

**Hillphoenix**

A DOVER COMPANY



**ENERGY LOCK.**

ENERGY SERVICES FROM THE AMS GROUP



Refrigeration is a major expense in every supermarket. The energy demands of deli cases, meat cases, dairy cases, freezers, reach-ins, walk-ins are huge. HVAC and lighting add even more.

The average retail operation spends 90% of its energy — more than \$250,000 per year — to keep everything well-cooled, well-lit and well-shopped. It's easy to see, with competition as tight as it is and margins hovering around 5%, that any savings on the energy required for all of that can have a major impact on a store's bottom line. Lock down that savings across an entire operation and see how significant it can really become.

Store owners who try to chase down savings on their own face a bewildering task with all the energy reduction claims and products they have to choose from. It's a daunting, exhausting prospect. Yet, it's easy for store owners with Energy Lock from The AMS Group at Hillphoenix. Energy Lock experts do all the work through The AMS Group energy-saving products and services specifically dedicated to improving performance and cutting costs.

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## Close The Case

*Blow the doors off energy savings —  
by putting doors on.*

Deli, dairy, meat, produce, beverage cases, any cases open to the air open a store up to a host of problems and inefficiencies. Close The Case solves those problems and improves the merchandising of every open case simply by adding a door to it. Products stay fresher, lighting improves, the whole case environment improves. Close The Case is a comprehensive energy-saving and customer-retaining turnkey program combined.

**ENERGY  
LOCK™**



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### **Close The Case increases profits.**

- Close The Case keeps aisles warmer — and keeps customers in the aisle longer. More comfortable aisles mean more comfortable customers — and more spending.
- Closed doors keep case temperatures consistent and greatly reduce food spoilage.
- Employees spend less time in the aisles — no center mullions makes re-stocking faster and easier.
- Spending and profits increase even more with the addition of LED lighting. The Optimax Pro 24 LED system produces eye-catching product illumination that shows off every product in its best light.

### **Close The Case reduces costs.**

- Closed cases realize an energy savings of up to 70% compared to open cases. In real world terms, 400' of cases in a 50,000 sq./ft. supermarket can save up to \$38,500 per year.
- Local utility companies often provide a rebate to reduce your initial investment.
- Closed cases increase efficiency and reliability by lowering refrigeration compressor loads by 80% or more. That freed-up capacity can be used for cases in other parts of the store.

- The number of defrost cycles is reduced with closed cases. That means less product shrinkage, consistent temperatures and ultimately safer food.
- The LED lighting system increases merchandising impact with improved product illumination and is as much as 75% more efficient than the fluorescent lamps it replaces.

### **Retain more customers and increase shopping satisfaction.**

- Close The Case updates store appearances to provide a clean, attractive, more positive shopping experience.
- Shopping becomes safer by lowering the spread of customer-borne viruses and bacteria.
- Don't worry about interrupted operations. Doors can be installed after hours to minimize store disruptions.

### **e-CALC adds it up.**

- Estimate the specific savings for your cases and your store with e-CALC, the proprietary energy calculator from Hillphoenix.
- Perform Close the Case calculations for a given case model with and without doors and then compare them.
- Know the ROI before you enclose a case.

- Compute your calculations for a single case or an entire lineup.
- Flexible inputs allow for a wide variety of user-defined variables like electric power rates, local weather data for over 150 cities, lighting duty cycles and much more.

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# LED Lighting Systems

*LED systems shine a brighter light on savings.*

LED lighting brings improved merchandising opportunities and significant energy savings versus conventional lighting. New high color fidelity LED makes food displays pop even more than traditional fluorescent counterparts while LED for the general sales floor may save more than 33% of a store's total lighting spend.



### LEDs perform better and increase savings.

- HillPhoenix LED light fixtures provide more uniform illumination, with superior color rendering when compared to typical fluorescent systems.
- The environment likes LEDs as well. No toxic metals — like the mercury, lead, or phosphors in fluorescents — makes LEDs much more environmentally-friendly.
- They're remarkably energy-efficient. For a typical refrigerated display case, HillPhoenix Clearvoyant or Optimax Pro 24 can save up to 75% in energy costs compared to a fluorescent system. Plus, their low voltage requirements make LEDs much safer for employees and customers alike.
- Low profile installation and flicker-free performance (cold environments have no effect on LEDs) are improvements customers won't even see — but they'll certainly appreciate.
- High color fidelity LED lighting for general sales floor applications and specialty merchandising not only provides enhanced displays and better general lighting, but also may save 40% or more in total lighting energy.
- LED systems last much longer than fluorescent and have a rated life of 50,000 hours.
- Available in 4000K, 3500K and 3000K CCT colors.



