



# SUCCESS STORY

## NATIONAL BEER DISTRIBUTOR

### WHAT THEY NEEDED:

One of the leading beer distributors in the nation has made it a point over the past few years to cut costs while simultaneously improving the efficiency of the various systems on which they rely daily. It was important to them to set and meet aggressive sustainability goals.

Naturally, they investigated whether their refrigerated warehouses could be optimized in a similar way. When they conducted their corporate financial analysis, they found that the refrigeration equipment was the “highest-cost-per-square-foot-expense.”

They also desired a solution that provided multiple benefits beyond just simple energy savings (although energy savings was what made it a no-brainer decision). For example, their EMS provided critical insight into many of the other systems, but they lacked visibility into and control of the refrigeration.

### WHAT NRM PROVIDED:

NRM was able to deliver on each item on this distributor's wish list. For starters, their energy savings have exceeded what was originally projected through NRM's assessment. This was achieved through the implementation of customized lead-lag operating schedules, equipment supervision, air flow management, and NRM's award-winning smart controls, CoolTrol®. Equipment runtimes were drastically reduced without compromising temperature requirements and product integrity, and they noted over a 35% reduction in the refrigeration's operating costs, while at the same time keeping service calls to a minimum.

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. This created a better way to support the efforts of their refrigeration technicians in addressing potential issues before they become emergencies. They went from reactive to proactive in handling refrigeration issues.

Another benefit they've seen since implementing NRM's solution is the peace of mind it has instilled in their suppliers. Remote Site Manager™ delivers timely, actionable alerts, and it also tracks, logs, and collates temperature and operational data that is available for further review and analysis. It has essentially removed the human-error element from product safety.



### SOLUTION SNAPSHOT

**Industry:**

*Food & Beverages Distribution*

**Locations: 5**

*2 Mid-Atlantic*

*2 Southeast*

*1 West Coast*

**Square Ft. of Cold Space**

*Approx. 55,000 sq. ft.*

**Implemented Measures:**

*Remote Site Manager*

*CoolTrol (on-site smart controls)*

*Smart Electric Defrost*

**Average Project Payback:**

*18 Months*

**Annual Energy Savings (Combined):**

*750,000 kWh*

**Annual \$ Savings (Combined):**

*\$95,000*





*We've been able to address issues better and faster since implementing Remote Site Manager. It's great to be able to deduce the actual source of a performance issue instead of relying on the shotgun approach. Not to mention, I'm made aware of any potential problems immediately—regardless of where I am or what time of day it is—because I can log onto the platform from my smartphone.*”

— Victor, Facilities Manager

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	Fans	Sol	Comp	Fan	Sol	Comp	Fan	Sol	Comp	Fan
Keg Box New Z-1	Lag		40	40	40	2	39	39.8	Run	Off	Off	Off	0.3	3.3	18	40	88	11.1	10.9	41.1	9	8.7	39
Keg Box New Z-2	Lead		40	37	41	2	39	40	Run	Off	Off	Off	0.2	0.1	2	9	108	1.2	1.5	34	1.4	1.5	33.8
Keg Box New Z-3	Lag		40	40	40	2	39	39.8	Run	Off	Off	Off	0.5	-0.1	25	25	90	10.3	10.2	37	6.4	9.8	30
Keg Box Old Z-1	Lag		40	40	40	2	39	39.8	Run	Off	Off	Off	0.3	3.3	18	40	88	5.5	7	30.8	4.2	5.3	29.5
Keg Box Old Z-2	Lead		40	37	41	2	39	40	Run	Off	Off	Off	0.2	0.1	2	9	108	5.6	6.7	33.9	4	4.6	32

Prior to CoolTrol®, the evaporator fansets ran 100% of the time. Pairing smart controls with a lead/lag schedule, a runtime reduction of nearly 70% was achieved. 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.