

PRESORTED
FIRST CLASS MAIL
U.S. POSTAGE
PAID
PERMIT NO. 3905
SUBURBAN MD

 **FMI**[®]
FOOD MARKETING INSTITUTE
2345 Crystal Drive
Suite 800
Arlington, VA 22202

www.fmi.org

ENERGY & TECHNICAL SERVICES CONFERENCE



OMNI ORLANDO RESORT
AT CHAMPION'S GATE
ORLANDO, FLORIDA
SEPTEMBER 7-10, 2008

The Energy & Technical Services Conference provides practical solutions to reduce energy and operating costs. Join industry leaders and peers to find new ideas and enhance current strategies.

WHO SHOULD ATTEND:

Vice presidents, directors, managers and engineers involved in:

- Lighting
- Engineering
- Equipment purchasing
- Refrigeration
- Maintenance
- Environment issues
- Construction
- Heating/air conditioning
- Energy management and utility cost control

REDUCE ENERGY COSTS AND LESSEN YOUR COMPANY'S IMPACT ON THE ENVIRONMENT:

Learn the major forces affecting energy use at retail:

- National infrastructure
- Global energy market/supply
- Competitive and consumer trends

Discover new cost-saving energy management solutions:

- Roofing
- Day lighting
- Fuel cells
- Store-level best practices

Understand changes in refrigeration:

- CO2
- Secondary refrigeration
- Trends in Europe
- Legislative/regulatory updates

Review the basics:

- Installation
- Leak checking
- Energy controls

Manufacturer/Retailer Exchange: Meet leading suppliers and discover cutting-edge technologies

Connect with more than 60 leading vendors, suppliers and service providers:

- HVAC
- Refrigeration
- Controls
- Display cases
- Lighting
- Energy management



SAVE ENERGY REDUCE YOUR CARBON FOOTPRINT

Special Thanks to the Energy Conference Sponsors

PLATINUM

- KeepRite Refrigeration
- HillPHOENIX, Inc.
- Danfoss Refrigeration and Air Conditioning Division
- Hussmann/Ingersoll Rand Climate Control
- Verisae, Inc.
- Emerson Climate Technologies

GOLD

- Arneg, Inc.
- Carlyle Compressor Division
- Seasons-4, Inc.
- Zero Zone, Inc.
- Johnson Controls, Inc.

SILVER

- Bohn by Heatcraft Refrigeration
- Kysor Panel Systems
- Kysor/Warren

Planning Committee

Dan Bertocchini CSD
SUPERVALU INC.

Gary Kuchyt
Big Y Foods, Inc.

Benny Smith
Price Chopper Supermarkets

John Behr
Schnuck Markets, Inc.

Jonathan Perry
Farm Fresh, LLC

Cliff Timko
Giant Eagle, Inc.

Carol J. Duquette, PE
Wegmans Food Markets

Sandy Sandahl
Target Corporation

Rob Uhl
Safeway Inc.

Edward Estberg
Raley's

Jon Scanlan
Hy-Vee, Inc.

Ken Welter
The Stop and Shop Supermarket Company

Jim Kirk
The Great A&P Tea Co., Inc.

Stephen M. Sloan
Publix Super Markets, Inc.

Special Events

• Manufacturer/Retailer Exchange Sessions

See a wide array of new products and services and discover how technology advancement will affect future product offerings. More than 60 leading vendors and suppliers of lighting, HVAC, refrigeration and A/C systems will be on hand for informal discussions. Do not miss this chance to discuss your needs with leading suppliers and learn which solutions may be best for your organization.

• Golf Tournament

Sponsored by *Emerson Climate Technologies*

Truly one of America's Most Distinctive Golf Challenges, ChampionsGate is a must-play golf experience. Greg Norman's National course is a classic American-style layout that rolls through 200 acres of southern woodlands and wetlands. Shotmaking challenges are defined by unique bunkering, tree-lined fairways and intriguing green designs. In particular, golfers are apt to remember the National for its testing par 3 holes and for the double green shared by holes 4 and 16. Continental breakfast and luncheon provided.

