

# energy & technical services conference

September 13-16, 2009  
Hyatt Grand Champions  
Indian Wells, California

save energy. save money.

FMI's Energy & Technical Services Conference provides innovative solutions to reduce energy and operating costs.

## agenda-at-a-glance

### planning committee

**Gary Kuchyt, Chair**  
Big Y Foods, Inc.

**John Behr**  
Schnuck Markets, Inc.

**Dan Bertocchini CSD**  
SUPERVALU INC.

**Rich Kelley**  
Wegmans Food Markets, Inc.

**Jim Kirk**  
The Great Atlantic & Pacific  
Tea Co., Inc.

**Jonathan Perry**  
Farm Fresh Food &  
Pharmacy

**Sandy Sandahl**  
Target Corporation

**Jon Scanlan**  
Hy-Vee, Inc.

**Stephen M. Sloan**  
Publix Super Markets, Inc.

**Benny Smith**  
Price Chopper Supermarkets

**Cliff Timko**  
Giant Eagle, Inc.

**Rob Uhl**  
Safeway Inc.

**Ken Welter**  
The Stop & Shop  
Supermarket Company

### special thanks to our sponsors

#### Platinum

Danfoss Refrigeration and Air Conditioning Division  
Emerson Climate Technologies  
Hill PHOENIX, Inc.  
KeepRite Refrigeration and National Refrigerants, Inc.

#### Gold

Arneg LLC  
Husmann Corporation  
Johnson Controls, Inc.  
Seasons-4, Inc.  
Zero Zone, Inc.

#### Silver

Amerlux Lighting Solutions  
Bohn by Heatcraft Refrigeration  
Kysor Panel Systems  
Kysor//Warren

#### Sunday, September 13

7:00 am – 3:00 pm Golf Tournament / Continental Breakfast  
*Sponsored by Emerson Climate Technologies*  
3:00 pm – 7:00 pm Registration  
4:30 pm – 5:00 pm First-timers reception  
*Sponsored by FMI Energy & Technical Services Committee*  
5:00 pm – 6:30 pm Manufacturer/Retailer Exchange  
6:30 pm – 7:30 pm Reception  
*Sponsored by Zero Zone, Inc.*

#### Monday, September 14

7:00 am – 8:00 am Registration and Continental Breakfast  
*Sponsored by Seasons-4, Inc.*  
8:00 am – 12:00 pm General Session  
*Sponsored by Bohn by Heatcraft Refrigeration*  
12:00 pm – 1:30 pm Luncheon with Speaker  
*Sponsored by Verisae, Inc.*  
1:30 pm – 5:00 pm Concurrent Sessions  
5:00 pm – 6:30 pm Manufacturer/Retailer Exchange  
and Reception  
*Sponsored by Kysor//Warren and Kysor Panel Systems*

#### Tuesday, September 15

7:00 am – 8:00 am Continental Breakfast  
8:00 am – 12:00 pm General Session  
*Sponsored by Amerlux Lighting Solutions*  
12:00 pm – 1:30 pm Luncheon  
*Sponsored by Arneg LLC*  
1:30 pm – 5:00 pm Concurrent Sessions  
6:00 pm – 9:00 pm Social Event  
*Sponsored by KeepRite Refrigeration and National Refrigerants, Inc.*

#### Wednesday, September 16

7:00 am – 8:00 am Continental Breakfast and  
Manufacturer/Retailer Exchange  
8:00 am – 11:30 am General Session  
11:30 am Conference Adjourns

## concurrent breakout sessions at-a-glance

### MONDAY

	Sustainability	Store-Level Cost Savings	Energy Management	Refrigeration Equipment	Refrigeration Efficiency	Industry Innovation
1:30 pm – 2:30 pm	Energy Innovation: Carbon Footprint	The High Cost of NOT Doing Preventative Maintenance	Energy Reduction Strategies: Utility Incentives	Energy Reduction Strategies: SUPERVALU Case Doors Case Study	Energy Reduction Strategies: Variable Frequency Drives 101	Commercial Equipment Standards: EER/SEER Ratings
2:45 pm – 3:45 pm	Energy Reduction Strategies: Whole Foods Fuel Cell Case Study	Energy Innovation: Generators 101	Energy Reduction Strategies: Utility Incentives	Energy Reduction Strategies: SUPERVALU Case Doors Case Study	Energy Reduction Strategies: ECM 101	Energy and IT Collaboration: Wegmans Case Study
4:00 pm – 5:00 pm	Energy Reduction Strategies: Whole Foods Fuel Cell Case Study	Energy Innovation: Ventilation/ Exhaust	Energy Reduction Strategies: Demand Response	Commercial Equipment Standards: Federal Legislative Update	Refrigeration Innovation: Price Chopper Compact Chillers Case Study	Energy and IT Collaboration: Wegmans Case Study

