

Benny & Co.  
Québec and Ontario, Canada

# Case Study

## HOSPITALITY

### AT A GLANCE

#### CUSTOMER

Benny & Co.

#### LOCATION

Québec and Ontario, Canada

#### CHALLENGE

Maintain revenue stream for a chain of family-owned restaurants in Québec and Ontario by providing emergency standby power during utility outages

#### SOLUTIONS

- KOHLER® generator sets:
  - (3) 80REZGD
  - (4) 100REZGD
  - (1) 40REZG
  - (1) 36CCL
  - (1) KG80
- KOHLER automatic transfer switches:
  - (3) KSS-JNTA-0200S ATS
  - (4) KSS-ANTA-0200S ATS
  - (1) KCT-ANTA-0104S ATS
  - (1) KSS-JNTA-0200S ATS
  - (1) KSS-ANTA-0200S ATS
- KOHLER weather-protective, sound-attenuated enclosures

#### PRIMARY CHOICE FACTORS

Benny & Co. confidence in Kohler solutions and its relationship with its supplier

\*KOHLER generators meet NFPA 110 requirements for critical operations including supplying power within 10 seconds of an utility outage.



A KOHLER 100REZGD at one of the Benny & Co. locations in Québec, Canada

#### BACKGROUND

The origins of Benny & Co. started in the late 1940s when eight brothers, individually, started their own chicken farms to help supply a burgeoning market for spit-roasted chicken and ribs in Quebec, Canada. The brothers eventually branched into vertically related businesses, including their own slaughterhouse, distribution network, and feed mill. In the late 1950s, they branched into the restaurant business, erecting over 20 restaurants (under different banners) in the '60s and '70s. A second generation of the family opened an additional 20 restaurants in the '70s and '80s, culminating in 61 locations today, throughout Québec and Ontario. Members

of the Benny family exclusively operate the restaurants. Adopting the Benny & Co. banner and concept in 2006, the chain now offers quick service, healthy eating, and a warm, family-friendly atmosphere.

#### CHALLENGE

While the grids in Québec and Ontario are relatively stable, unplanned outages do occur. Benny & Co. restaurants generate significant daily revenue. Thus, an unplanned outage can cost thousands of dollars per day. Based on experience, the owners realized that the cost of an emergency standby system could pay for itself in less than a year. Revenue lost during an outage far outweighed both



One of the solutions for Benny & Co. includes the KOHLER 100REZGD, 347/600V, 60 Hz gas-powered generator. It also features the KOHLER KSS-ANTA-0200S open transition, automatic transfer switch with weather-protective, sound-attenuated enclosure. The automotive-grade finish helps resist the elements. Kohler Power Systems has delivered energy solutions for markets worldwide since 1920. For more information, visit [KohlerPower.com](http://KohlerPower.com).

initial system costs, as well as operational and maintenance costs. Moreover, the restaurants use natural gas for heating and cooking. Natural gas is an economical and environmentally friendly choice for powering standby generators. Its use also enhances project speed because it precludes the need to install diesel tanks, pumps, and associated control panels.

The challenge for Benny & Co. was to find the most reliable and economical emergency standby power solutions for both new and existing restaurants. They looked to Drumco Énergie for the answers.

### SOLUTION

Given the ten Benny & Co. restaurants slated to receive the KOHLER® emergency standby solutions varied in size, layout, capacity, and hardware, their requisite power needs would vary. Accordingly, Drumco Énergie’s sales representative, Danick Lépine, and technical director, David Vigeant, conducted onsite audits at each restaurant. The purpose was to determine the requisite power needs of each location, while also ascertaining the best installation locations (rooftop or ground) for each solution. They also wanted to devise a project plan for each site that would minimize disruption to the restaurant and its patrons during installation and commissioning.

The solution included ten KOHLER gensets, ranging from 36 kW to 100 kW, with corresponding open-transition KOHLER automatic transfer switches (ATS).

They also feature brushless, permanent-magnet (or wound-field) alternators and vacuum-impregnated windings with fungus-resistant epoxy varnish for dependability and long life. Given the regularity of inclement weather in the provinces of Québec and Ontario, each generator is CSA-Listed. In alignment with the Benny & Co. mission of creating a comfortable family atmosphere, the gensets are equipped with acoustic insulation packages to minimize operating noise. They also feature easily accessible doors and panels to facilitate service and local operation.

### RESULTS

The integrated emergency standby power solutions, featuring ten different KOHLER natural-gas gensets, were delivered, installed, and commissioned smoothly



and quickly, with a minimum of disruption to the restaurants. They have also functioned perfectly . . . smoothly transitioning from grid to standby operation during several outages. ■