• First-timers Reception

Sponsored by the *Energy & Technical Services Planning Committee*

Meet veterans of the conference from the Planning Committee, take home great new contacts and find out how to navigate the conference like a pro.

• Social Event

Sponsored by *KeepRite Refrigeration*

Always a conference highlight. Don't miss this chance to mingle with friends and colleagues in a festive atmosphere with great food and music.

• Conference USB Drive

Sponsored by *Danfoss and Aztec Energy Partners*

All registered attendees will receive a complimentary USB drive containing conference presentations, attendee list and manufacturer/retailer exchange participant list.

Program

Sunday, September 7, 2008

7:00 am

Golf Tournament

Truly one of America's Most Distinctive Golf Challenges, ChampionsGate is a must-play golf experience. Greg Norman's National course is a classic American-style layout that rolls through 200 acres of southern woodlands and wetlands. Shotmaking challenges are defined by unique bunkering, tree-lined fairways and intriguing green designs. In particular, golfers are apt to remember the National for its testing par 3 holes and for the double green shared by holes 4 and 16. Continental breakfast and luncheon provided.

Sponsored by Emerson Climate Technologies

3:00 pm – 7:00 pm

Registration

First-timers Reception

Sponsored by the Energy & Technical Services Planning Committee

5:00 pm – 6:30 pm

Manufacturer/Retailer Exchange

Meet over 60 leading suppliers of energy management, HVAC, refrigeration or lighting systems in this informal exchange session.

6:30 pm – 7:30 pm

Welcome Reception/Social Event

Sponsored by Zero Zone, Inc. and Carlyle Compressor Division

Monday, September 8, 2008

7:00 am – 8:00 am

Registration and Continental Breakfast

Sponsored by Seasons-4, Inc.

8:00 am – 8:15 am

Welcome and Opening Remarks

Dan Bertocchini, Corporate Director of Facility, Engineering and Energy Management, SUPERVALU INC.

Business session sponsored by Bohn by Heatcraft Refrigeration

8:15 am – 9:00 am

Winning in a Rapidly Changing World

Competition, consumer demands, energy, inflation, a weakening economy and labor problems all loom large for the food retail industry in 2009. Find out how these complex and rapidly evolving issues are impacting the entire industry and your company. Examine steps companies must take to survive these challenging times.

Michael Sansolo, President, Sansolo Solutions

9:00 am – 10:00 am

How High is Too High? Energy Market Update

Volatile conditions continue to wreak havoc in both global and U.S. energy markets. Find out how high oil prices will climb and hear about trends in liquid natural gas supplies, coal plants and carbon credits. Explore the close link between energy and food prices and leave better prepared to position your company to react to energy market conditions.

Richard Costello, Partner, Acela Energy Group

10:00 am – 10:30 am

Break

Sponsored by HillPHOENIX, Inc.

10:30 am – 11:00 am

Industry Embraces Sustainability – FMI Task Force Update

Carbon footprint models and plastic bag recommendations are just two of the key issues tackled by FMI's Sustainability Task Force. Learn how the Energy Committee and the Sustainability Task Force will work together toward common goals and hear highlights of the recent FMI Food Industry Sustainability Summit.

Ed Estberg, Senior Director, Facilities, Raley's

11:00 am – 12:00 pm

Energy/Environmental Trends in Europe

Environmentally-friendly practices and strategies in Europe are often leap years ahead of the U.S. Discover the impact of advanced regulatory and market forces on food retail operations outside the U.S.

Andy Campbell, Head of Refrigeration Environmental, Tesco Stores Ltd.

12:00 pm – 1:30 pm

Luncheon: Enjoy The Ride

Through sidesplitting humor and reality-tested techniques, learn to face conflicting demands in an unforgiving business environment that keeps getting tougher. Discover how to re-ignite passion and never lose focus with an explosion of enthusiasm that is absolutely contagious! Fasten your seat belt and hold on as one of America's most entertaining keynote speakers shows you how to Enjoy The Ride!

