

# CASE STUDY

## Customer

Stemilt owns and operates cherry, pear, and apple orchards as well as packaging, shipping and distribution centers. This family-owned operation takes pride in being great stewards of the environment and employing best in class technologies to run a sustainable business.

## NRM Inc.

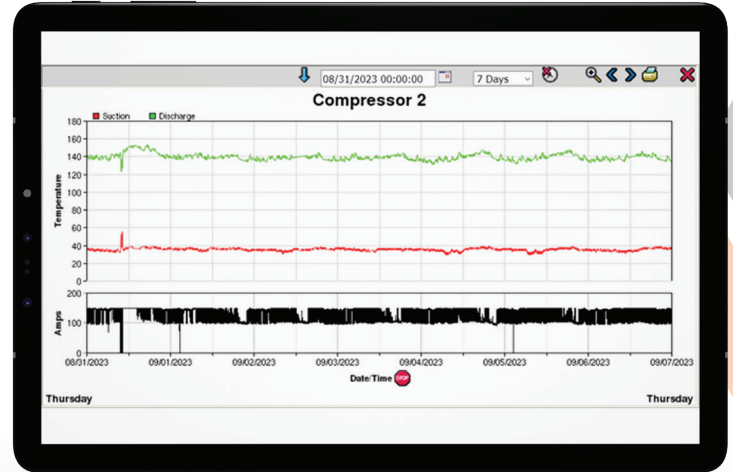
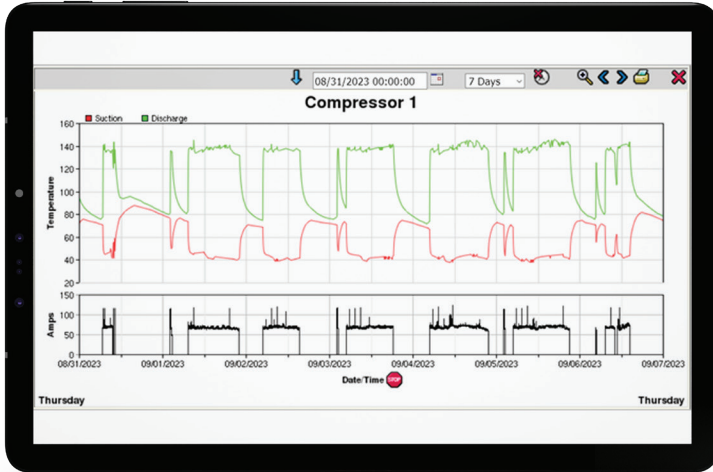
National Resource Management (NRM), a controls and automation company for refrigeration facilities partnered with Falkonair to make Stemilt's cold storage facilities more energy efficient. NRM installed two Variable Mass Flow (VMF) package systems on two Ammonia direct drive Frick compressors. Pre and post installation data was recorded and submitted to PG&E for 0% loan on bill financing.

## Results :

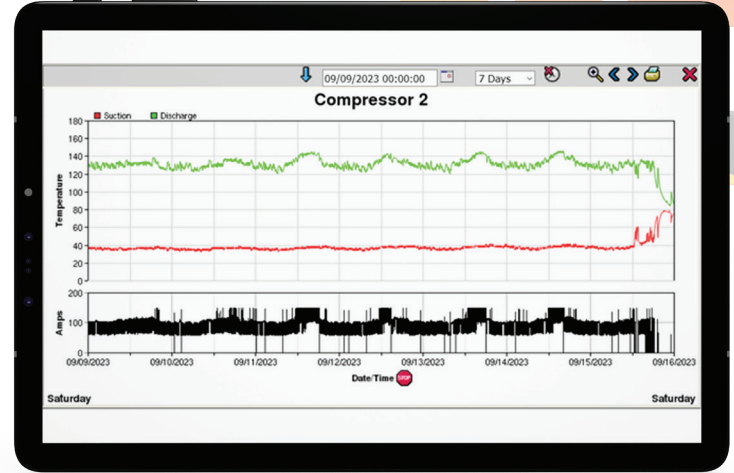
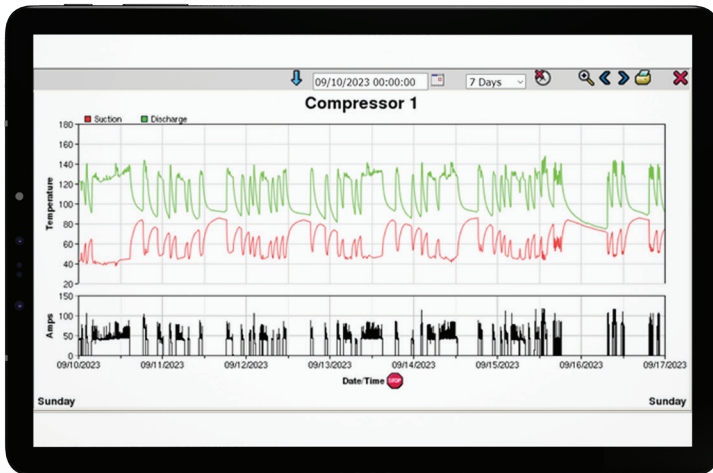
PRE-INSTALLATION	Before 1 Week Usage		Avg Amb Temp	Compressor	
	Compressor 1		72.14	3,913 kWh	
	Compressor 2		72.14	13,723 kWh	
				<b>Total</b>	
				<b>17,636 kWh</b>	
POST-INSTALLATION	After 1 Week Usage		Avg Amb Temp	Compressor	
	Compressor 1		74.71	2,753 kWh	
	Compressor 2		74.71	9,835 kWh	
				<b>Total</b>	
				<b>12,588 kWh</b>	
THE DIFFERENCE	1 Week Usage Reduction	Avg Amb Temp		Compressor	Savings
	Compressor 1	2.57 Higher		1,160 kWh	29.6%
	Compressor 2	2.57 Higher		3,888 kWh	28.3%
				<b>Total</b>	
				<b>5,048 kWh</b>	<b>28.6%</b>

Projected 52-Week **Savings = 262,501 kWh / Estimated \$60,375**

## Pre-Installation Data



## Post-Installation Data



Compressor 1



Compressor 2





## CLIENT TESTIMONIAL

“We are impressed with the results we’ve seen on the two compressors we upgraded on the north end of our facility and now want to upgrade two additional units on the south side.

**Savings like this make it a no-brainer. Everyone should do this.”**

**Mike Chinchio** | Operation Manager | Chinchio Stemilt California



**Chinchio Stemilt**  
California



**Mike Chinchio**  
Operation Manager

