

*"We are not only satisfied but overwhelmingly thrilled with the product."*

**Lee Haskins, Director of Operations, Del Mar Food Products**

## Case Study: Del Mar Food Products



### Powerit's Financial & Environmental Impact:



20% decrease in peak demand



ROI: 11 months



Avoided the generation capacity to power 481 homes\*



Equals generation capacity CO2 offset of 845 acres of fir tree forests

\*Based on the US DOE Residential Energy Consumption Survey, 2003, and based on the definition of a single-family home.



**Del Mar Food Products** is a custom manufacturer of frozen fruit and vegetable products in Watsonville, California. Spanning 12 acres, the facility has more than 100,000 square feet of processing, freezing, and cold storage space. Specifically, Del Mar Foods freezes and maintains refrigerated and frozen storage for apples, apricots, blackberries, peaches, strawberries, brussels sprouts, bell peppers, spinach, and mushrooms. Additionally, the facility packages fruits and vegetables as Individually Quick Frozen (IQF) products, solid/sugar packs, food service packs, industrial packs, retail packs, and purées. Founded in 1959, Del Mar Foods is now a global supplier with customers in Australia, Canada, Europe, and Japan, and is also certified kosher and certified organic.

### Del Mar Food Products, Watsonville, California

#### Initial Load Management Requirements:

- IQFs
- Plate Freezers
- Cold Room Evaporators
- Ammonia Compressors
- Waste Water Handling Equipment

#### Powerit Solutions Installed:

- Energy Management Hardware and Software
- Konnekt™ Wireless IO
- Energy Monitoring and Reporting



### **A Powerful Need**

Del Mar Foods' food processes involve numerous energy-intensive operations, and many of these operations cannot be shut down due to the perishable nature of food products. Del Mar Foods needed to reduce energy costs without affecting production numbers or the quality of their products. Powerit Solutions' engineers found the facility could do this by managing the demand of loads such as IQFs, plate freezers, cold room evaporators, ammonia compressors, and waste water handling equipment. In June 2003, Del Mar Foods commissioned two energy management systems and has since endured a number of peak seasons without experiencing any problems during their production processes. Powerit's engineers installed the energy management system and provided Del Mar with training seminars to optimize their employees' use of the technology.

### **A Powerful Solution**

The Powerit Solutions energy management system works with Del Mar Foods' existing systems and loads, shedding the loads during peak demand for no longer than a few minutes at a time within predefined temperature ranges. Del Mar Foods can monitor and control energy-intensive plant equipment and total power use from a dedicated PC, and, in effect, they have been able to optimize their energy consumption to minimize demand peaks.

With Powerit's technology Del Mar Foods is now able to shed an average of 300 to 400 kW per month in production and 160 kW per month in cold storage during peak demand.