Steve Gilliland, CSP

Sponsored by Verisae, Inc.

1:30 pm – 2:30 pm

Concurrent Breakouts

These hands-on, interactive sessions provide a great opportunity for in-depth discussion with your peers.

• Energy Procurement

In the face of rapidly changing energy markets, effective procurement strategies are more important than ever. Take away tips to jump start your procurement strategy, understand risk and rewards and obtain senior management buy-in.

Glenn Barrett, Director, Energy Management and Procurement, SUPERVALU INC.

• Fuel Cells – Retail Applications

Learn how fuel cells can be a key component of your energy strategy. Review the basics of fuel cells and how they can benefit retail operations. Explore the unique training and service needs.

Willis L. McCullough, Vertical Market Manager, Sales & Applications, UTC Power

• Seeing Clearly – Day Lighting at Retail

Explore the pros and cons of daylighting systems. Options, applications, energy cost impact and implications for the shopping environment will be examined. Find out if day-lighting works for your organization.

Eric Truelove, Director of Sustainable Design Services, The Renschler Company

• Energy Awareness at Store-Level

Discover impressive energy-saving opportunities through store team-member engagement. Develop a process to establish current conditions, take steps to achieve a targeted ROI, and sustain the process through measurements and accountability. Establish a total company culture of ownership as well as energy saving systems and equipment.

Bob Gambone, Director of Utility Efficiencies, Giant Eagle, Inc.

SAVE ENERGY REDUCE YOUR CARBON FOOTPRINT

• **Revving up Refrigeration – Variable Speed Drives/Variable Frequency Drives**

Explore innovative applications of variable frequency (speed) drives at store-level. Hear the results of a case study involving a refrigeration compressor and learn the pros and cons for supermarket applications.

Ed Estberg, Senior Director, Facilities, Raley's

• **Roofing – Going Green and Reducing Energy**

Roofing systems can be designed and existing roofing systems can be enhanced to increase energy savings for a building. Discover sustainable solutions to roofing system issues, including reflective membrane types, roofing insulation requirements and values, photovoltaic (PV) solar options, and basic maintenance issues that can sustain the life cycle of a roofing system.

Matt Barmore, Strategic Account Executive, Firestone Building Products

• **Retail Energy Alliance**

A new forum for exchanging benchmark information and examining energy-saving technologies and applications has been developed by the U.S. Department of Energy. Learn how the Retail Energy Alliance can benefit food retailers and discover innovative solutions such as commercial lighting and low energy building design. Discover how the industry can make significant energy, emissions and cost reductions by working closely with peers, trade associations, manufacturer partners, service providers and the government.

Dru Crawley, Building Technologies Program, U.S. Department of Energy

Kathy Loftus, Global Leader, Sustainable Engineering, Maintenance and Energy Management, Whole Foods Market, Inc.

• **Alarm Monitoring – Retail Case Study**

Farm Fresh Supermarkets recently developed a 24-hour central monitoring station for refrigeration and HVAC. Hear how the system operates and the lessons learned in development, implementation and operation.

Jonathan Perry, Director, Energy and Maintenance, Farm Fresh, LLC

2:45 pm – 3:45 pm

Concurrent Breakouts (Repeat)

4:00 pm – 5:00 pm

Concurrent Breakouts (Repeat)

5:00 pm – 6:30 pm

Manufacturer/Retailer Exchange and Cocktail Reception

Meet over 60 leading suppliers of lighting, HVAC, refrigeration or energy management systems in this informal exchange session.

Sponsored by Kysor//Warren and Kysor Panel Systems

Tuesday, September 9, 2008

7:00 am – 8:00 am

Continental Breakfast

Sponsored by Hussmann Corporation

8:00 am – 8:45 am

How Big is Your Carbon Footprint?

