

BUSINESS ENERGY SOLUTIONS



DEMAND RESPONSE CASE STUDY:

Accel International
Meriden, CT

When the founding members started what is now Accel International out of a garage, they had no idea what the future would bring. Today this specialty cables and wires manufacturer operates two facilities in Connecticut, one in Meriden and another recently-opened plant in nearby Cheshire. The team integrates its production in Connecticut with its Indiana facility and prides itself in investing in state-of-the-art manufacturing and employing a highly-trained and dedicated workforce.

"We're energy conscious and being incentivized to shut down and alleviate the grid is a good opportunity to save money on energy expenses. Working with Eversource and CPower allowed us to make strategic decisions based on our individual business operations."

- Niko Giannopoulos, Accel International VP of Operations

The Challenge

When running at full capacity and over three shifts per day, the Meriden plant can draw up to 800,000 kWh a month, enough to power 72 homes for a year. Accel International is a highly engaged commercial energy customer that has worked with Eversource to install energy-efficient manufacturing equipment, and update building systems and lighting. However, with more customers requesting multiple projects and expanding capabilities on the horizon, Accel International knew reducing energy use would require more than just using less. The team remained open to hearing about new practices – as long as they don't sacrifice production quality and product delivery.

The Eversource Solution

With a long-term view of ways to manage costs and energy use, Eversource and CPower, a curtailment service provider, reviewed the energy use at the facility and developed a comprehensive plan that outlined the potential benefits of participating in the Eversource ConnectedSolutions Demand Response Program. Together the team evaluated impacts on the manufacturing process for shifting peak hour production to off times, and potential energy and cost-saving opportunities.

Accel International reviewed the proposal and learned how the active monitoring would work in the plant with an overview of participation options and protocols — from the time notification is received through shut down and then cycling back and returning to full operation.

Within a few months, the in-house team developed and tested a comprehensive response protocol, metering equipment was installed and the team in Meriden was fully prepared to respond to the first (and subsequent) peak demand events.

**For more information and ways to save, call 866-554-6025 or visit the
Save Money & Energy section of Eversource.com**

BROUGHT TO YOU BY

EVERSOURCE



Part of the AVANGRID Family

Proud sponsors of



During the summer season, when demand is often highest, Eversource issues daily reports to provide details on anticipated load shed needed. Using this data, the Accel International team, in consultation with CPower, reviews a day-ahead plan to identify any planned load reduction and discharge events, and the timing of events.

Accel International has successfully participated in every load shed event and is now able to curtail enough energy to cover one month of energy costs for its Meriden facility.

This success has helped Accel International expand its operations and they recently opened an additional plant in nearby Cheshire, Conn. The new facility is considered a "natural fit" for ConnectedSolutions by Accel International and will soon participate in the program. To be sure the team is ready, when Accel International responds to a summer curtailment event in Meriden, the load shed process is replicated in Cheshire.



Highlights

- **Expertise:** Accel International worked with CPower, a trusted Eversource partner that provides demand response equipment and services. Eversource remains involved in the relationship to ensure additional energy efficiency projects and facility upgrades are supported.
- **Comprehensive participation:** From finance to manufacturing, every department and team member of Accel International is responsible for participating in the response.

According to Accel International Finance Manager Garrick Phillips, "We're able to stay productive when the events happen. The office team will use their computers running on battery and will shut down lights. On the production floor these events usually happen later in the day. The essential event team stays and will process the shut down along with maintenance and engineering. Operators and supervisors, floor managers use this time to clean, organize and complete non-production tasks during that one- to two-hour window."

- **Goals:** Every year, Accel reviews the ConnectedSolutions incentive amount, which is based on the average kW curtailed over the season, and together with its team reviews anticipated production requirements and sets its annual curtailment goal.
- **Results:** Accel International has continued to steadily increase its curtailment rate and is one of the most successful participants in ConnectedSolutions in Connecticut.

For more information and ways to save, call 866-554-6025 or visit the Save Money & Energy section of [Eversource.com](https://www.eversource.com)

BROUGHT TO YOU BY

EVERSOURCE



Proud sponsors of