### TUESDAY

	Sustainability	Store-Level Cost Savings	Energy Management	Refrigeration Equipment	Refrigeration Efficiency	Industry Innovation
1:30 pm – 2:30 pm	Energy Innovation: Carbon Footprint	The High Cost of NOT Doing Preventative Maintenance	Energy Reduction Strategies: Demand Response	Refrigeration Innovation: Evaporative Misting/Cooling	Energy Reduction Strategies: Variable Frequency Drives 101	Energy Innovation: REA Update
2:45 pm – 3:45 pm	Energy Markets 101	Energy Innovation: Ventilation/ Exhaust	Understanding Your Utility Bill	Refrigeration Innovation: CO2 Case Study	Refrigeration Innovation: Price Chopper Compact Chillers Case Study	Commercial Equipment Standards: EER/SEER Ratings
4:00 pm – 5:00 pm	Energy Markets 101	Energy Innovation: Generators 101	Understanding Your Utility Bill	Refrigeration Innovation: Evaporative Misting/Cooling	Energy Reduction Strategies: ECM 101	Energy Innovation: REA Update

# FMI Energy & Technical Services Conference

September 13-16, 2009 • Palm Springs, CA

## Sunday, September 13, 2009

### 7:00 am Golf Tournament

Home of the 2007 LG Skins Game, the Par-72 Celebrity Course features undulating fairways, flowing water in the form of streams, brooks, and split-level lakes connected by striking waterfalls, with vibrant floral detail. From start to finish, the Celebrity Course offers an unmatched golf experience that will have players returning again and again. Playability, diversity and challenge are the highlights of Clive Clark's desert masterpiece. Continental breakfast and luncheon provided.

*Sponsored by Emerson Climate Technologies*

### 3:00 pm – 7:00 pm Registration

### 4:30 pm – 5:00 pm 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 and lighting systems in this informal exchange session.

### 6:30 pm – 7:30 pm Welcome Reception/Social Event

*Sponsored by Zero Zone, Inc.*

## Monday, September 14, 2009

### 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

*Gary Kuchyt, Energy Manager, Big Y Foods, Inc.*

*Business session sponsored by Bohn by Heatcraft Refrigeration Products, LLC*

### 8:15 am – 9:00 am Supply, Demand and the Government: What is Happening to Energy?

Find out how political and economic trends are impacting energy resources and will affect supplies and prices in the future. Explore the Obama Administration's Energy Policy, particularly the emphasis on renewable energy and efficiency standards. Discover the opportunities and challenges for the retail industry in the face of new legislative activity and increasing constrained resources and determine how your organization can reduce exposure to rising energy costs.

*Marc Gunther, Senior Writer, Fortune Magazine*

### 9:00 am – 9:45 am Cap and Trade, Cap and Tax, Cap and Auction – What does it all mean?

Hear how the development and growth of federal, state and regional carbon trading programs will impact the industry. Learn how one retailer is positioning itself to manage the risks of the carbon constrained world and their view of the risks, opportunities and pitfalls that lay ahead.

Understand Greenhouse Gas market development issues and why you must stay one step ahead of state and federal legislation to maintain competitive advantage for your company. Determine whether you can take advantage of emissions reduction to earn additional revenue for the organization.

*Cathy Ikeuchi, Manager, Energy Operations, Safeway Inc.*

### 9:45 am – 10:15 am Break

*Sponsored by Hill PHOENIX, Inc.*

### 10:15 am – 11:00 am Refrigeration Innovation: CO2 Trends in Europe

Learn why European retailers have embraced CO2 in traditional DX systems. Explore the design of both subcritical and transcritical systems using CO2 and hear why transcritical systems are becoming more prevalent. Review CO2/HFC system comparisons, environmental impacts and current status of European refrigerant legislation. Understand how CO2 systems can be used in the US and determine how they would fit your operations.