Greenhouse gas emissions continue to be a critical issue for all corporations. Take away an update on current legislative efforts, learn how to calculate the "carbon footprint" for your organization, and find out what can be done with that "footprint" once you have it. Discuss specific reporting requirements and protocols in the United States, current and pending legislation and carbon markets.

Paul Hepperla, Director of Energy Services, Verisae, Inc.

8:45 am – 9:15am

GreenChill Update

GreenChill is gaining momentum in the industry. Discover why leading retailers are participating in this partnership, how it can benefit your organization, early results of benchmarking performance and the status of retrofit guidelines.

Keilly Witman, Communication Specialist, Office of Atmospheric Programs, U.S. Environmental Protection Agency

9:15 am – 9:30 am

EPA Update

Recent regulatory activities may impact your organization. Learn the status of EPA initiatives such as refrigerant emission regulations and R-22 phase-out.

Julius Banks, Team Leader, Refrigerant Recovery and Recycling, Stratospheric Protection Division, U.S. Environmental Protection Agency

9:30 am – 10:00 am

Break

Sponsored by HillPHOENIX, Inc.

10:00 am – 10:45 am

What Are They Thinking in Washington? Regulatory/Legislative Update

Various arms of the federal government are working to reduce use of ozone-depleting substances and greenhouse gas emissions, yet their efforts may be in conflict. Learn about the various environmental legislative and regulatory activities and how they may impact your organization.

Sheila Miller, Partner, Keller and Heckman, LLP

10:45 am – 11:15 am

CO2 – Retail Case Study

Discover why a leading retailer has embraced CO2. Engineering considerations, pros/cons and lessons learned will be shared.

Benny Smith, Director of Facilities, Golub Corporation

Mark Hankle, Mechanical Engineer, Price Chopper Supermarkets

11:15 am – 12:00 pm

U.S. Energy Infrastructure – Trends and Challenges

The Energy Information Administration forecasts that electricity consumption will increase by at least 40 percent by 2030. Gain a better understanding of the fundamental drivers contributing to the rising cost of energy. Hear why distribution systems must be upgraded and expanded; a diverse fuel mix is needed to generate electricity; new power plants are needed to support increased demand for electricity; and the transmission infrastructure must be expanded.

Steve Kiesner, Director, National Accounts, Edison Electric Institute

12:00 pm – 1:30 pm

Luncheon/Virtual Supermarket Tour

Sponsored by Arneg, Inc.

1:30 pm – 2:30 pm

Concurrent Breakouts

These hands-on, interactive sessions provide a great opportunity for in-depth discussion with your peers.

• Controls 101

Get back to basics with an overview of a conventional supermarket control system. Hear explanations of common terms, descriptions of typical components and their function within the system, and an overview of standard control systems architecture.

Mike Framarin, Mechanical Engineer, The Great A&P Tea Co., Inc.

Rich Kelley, Lead Mechanical Engineer, Wegmans Food Markets

Jim Vannan, Manager, Demand Sale Management, Wegmans Food Markets

Joel Dittman, Controls Project Manager, Construction, Wegmans Food Markets

• Installation 101

Performance and maintenance costs of refrigeration systems are impacted by the quality of the installation. Take away best practices related to the installation of:

- Refrigerant piping
- Insulation
- Walk-in coolers/freezers
- Refrigerated cases.

Sandy Sandahl, Refrigeration Group Lead, Target Corporation

2:45 pm – 3:45 pm

• Secondary Coolant 101

Learn the basics of installing, starting up and trouble-shooting a secondary coolant system. Find out if a secondary coolant system would be effective in your stores.

Rusty Walker, Corporate Trainer, HillPHOENIX Learning Center, HillPHOENIX, Inc.

Concurrent Breakouts (Repeat)

4:00 pm – 5:00 pm

Concurrent Breakouts (Repeat)

6:00 pm

Social Event

Always a conference highlight. Don't miss this chance to mingle with friends and colleagues in a festive atmosphere with great food and music.

