



# SUCCESS STORY

# RACERS FOOD STORE

## WHAT THEY NEEDED:

Like many independent business owners, Happy Singh was interested in cutting costs for his food mart. In the competitive environment of food retail, hours are long and margins are thin, so any relief from anywhere was a welcomed change. But one area where Mr. Singh was less aware he could see some financial relief was his trio of walk-in coolers. It wasn't apparent to him that his refrigeration systems did not need to operate at full capacity at all times. His coolers are paramount to his business, of course, and so their ability to keep his beverages at the right temperature could not be compromised.

Mr. Singh turned to the Small Business Energy Program offered by SCE&G for help improving the operational efficiency of the systems. Through the program, Mr. Singh was paired with NRM, the exclusive refrigeration contractor for SCE&G.

"I was skeptical at first. A lot of companies offer to save you money and don't," he said. However, when SCE&G offered up to 80% incentives for Mr. Singh to undertake the energy efficiency project, he knew NRM was the real deal.

## WHAT NRM PROVIDED:

As a custom project in the Small Business Energy Program, NRM was able to upgrade each of Mr Singh's systems. These upgrades included CoolTrol®—NRM's award-winning smart controls that adapts your cooler or freezer's operation to your specific business needs—LED lighting upgrades, high-efficiency EC motor replacements, and anti-sweat door heater controls.

All of the components are manufactured and tested in our state-of-the-art facility, and then installed by licensed, in-house technicians. Our technicians are the exclusive installers for refrigeration measures in the Small Business Energy Program.

Mr. Singh noticed energy savings from day one, and the entire solution paid for itself in full within 2 years. His electric bill has been trimmed by roughly \$5,000 per year. Extrapolated over the next five years, Mr. Singh will recoup nearly \$20,000 and 200,000 kWh that otherwise would have been spent on unnecessary energy consumption.



## SOLUTION SNAPSHOT

**Industry:**

*Independent Retail*

**Location:**

*Graniteville, SC*

**Implemented Measures:**

*CoolTrol (on-site smart controls)*

*LED Lighting Upgrades*

*EC Motor Upgrades*

*Anti-Sweat Door Heater Controls*

**Utility Incentive:**

*\$6,000*

**Simple Payback:**

*Less than 2 years*

**Annual Energy Savings:**

*42,000 kWh*

**Average Monthly \$ Savings:**

*\$450*

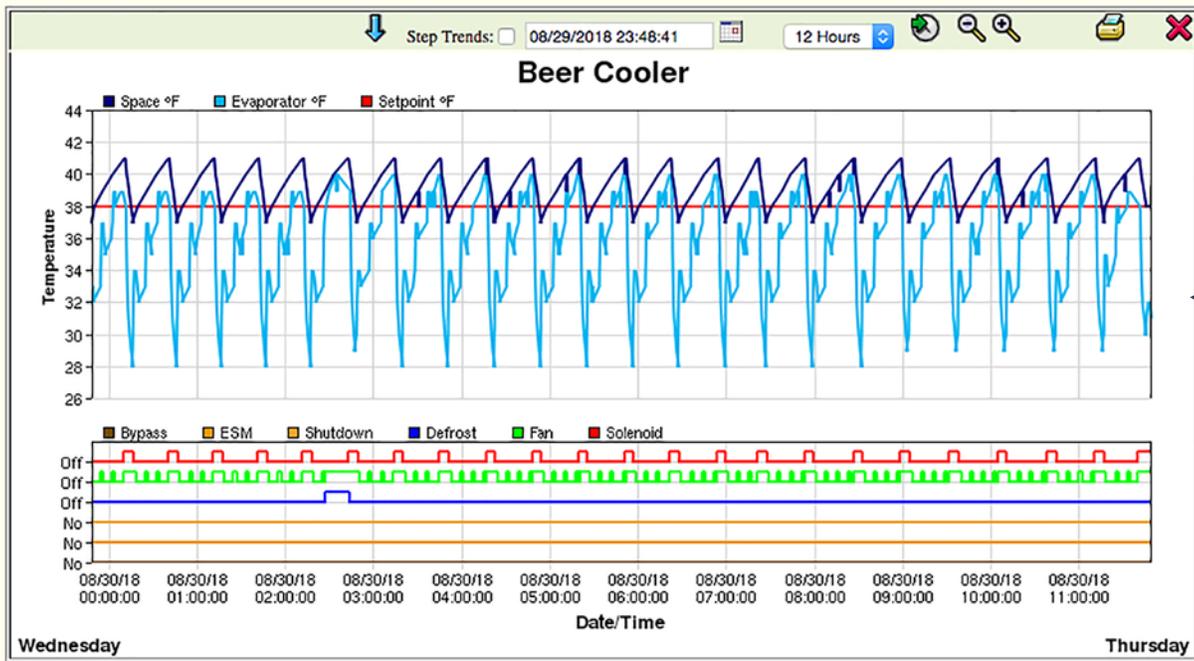




*I am very happy with both the product and the achieved energy savings. NRM's solution was appealing to me because of the potential long-term benefit — after five years, I'll have retained almost \$20,000 in wasted utility costs. Through SCE&G's small business program, NRM was able to get me a \$6,000 incentive, which was more than half of the project's cost. This really helped make the decision easy!* ”

— Happy Singh,  
Owner

NRM CoolTrol Series 1			Temperature °F					Status					Starts 24 Hr.		% Run 24 Hr.		% Run 7 Days	
Description	Notes	Status	Space	Evap	Dif	SP	24hr	Bypass	Mode	Dfrst	Sol	Fan	Sol	Fan	Sol	Fan	Sol	Fan
Beer Cooler	-		38	30	3	38	39	Off	Run	Off	On	On	49	149	20.7	35.8	22.8	37.6



Before installing CoolTrol, this cooler's evaporator fans were running 100% of the time. This is a major area for energy savings.

Instead of running at full capacity at all times, your system will cycle efficiently based on setpoints and cooling schedules.

(An example of NRM's Remote Site Manager — a cloud-based, scalable monitoring platform, that provides real-time operational data for your walk-in cooler, freezer, cold room, or refrigerated warehouse. Consult visual diagnostics, view historical runtimes, and receive timely email or mobile alerts when an issue is detected in more than a dozen areas.)

<b>40K</b> COOLERS & FREEZERS OPTIMIZED	<b>1.5B</b> KWH IN ENERGY SAVED
<b>20+</b> YEARS PROVIDING SOLUTIONS	<b>40%</b> 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.