*Raphael Gerber, Project Manager, Frigo Consulting*

### 11:00 am – 12:00 pm Leak Reduction Best Practices: Charge Your Bottom Line, Not Your Refrigeration System

Discover how two innovative retailers are reducing refrigerant loss and tightening up the refrigeration system expense controls. Hear how a hydrogen-based system can reduce cost through earlier leak detection and an improved vacuum process. From a Green Chill award winner, find out how new tools and a comprehensive central monitoring system has reduced the amount of time needed to repair leaks. Take home new ways to reduce refrigerant loss in your systems.

*Cliff Timko, Energy Manager, Conservation Dept., Giant Eagle, Inc.*

*Jonathan Perry, Director, Energy and Maintenance, Farm Fresh Food & Pharmacy*

### 12:00 pm – 1:30 pm Luncheon with Speaker: The Business of Laughter – Using Positive Humor in the Workplace

It is a proven fact that healthy humor increases productivity, motivation, and learning. This keynote is guaranteed to leave you laughing while teaching you how to use positive humor to strengthen morale and increase productivity. Positive humor gives you and your employees a new perspective to deal with transition and change. Learn how taking yourself less seriously allows you to take your job more seriously. Master the "Top Ten Humor Techniques" for the workplace.

*Craig Zablocki*

*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. Please see the sidebar to the right for more details.

### 2:45 pm – 3:45 pm Concurrent Breakouts

### 4:00 pm – 5:00 pm Concurrent Breakouts

### 5:00 pm – 6:30 pm Manufacturer/Retailer Exchange and Cocktail Reception

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

*Sponsored by Kysor/Warren and Kysor Panel Systems*

## Tuesday, September 15, 2009

7:00 am – 8:00 am Continental Breakfast

8:00 am – 12:00 am Business Sessions

Sponsored by Amerlux Lighting Solutions

8:00 am – 9:00 am Future Of Food

Assess pressures on the food industry and identify the path forward. Ground-breaking research examines issues such as fuel prices, food safety crises, obesity epidemic, food shortages, market saturation and increased competition from non-food retail formats. Explore how the industry can respond with more efficient/cost effective logistics systems and processes and compete more effectively against other retail formats.

Steve Swartz, Associate Principal, McKinsey & Co.

9:00 am – 9:45 am Show Me the Money: A Review of the 2009 Federal Stimulus Act

The 2009 Federal Stimulus Act provides \$16.8 billion of federal funds for renewable and clean energy programs. Find out the types of programs that will be funded and how they apply to the food marketing industry. Follow examples of how different states are planning to disburse the funds they receive and how to apply for program funds for your stores. Learn how the Stimulus Policy Act may help you reduce the expense of energy efficient retrofits or new system development.

Robert M. Loughney, Esq., Partner, Couch White, LLP

9:45 am – 10:15 am Break

Sponsored by Hill PHOENIX

10:15 am – 11:15 am LEDs: Lighting the Way to Cost Control

Hear how LEDs are currently being used in the food industry and how they will impact lighting strategies at retail. Applications both inside and outside the store will be presented. Review the benefits and cost savings opportunities as well as lessons learned in real-world case studies.

Keith Tarver, Criteria Manager of Electrical Systems, SUPERVALU INC.

Benny Smith, Director of Facilities, Price Chopper Supermarkets

Sandy Sandahl, Refrigeration Group Lead, Target Corporation

11:15 am – 12:00 pm Finance 101: Speak the Language of a CFO

Increase the chances of a successful reaction to your capital expenditure proposal. Understanding basic financial concepts will help you sell your project to senior management. Discover the financial tools available to analyze your capital expenditures including net present value, internal rate of return and payback period. To further wow management, learn how to include weighted cost of capital and varying levels of risk into the project analysis.

Clair J. Nixon, Ph.D., CPA, PricewaterhouseCoopers Accounting Excellence Professor and Faculty Fellow, Mays Business School, Texas A&M University

12:00 pm – 1:30 pm Luncheon

Sponsored by Arneg LLC

1:30 pm – 2:30 pm Concurrent Breakouts

These hands-on, interactive sessions provide a great opportunity for in-depth discussion with your peers. Please see the sidebar to the right for more details.