Sponsored by KeepRite Refrigeration

Wednesday, September 10, 2008

7:00 am – 8:00 am

Continental Breakfast

8:00 am – 10:00 am

Design Charette

Learn the key design practices and principles that help reduce energy consumption in the systems and building envelope for retail spaces. Discover green building opportunities for new and existing buildings. Review the design charette process and take home new ideas to reduce energy costs in your stores.

Representative, New York State Energy Research and Development Authority

10:00 am – 10:15 am

Break

Sponsored by HillPHOENIX, Inc.

10:15 am – 11:00 am

Future Vision – Lighting Update

Explore new sustainable lighting technologies and applications. Find out when new technologies will be available, which will be most applicable to retail and how they can be used in your stores. Learn what's next so you can better plan future design strategies, remodels and retrofits.

11:00 am – 12:00 pm

Technician Shortage – Find, Train and Keep the Best

Take away great strategies for recruiting, training and retaining technicians. Hear best practices and tried and true tactics from both retailers and contractors.

Jonathan Perry, Director, Energy and Maintenance, Farm Fresh, LLC

John Lollar, President, Richmond Refrigeration

Dan Steffen, Vice President, AAA Refrigeration

12:00 pm

Conference Adjourns

CONFERENCE INFORMATION

CONFERENCE REGISTRATION

Mail or fax (credit card payments only – 202.220.0830) your registration form to FMI Education, P.O. Box 758884, Lockbox 758884 Baltimore, MD 21275-8884. Registration questions should be addressed to Cliff Pratt at 202.220.0828 or cpratt@fmi.org.

REGISTRATION FEE

Includes meeting materials, continental breakfasts, breaks, lunches and receptions. Fee does not include hotel accommodations. NOTE: To qualify for FMI member rates - every participant must be an employee of an FMI member company. An FMI member is either a retailer or wholesaler paying annual dues to FMI. An associate member is a supplier company paying annual associate member dues to FMI. All others are considered non-members.

Note: Walk-in registrations accepted only if accompanied by cash, company check or credit card in payment of the registration fee.

Member fee: (\$745 per person if three or more (paid) attend from the same member company.)

Associate member fee: \$1,125 per person
Non-member fee: \$1,350 per person

CANCELLATIONS/REFUNDS

GENERAL CANCELLATION POLICY:

100% if cancellation is received by COB August 29; 60% if received by COB

September 4. If registration is not cancelled by September 4, registrant is responsible for payment of full registration fee.

For more information regarding FMI administrative policies, such as complaint and/or refund, please contact Cliff Pratt at 202.220.0828 or cpratt@fmi.org.

HOTEL INFORMATION

FMI does not arrange hotel accommodations. Conference attendees should make their hotel reservations directly with:

OMNI Orlando Resort at Champions Gate
1500 Masters Blvd
Champions Gate, FL 33896
Phone: 407.390.6664

A block of sleeping rooms (\$179 single/double) will be held until August 29. Reservation requests received after this date will be confirmed subject to availability. Be sure to identify yourself as an attendee of the FMI Energy & Technical Services Conference. Rooms will not be available for occupancy until 3:00 pm, so make your plans accordingly. Checkout time is 12:00 pm.

DEPOSIT:

The hotel requires one night's deposit for all reservations, unless guaranteed with a major credit card.

CANCELLATION:

To avoid a cancellation charge, all guaranteed rooms must be canceled 72 hours prior to arrival. If you have any questions, please call the Omni at 407.390.6664.

AIRLINE INFORMATION

FMI has negotiated discounts for attendees of this event. Earn a 2-10% discount off applicable fares, including first class. Receive an additional 5% discount if you purchase your ticket at least 30 days in advance of your scheduled travel. Or, choose area/zone pricing, which offers set airfare prices based upon geographical locations. Discounts apply to all domestic segments of all United Airlines, United Express, TED and United code share flights (UA*) operated by US Airways, US Airways Express and Air Canada.