*LED lighting puts light where it is needed, making products pop. Products look more appealing causing sales to increase.*

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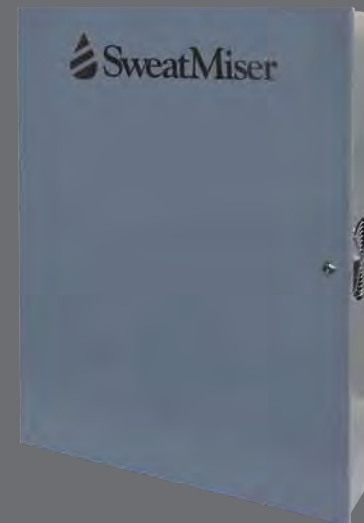
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# SweatMiser

*Why you need to sweat the small stuff.*



SweatMiser anti-sweat controllers reduce operating costs by turning on glass door heaters only as needed based on the ambient conditions of the store.



### **SweatMiser is easy to use and easy to install.**

- Typical anti-sweat controllers use various dip switch configurations that require specific knowledge to operate. Only SweatMiser has a simple user interface design utilizing easy-to-navigate push buttons.
- SweatMiser may be remotely mounted and can control multiple lineups, eliminating the costly labor to install controllers in each display case.
- SweatMiser has both remote savings display and sensor failure alarm assuring store personnel of proper system operation.
- Many utilities have approved SweatMiser as an energy savings measure qualifying it for applicable rebates. Simple paybacks of less than one year are possible depending on store configuration, location, energy costs and available incentives.
- SweatMiser is compatible with most EMS controllers via 5 VDC signal, allowing remote operation and monitoring.



*SweatMiser anti-sweat controllers use reliable solid-state relays to pulse current that maintains surface temperatures above the dewpoint which minimizes energy consumption.*

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# EC Fan Motors

*Quiet efficiency wins every time.*

The EC (electronically commutated) motors used in fans are more efficient at “moving air” than their more common counterparts — shaded pole motors (SPM) and permanent split capacitor (PSC) fan motors — to the tune of 1/3 - 2/3 the energy usage! In the competitive retail arena, savings like that can really add up.



**It's all about the noise and efficiency.**

PSC motors are noisy and to keep the noise down, must operate at less than a full load. Efficiency suffers, losing as much as 45%.

- EC fan motors can be programmed to operate at the exact speed needed without wasting energy.
- Hermetically sealed stator assembly, formed-in-place gasketing and fully coated electronics insure that EC motors are made to withstand the demands of a wet environment application.
- Full ball bearing assemblies allow for mounting in any position and provide exceptional fan life normally beyond 60,000 hours (6.8 years).
- Complete fan assembly; blade, motor and wall ring designed to work together for optimum performance (air flow, vibration and sound).



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# Recommissioning

*Another set of eyes is another way to save.*

The US Department of Energy states an effective grocery store energy upgrade begins with a store recommissioning which identifies opportunities of improvement for refrigeration, lighting, and HVAC systems. These areas make up 90% of a store's total energy use and improvements from a recommissioning effort typically have a simple payback of 1.1 years or less\*.



\* US DOE's Advanced Energy Retrofit Guide: Grocery Stores (2013)



## Recommissioning can be the backbone to any energy savings or store upgrade.

Recommissioning may be done either periodically to ensure a store's systems are operating at their designed set points or after performing significant maintenance, replacement, or upgrades to a store which fundamentally change how a store will perform.

Additionally, recommissioning may be done at different levels, from whole store recommissioning to system-specific recommissioning (such as: refrigeration, lighting, and HVAC).

When it comes to a grocery store, the environment of the store is important. How it is lit, how comfortable the space is for shoppers, and the freshness and proper temperatures of food are key factors in the total shopping experience.

Making positive changes to a store such as Close The Case (CTC) will improve the shopper experience significantly by warming aisles, providing better lighting on products, and maintaining more consistent case and thus food temperatures. CTC also adds the opportunity to take another look at the refrigeration system. A store which completes a CTC project will gain excess capacity and reliability. Are controls and set points where they should or could be to reap maximum efficiency? Is the HVAC system tuned to meet the changes in the store's environment

(often gas is required to run in cold aisles even during warmer times of the year — after a CTC project, this gas may be secured and savings ensue)?