2:45 pm – 3:45 pm Concurrent Breakouts

4:00 pm – 5:00 pm Concurrent Breakouts

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 and National Refrigerants

## Wednesday, September 16, 2009

7:00 am – 8:00 am Continental Breakfast and Manufacturer/ Retailer Exchange

8:00 am – 9:15 am Energy Innovation: Renewable Power

Find out the role alternative energy sources can play in your operations. Hear how solar can be used for both store-level operations as well as distribution centers and how wind power is currently being used by the industry. Explore power options as well as wind and solar credits. Find out how to reduce your electric bill with renewable energy.

Ron Cassell, President, C&L Refrigeration

Steve Else, President and CEO, Broadstar Wind Systems

9:15 am – 10:00 am Refrigeration Innovation: Distributive vs Central

Review the results of a comprehensive analysis of the financial impact to a typical 50,000 square foot store using either a central or distributed mechanical refrigeration system(s). Explore initial systems cost/installation, refrigerant charges, structural steel support framing, electrical power distribution and associated space requirements. Understand the costs and benefits of each and determine which system would work best in your stores.

John Gallaher, Director, Marketing & Business Development, Hill PHOENIX

10:00 am – 10:15 am Break

Sponsored by Hill PHOENIX, Inc.

10:15 am – 11:30 am Refrigerants – Trends and Opportunities

Prepare for the phase-out of R-22. Learn how new legislation and tax/incentive programs will impact refrigerant options in the future. Learn about R-22 alternatives currently available, including natural refrigerants and HFCs, and examine the benefits, relative costs, applications and retrofit options of each. Determine which solution would be most cost effective for your systems as you transition from R-22.

Ted Gartland, Director, Refrigerant and Regulatory Compliance, Verisae, Inc.

James Lavelle, Technical Sales Manager, National Refrigeration & Air conditioning Canada Corp.

Bernard Kaltenbrunner, EURAMMON

11:30 am Conference Adjourns

## concurrent breakouts

### Energy Innovation: Carbon Footprint

Greenhouse gas emissions continue to be a critical issue for all corporations. Take away an update on current legislative efforts, review available tools for calculating your carbon footprint, and find out how to use your footprint data to pinpoint potential energy savings opportunities. Discuss specific reporting requirements and protocols in the United States, current and pending legislation and carbon markets.

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

### Energy and IT Collaboration: Wegmans Case Study

Given the reliance on technology in all aspects of store operations, it is essential to partner with IT when implementing new building automation systems. Hear how a successful retailer aligns its engineering and maintenance teams with their internal IT group to successfully deploy secure, reliable, monitored building automation systems and leverages the enhanced relationship to monitor automation systems 24/7 and automatically notify the right people in case of a problem.

*Jamey Strauch, Director of Network & Communications Services, Wegmans Food Markets, Inc.*

*Chris Howk, Process Analyst, Wegmans Food Markets, Inc.*

### Energy Reduction Strategies: Whole Foods Fuel Cell Case Study

Discover why a cutting-edge retailer is using fuel cell technology to generate more than half of its electricity and nearly all hot water in a store opened in 2008, as well as most of its electricity for one of its newest stores. Hear the results of Whole Foods Market's recent installation, including associated mechanical and electrical systems and a review of the performance to date. Understand the basics of fuel cell application in a retail environment, including environmental impact, benefits and relative cost as well as information on various state and utility grant programs. Determine if this technology is right for your stores.

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

### The High Cost of NOT Doing Preventative Maintenance

Discover how seemingly incidental preventative maintenance (PM) tasks can lead to significant cost reduction. Learn how to build the case for PM to senior management and prove the long-term positive ROI. Find out why it is critical to include PM in sustainability programs and as the first step in commissioning/re-commissioning projects. Review new concepts in preventative maintenance tasking for predictive analysis and hear your peers' successful PM techniques.

*Mark Drango CM, Director of Service Operations, Fazio Mechanical Services*

### Energy Innovation: Target Ventilation Case Study

Review use of ASHRAE Standard 62.1 IAQ method for optimized balance of acceptable indoor air quality and reduced energy use. Understand the theory behind the standard and how to apply it in your operations. Find out how to achieve significant energy and equipment savings by avoiding over ventilation. Hear how Target has successfully incorporated the 62.1 IAQ procedure into store designs and achieved substantial cost savings.

*Sandy Sandahl, Senior Manager, Refrigeration Engineering, Target Corporation*

### Energy Reduction Strategies: Variable Frequency Drives 101

Find out why variable speed/frequency drives have become increasingly common in supermarket refrigeration and HVAC systems. Unlock the mystery behind the technology and understand their basic operation, specific applications, installation challenges and troubleshooting. Discover how variable speed drives can improve energy efficiency, reduce system noise, and provide a better environment for refrigerated products. Learn the key steps to developing an energy saving drive retrofit program for your facilities.