International attendees will receive a 10% discount off the lowest applicable fare (including Business Class), or a 15% discount off the fully refundable, unrestricted coach fare when they call their local United Airlines reservation number and refer to Meeting ID number 509RK. An additional 5% discount will apply when tickets are purchased at least 60 days in advance of travel dates. Discounts apply to United and Lufthansa flights.

This exceptional offer is available to FMI Energy & Technical Services Conference participants only!

United Airlines

8:00 am - 10:00 pm Daily/Eastern Time
800.521.4041
Please refer to #509RK

CAR RENTAL INFORMATION

Avis Rent A Car is the official car rental provider for this meeting. Special discounted rates are available to all attendees and include unlimited free mileage. Call Avis at 800.331.1600 or log on to www.avis.com and request AWD#B235499. International attendees may fax their reservation requests to 918.621.4821.

CONFERENCE ATTIRE

Business casual for all conference events.

CONFERENCE OR AGENDA QUESTIONS?

Contact Aileen Dullaghan Munster at 202.220.0704 or adullaghan@fmi.org or Ben Quigley at 202.220.0716 or bquigley@fmi.org. Please visit FMI's web site: www.fmi.org/events/.

REGISTRATION FORM

FMI ENERGY & TECHNICAL SERVICES CONFERENCE
OMNI ORLANDO RESORT AT CHAMPION'S GATE
ORLANDO, FLORIDA. SEPTEMBER 7-10, 2008

To register on-line, go to www.fmi.org/events/, select Energy & Technical Services Conference, click on "register now" and follow the instructions. Registration questions? Phone Cliff Pratt, Registrar, 202.220.0828 (cpratt@fmi.org)

Company _____ Phone _____

Mailing Address _____ Fax _____

City _____ State/Province _____ Zip _____ Country _____

Confirm to _____ Title _____ Email _____

Last _____ First Name _____ Badge Name _____ Mr./Ms. _____

Title _____ Email (required for confirmation) _____

Registration Fee:

We can only process your registration with proper payment. (We are unable to send invoices for registration fees.)

FMI Retailer/Wholesaler Member:

\$795 per person

\$745 if 3 or more (PAID)
from the same retailer/
wholesaler company attend

FMI Associate Member:

\$1125 per person

Non-Member:

\$1350 per person

Golf Tournament: No charge. There is a maximum of 2 players per vendor company and retailers/wholesalers receive first open slots. Attendees will be notified via email by 8/25/08 if they are registered to play.

Payment Information:

If paying by check, return this registration form w/ check to: P.O. Box 758884, Lockbox #758884, Baltimore, MD 21275-8884. Ref. No.: 3600-004-0256

Enclosed is my check for \$_____ (U.S. funds drawn on a U.S. Bank - payable to Food Marketing Institute for my registration fees.)

If paying by credit card, fax this form with credit card information to 202.220.0830

Please charge \$_____ to my: Visa Mastercard American Express

Account No. _____ Exp. Date _____

Card Holder Name (please print) _____

Card Holder Signature (must sign to be valid) _____

Cancellation: Notify registrar in writing by email to cpratt@fmi.org or fax 202-220-0830 by September 4, 2008. A full refund is granted when a cancellation is received prior to August 29, 2008. A 60% refund is granted if cancellation is received after August 29, 2008 but prior to September 4, 2008. No refund if notification is received September 4, 2008 or later.

Hotel Information: Please make room reservations with the Omni Orlando Resort at ChampionsGate by calling the hotel directly at 1.800.843.6664. The cutoff date for securing a room at the program rate of \$179 is August 13. We encourage you to make your reservations early, as the hotel may sell-out before this date. After August 13, reservations will be accepted on a space-available basis and higher rates may apply. Be sure to refer to the FMI Energy & Technical Services Conference for the reduced rate.

FMI Use Only:

Batch Date: _____ Amount Received: _____ Check # _____

Account No.: 3600-004-0256

FAX COMPLETED FORM WITH CREDIT CARD INFORMATION TO: 202.220.0830