
# ENSURING CLEAN, CONTINUOUS BOTTLING PROCESSES FOR THE BILLECART-SALMON CHAMPAGNE HOUSE

"Our champagne house, which has reached its bicentennial year, has always been conscious of environmental issues... the G5 is providing immediate back-up power when required."

**Eric Coelho,**

Technical Director, Billecart-Salmon Champagne House

## THE GENCELL G5 LONG-DURATION UPS PROVIDES BACKUP POWER TO SAFEGUARD CHAMPAGNE PRODUCTION

Billecart-Salmon is a 200-year-old, medium-sized, family-owned producer of fine champagnes, including the first place prize winner in the 'Champagne of the Millennium 1999" which brought them worldwide recognition. Founded in 1818 and one of the few remaining family-owned houses, Billecart-Salmon is located in the rural region of Aÿ-Champagne in Northeastern France. The vineyards in the Vallée de la Marne subregion of Champagne are classified as Premier Cru (99%) in the Champagne vineyard classification, the highest rated of the Premier Cru villages.

Recognizing that carbon emissions and climate change can impact the industry, this small but globally-renowned wine-growing region has been putting in place environmental and sustainability practices now for nearly two decades. The industry is on track to cut its greenhouse gas emissions by a quarter by 2020, against 2003 levels, and ambitious plans are under way to deliver a 75 percent cut by 2050.

## KEY CHALLENGES

Seeking to comply with environmental and sustainability practices and avoid carbon emissions while also needing to overcome power stability issues caused by their end of grid location, Billecart-Salmon explored alternatives for stable backup power that would eliminate the air pollution, noise and vibrations typical of diesel fuel generators. Beyond the simple matter of power outages reducing production efficiency, the

''Many wine producers suffer from an inconsistent supply of electricity, with voltage spikes or even power losses that reset production equipment or stop production completely. These incidents reduce productivity and may even cause significant financial losses. The GenCell solution will mitigate power issues and assist Champagne and wine producers in avoiding production equipment service costs, as well as the high material costs of spoiled vintages and even higher costs of lost future revenues."

**Christophe Labruyere,**
CEO Gallorema

Champagne house needed a power source that would prevent micro power-cuts and disruptions in electricity flow such as voltage spikes that could potentially damage, stop or reset the champagne production equipment, reducing productivity and missing production deadlines while also potentially increasing maintenance costs and even impairing product quality. According to tests carried out at the bottling facility, a power-cut lasting just ten milliseconds could result in approximately three hours of downtime, which would in consequence have substantial financial implications.

## GENCELL G5 PROVIDES CLEAN ENERGY TO BACK UP THE CHAMPAGNE BOTTLING OPERATIONS

The GenCell G5 hydrogen-based alkaline fuel cell backup solution was implemented at Billecart-Salmon by Gallorema, a specialist equipment supplier to Champagne manufacturers who works closely with the Champagne House and understands its business challenges. The solution provides auxiliary long-duration UPS backup power from milliseconds to several hours that ensures critical points in the production process and overcomes end-of-grid power issues. Its small footprint and noise-free, vibration-free and emission-free power generation makes the G5 especially well-suited for installation in wine and Champagne cellars.

## KEY BENEFITS

- Continuous, uninterrupted power maximizes equipment productivity, preventing micro-power cuts and voltage spikes that can lead to costly downtime, repairs and material losses
- Clean, green fuel cell energy is noise, fume, exhaust and vibration-free, compliant with champagne industry's environmental aims to cut GHG emissions 25% by 2020 and 75% by 2050
- Ultra-reliable long-duration backup power ensures business continuity and reduces risks of any damages due to outages

CHAMPAGNE
BILLECART-SALMON
Maison Fondée en 1818