, their actual facility was falling woefully behind.

Their refrigerated spaces were wasting energy through redundancies, they experienced fluctuations in space temperatures without being able to pinpoint the causes, and the facility had already absorbed the cost of losing a compressor once before.

It was most important to them that whichever solution they went with, user-friendliness and accessibility were two of its main offerings. On top of that, the solution needed to aid Baldor staff in their dedication to top food safety practices, improving temperature tracking and regulatory adherence. If troubleshooting could be enhanced, all the better.

WHAT NRM PROVIDED:

Starting with an on-site assessment of their current energy consumption, equipment health, component functionality, and management tools, NRM immediately delivered the peace of mind and simplicity Baldor was after. For every feature they wanted, NRM was able to succinctly describe how each could be achieved within our optimization solution. Once the project scope was approved, and work began, Baldor Boston was thrilled that every part of the integration was handled by licensed in-house NRM employees—from the engineering analysis, to the hardware installation, to the controls and software training, to the post support.

The custom solution built for Baldor was crafted around the Remote Site Manager platform, which empowered their General Manager to track space temperatures at any given time, create adaptive cooling schedules based on delivery times and holding temperature requirements, set mobile alerts if the equipment experiences a mechanical issue during off-hours, and access a web dashboard that displays all of their cold rooms from a single hub.

Two unexpected benefits of integrating NRM's solution that Baldor appreciated: a happier workforce due to a quieter environment (the industrial-sized fans previously operated with 100% runtimes), and more productive technician visits due to the visual diagnostics data.



SOLUTION SNAPSHOT

Industry:

Distribution

Cold Rooms: 8

- 1 Walk-in Freezer*
- 3 Loading Docks*
- 3 Walk-in Coolers*
- 1 Tomato Room*

Implemented Measures:

- Remote Site Manager*
- CoolTrol (on-site smart controls)*

Utility Incentive:

70% of project cost

Incentive Amount:

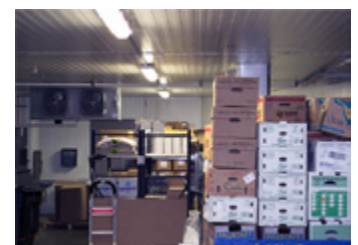
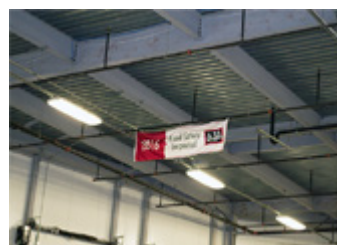
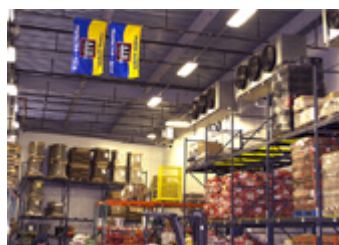
\$19,500

Annual Energy Savings:

122,300 kWh

Annual \$ Savings:

\$21,000





The monitoring features have been a life saver. One of our compressors suffered a blown fuse, and it would have gone undetected prior to NRM's intervention because our space temperatures read normal and you obviously can't hear or easily see a blown fuse. But it was quickly detected, I was alerted, I contacted our technician, and he was able to diagnose the exact problem and fix it on the first visit.

— Glenn Messinger, General Manager

CONVENIENT REAL-TIME SUMMARIES

| NRM CoolTrol MC Series 4 | | | Temperature °F | | | | | Status | | | | Amps | Starts 24 Hr. | | | % Run 24 Hr. | | | % Run 7 Days | | |
|--------------------------|---------|--------|----------------|------|-----|----|------|--------|-------|-----|-----|------|---------------|------|-----|--------------|------|------|--------------|------|------|
| Description | Notes | Status | Space | Evap | Dif | SP | 24hr | Mode | Dfrst | Sol | Fan | Comp | Sol | Comp | Fan | Sol | Comp | Fan | Sol | Comp | Fan |
| Freezer | Comp. 6 | | -1 | -5 | 4 | -5 | -1.3 | Run | Off | On | On | -0.6 | 37 | 73 | 64 | 49.6 | 49.7 | 59.7 | 49.5 | 49.8 | 59.9 |
| Loading Dock left | Comp. 8 | | 46 | 46 | 3 | 50 | 47.4 | Bypass | | | | 3.2 | 0 | 15 | 0 | 0 | 0.1 | 0 | 0 | 0.1 | 0 |
| Loading Dock middle | Comp. 3 | | 45 | 45 | 3 | 50 | 46.7 | Run | On | Off | On | 0.9 | 0 | 15 | 105 | 0 | 0.1 | 32 | 0 | 0.1 | 32.1 |
| Loading Dock right | Comp. 2 | | 45 | 45 | 3 | 50 | 46.5 | Run | Off | Off | Off | 0.2 | 0 | 39 | 122 | 0 | 0.3 | 23.6 | 0 | 0.4 | 23.5 |
| Main Cooler left | Comp. 5 | | 36 | 32 | 3 | 36 | 37.3 | Run | Off | Off | On | 0.1 | 22 | 53 | 78 | 29.5 | 30.6 | 40.5 | 28.7 | 29.9 | 39.8 |
| Main Cooler Right | Comp. 4 | | 36 | 35 | 2 | 36 | 37.3 | Run | Off | Off | On | 2.2 | 23 | 74 | 90 | 25.2 | 26.4 | 37.7 | 22.9 | 24.2 | 35.8 |
| Meat Cooler E | Comp. 1 | | 36 | 35 | 3 | 34 | 35.1 | Run | Off | Off | Off | 0.1 | 42 | 137 | 109 | 15.8 | 15.8 | 40.7 | 16.1 | 16.5 | 41.2 |
| Tomato Room | Comp. 7 | | 57 | 57 | 5 | 55 | 56.7 | Run | Off | On | On | 2.6 | 8 | 80 | 86 | 37.3 | 0.7 | 49 | 23.8 | 0.6 | 37.9 |

Remote Site Manager provides a comprehensive real-time summary on your dashboard. Quickly assess 24-hour and 7-day operational metrics such as the number of compressor starts, solenoid, compressor, and evaporator fan runtime percents, the space and evaporator coil temperatures, and more. Also quickly see if any of your cold rooms have active alerts that need to be addressed. Whether on-site or on-the-go, stay tuned to your critical cooling's health status.

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.