*Dave Hebel, Manager, Business Development, Danfoss, Inc.*

### Energy Reduction Strategies: Utility Incentives

Many utility companies are offering incentive dollars to offset the incremental cost of installing energy efficient equipment in your organizations. Find out what types of energy measures are available and how to go about securing these dollars. Whether you decide to work directly with the utility or prefer a turnkey solution via a partnership with an outside firm, the energy savings are there.

*Jerry Litow, Associate Director, Portland Energy Conservation, Inc.*

### Understanding your Utility Bill

Where do all your energy dollars go? Become familiar with some of the basic components such as peak demand, kilowatt hour consumption and load factor, that make up your electrical billing. Learn how to use this valuable information to identify cost saving opportunities for your company and reduce your monthly expenses.

*Tara Becnel, Major Account Executive, Business Customer Division, Southern California Edison*

### Energy Reduction Strategies: Demand Response

Explore available energy market programs and discover how they can help reduce your operating costs as well as your impact on the environment. Understand your impact on the grid, particular during peak times and discover ways to reduce energy use when the grid needs it most. Determine how an energy response system can work in your organization. Find out how to not only reduce energy costs but how to reduce your remand during peak times — and be more sustainable as a result.

*David Wells, CEM CEP, Sr. Business Development Manager, EnerNOC, Inc.*

### Energy Innovation: Generators 101

Prepare for the occasional but damaging power outage. Find out how to avoid product damage and lost sales through back-up power systems. Understand available resources and technology, typical supermarket applications, size protocols and codes as well as the challenges of standby generators.

*Ernie Hurst, Director of Strategic & National Accounts, Generac*

### Energy Innovation: REA Update

Discover the innovative ways REA members are reducing energy use, emissions and cost. Commercial Lighting Solutions and Low Energy Building Design are just two of the solutions studied by this group. Hear what's new at the REA for 2009 and the status of the net zero energy building project.

*Dru Crawley, Team Lead, Commercial Buildings, U S Department of Energy*  
*Jim Kirk, Director of Engineering & Energy Management, The Great Atlantic & Pacific Tea Company*

*Sandy Sandahl, Senior Manager, Refrigeration Engineering, Target Corporation*  
*Kathy Loftus, Global Leader, Sustainable Engineering, Maintenance and Energy Management, Whole Foods Market, Inc.*

### Energy Reduction Strategies: SUPERVALU Case Doors Case Study

Discover how you can reduce energy costs in your refrigerated foods aisles. Hear the results of SUPERVALU's tests and find out how shopper behavior, sales and energy use were impacted. Review the installation processes and lessons learned. Determine whether medium temp glass doors are appropriate in your stores.

*Larry Meeker, Criteria Senior Manager of Mechanical and Refrigeration Systems, SUPERVALU Inc.*

#### Refrigeration Innovation: Price Chopper Compact Chillers Case Study

Hear the results of Price Choppers' experience with an innovative new refrigeration system. Learn how compact chillers can be used for medium temperature systems. Review benefits, refrigeration charge/use/leak rates as well as Price Chopper's installation process, preliminary results, lessons learned, relative cost structure and future plans. Determine how this new secondary loop system can be effective in your stores.

*Mark Hankle, Senior Mechanical Engineer, Price Chopper Supermarkets*

#### Commercial Equipment Standards: Federal Legislative Update

Find out how the new Department of Energy rating requirements for commercial equipment will impact your stores. Review the origin of the legislation, equipment-specific impact and deadlines. Find out how refrigerated cases will change and how you can prepare.

*Larry Howington, Director, Engineering, Hill PHOENIX*

#### Refrigeration Innovation: CO2 Case Study

Find out how an innovative retailer is using CO2 in low temp refrigeration systems. Review the lessons learned and hear how they would manage the next installation differently. Explore comparisons with traditional DX system regarding energy cost, service history, operating costs, maintenance, preventive maintenance and technician training. Take advantage of your peer's experiences as you investigate this option for your organization.

*Wayne Rosa, Strategic Sourcing Manager, Energy and Maintenance, Food Lion LLC*

#### Energy Reduction Strategies: ECM 101

Explore the energy reduction potential of electronically commutated motors for refrigeration equipment. Learn how an ECM differs from traditional fan motors. Review supermarket applications, potential benefits and cost/savings implications for retrofits. Hear how the technology is changing and innovative ways they can be deployed.