Hillphoenix can be your partner in determining what level of recommissioning your store could use and what savings opportunities from operations and maintenance may be reaped from recommissioning. The US Department of Energy states on average a full facility recommissioning may reap as much as 16% energy savings simply by returning the building to original design specifications. Customers have seen as much as a 10% savings in energy by simply recommissioning the refrigeration system.

- Be rewarded for recommissioning. Many utilities offer incentives for stores which undergo recommissioning efforts
- Recommissioning not only improves the performance of a store and its systems, but may also rectify on-going operating or maintenance issues
- Recommissioning may provide insights into other opportunities such as:
  - Close The Case
  - ECM Fans
  - LED Lighting and Controls
  - SweatMiser Anti-sweat Heater Control
  - Low Heat Doors
  - EMS Controls

- Recommissioned stores may see energy savings as high or greater than \$.29/ft<sup>2</sup>\*
- Recommissioned stores may see extended equipment life and nonenergy related savings of as much or greater than \$.18/ft<sup>2</sup>\*

\*Source: Advanced Energy Retrofit Guide: Grocery Stores

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# Incentives & Rebates

*It pays to be recognized for your efforts.*

Though every utility is different, many of them have specific programs in place to reward companies and stores for their efforts to conserve energy and improve on energy consumption. Hillphoenix has the resources and experience in place to help navigate the process and manage as much or as little as is needed by you and your organization.



## Get paid for your energy saving efforts.

Many utilities are highly motivated to push energy efficiency. Federal, state, and/or local efficiency mandates encourage utilities to seek opportunities for energy savings. Thus, many utilities offer a myriad of rebates and incentives to energy users to achieve their respective goals.

For supermarkets, rebates are typically available for measures dealing with refrigeration, lighting, and HVAC. Not coincidentally, 90% of a store's energy usage is comprised of these measures, (with refrigeration making up more than half of a store's energy usage).

Some utilities pay up to 80% of total project costs. Often this results in simple paybacks of less than a year.

Incentives available by some power companies to supermarkets include but are not limited to low interest or no interest financing through the existing utility bill (often called On-bill Financing). On-bill Financing loans are paid using the energy savings gained through project upgrades.

Hillphoenix Energy Services helps our customers realize their total energy savings potential by providing surveys, analysis, and management of the entire energy upgrade process.

- Utilize a Hillphoenix Energy Services feasibility study for any energy savings measure and get an idea of available incentives, eligibility requirements, energy savings, and estimated paybacks.
- Leverage the Hillphoenix Energy Services team and The AMS Group to perform store surveys and to provide recommendations for equipment upgrades, replacements, and retrofits for things such as Close The Case, LED lighting upgrades for display cases and the general sales floor, and EC motor change outs to name a few.
- Hillphoenix can manage the rebate and/or incentive process. From preparing application documents and performing all energy calculations to report generation, utility management, and total project management, Hillphoenix can customize a program to fit your organization's specific needs.

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## Turnkey Capability

*Turnkey is key.*



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The AMS Group is a single company that offers a single source, turnkey capability for every one of its comprehensive energy upgrades. That means a no hassle, “one call and it’s done” convenience unmatched by any other company in the marketplace. The project can be as simple as adding LED lighting or SweatMiser units to existing displays, or as complicated as a complete remodel and redesign. From the beginning phone call to the final installation, The AMS Group has the resources, the manpower and the unique skills to get it done. Even then the job’s not over. For those clients who request it, The AMS Group will follow through after installation to acquire whatever rebates and incentives the utility company has available. The job’s not over until the incentives are received.



## Partners in Sustainability

*Finally, retailers have an easier way to pursue energy savings and compliance.*

### Contact The AMS Group today.

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The AMS Group makes it easy for you to enter in the discussion pertaining to energy savings and the pursuit for more sustainable alternatives. The sustainable trend has been growing for years with companies and their customers becoming more aware of their economic, environmental and social responsibilities. Consumers make buying decisions based on sustainability considerations. Many are adapting their lifestyles and consumption habits in pursuit of a 'more sustainable' life. And they are asking questions: How sustainable are the products I'm buying? How sustainable is the company that provides them? More importantly, where do consumers make more purchasing decisions than in the supermarket?

Clearly, with the grocery sector as competitive as it is, sustainability can be a powerful brand builder and even provide a competitive edge for the savvy retailer. By providing a comprehensive program of energy-saving upgrades and the paths to implement them, The AMS Group is ideally situated to become a partner in those efforts.

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Responsible solutions.™