*Jim Staley, Chief Operating Officer, National Resource Management*

#### Energy Markets 101

Explore the link between volatile energy market conditions and your energy bill. Understand how energy commodities are traded and how prices are impacted by the credit market, the value of the dollar and current supply/demand trends. Learn how energy futures and financial hedges impact the market as well as other key cost drivers.

*John Martorilla, President, Reliable Power Alternatives Corp.*

*Stuart Bellof, Executive Vice President, Reliable Power Alternatives Corp.*

#### Refrigeration Innovation: Evaporative Misting/Cooling

Explore the use of evaporative misting technology in supermarket refrigeration. Explore comparisons with cooling systems regarding energy use, service history, operating costs, maintenance, preventive maintenance and technician training. Take advantage of your peer's experiences as you investigate this option for your organization.

*Shaffi Malek, Manager of Facilities, Roche Bros. Supermarkets, Inc.*

#### Commercial Equipment Standards: EER/SEER Ratings

SEER rating more accurately reflects overall system efficiency on a seasonal basis and EER reflects the system's energy efficiency at peak day operations. Both ratings are important when choosing products. What do the ratings mean? How are they developed? How do they correlate to energy efficiency. What tax credits, other incentives are available?

*Gregg DuChane, Retail Vertical Market Sales Leader, TRANE*

## special events

#### Golf Tournament

*Sponsored by Emerson Climate Technologies*

Join your colleagues Sunday, September 13 for a truly unforgettable day. Breakfast at the clubhouse at 7:00 am. Shot gun start at 8:00 am.

#### First-timers Reception

*Sponsored by the Energy & Technical Services Planning Committee*

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

#### Social Event

*Sponsored by KeepRite Refrigeration and National Refrigerants*

Spend an unforgettable evening at the Living Desert, one of the most unusual institutions in the US. There isn't a single word to describe all that The Living Desert is and does. Part zoo and endangered species conservation center, botanical gardens, natural history museum, wilderness park, nature preserve and education center, the Living Desert has something for everyone. Enjoy dinner and live music in a lush desert garden setting while reconnecting with old friends and making new connections.

#### Conference USB Drive

*Sponsored by Danfoss, Inc.*

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

## manufacturer retailer exchange sessions

**Meet more than 60 leading manufacturers and service providers and discover cutting edge technologies**

See a wide array of new products and services to help reduce your energy costs. More than 60 leading vendors and suppliers of lighting, HVAC, refrigeration and energy management systems will be on hand for informal discussions. Do not miss this chance to discuss your needs with the industry's leading suppliers and discover new cost-savings solutions.

To register use the enclosed form or visit  
**fmi.org/events/**

# registration form

## FMI energy & technical services conference

Hyatt Grand Champions  
Indian Wells, California  
September 13-16, 2009

To register on-line, go to [www.fmi.org/events/](http://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](mailto:cpratt@fmi.org))

☐ Mr ☐ Ms Last \_\_\_\_\_ First \_\_\_\_\_

Title \_\_\_\_\_ Badge Name \_\_\_\_\_

Company \_\_\_\_\_

Mailing Address \_\_\_\_\_

City \_\_\_\_\_ State/Province \_\_\_\_\_ Country \_\_\_\_\_ Zip/Postal Code \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_

Confirm to (if different from above) \_\_\_\_\_ E-mail \_\_\_\_\_

Companion Name (Social Events Only) \_\_\_\_\_

### 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 8/21/09 if they are registered to play.

### payment information

If paying by check, return this registration form w/check to: P.O. Box 758870, Lockbox #758870, Baltimore, MD 21275-8870. 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:** Please notify registrar in writing by email to [cpratt@fmi.org](mailto:cpratt@fmi.org) or fax 202.220.0830. A full refund is granted when a cancellation is received prior to August 28, 2009. A 60% refund is granted if cancellation is received by September 4, 2009. **No refund if notification is received after September 4, 2009.**

**Hotel Information:** Please make room reservations with the Hyatt Grand Champions by calling the hotel directly at 1.800.233.1234. The cutoff date for securing a room at the program rate of \$159 is **August 21**. We encourage you to make your reservations early, as the hotel may sell-out before this date. After August 21, 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**

