



## **PROGRAM**

### **2012 FMI Energy & Store Development Conference**

#### **Saturday, September 8**

5:00 pm – 6:30 pm    **Pre-Conference Committee Meeting**  
**Desert Suite 1**            (Private meeting)

#### **Sunday, September 9**

7:00 am – 2:00 pm    **Golf Tournament (with Continental Breakfast and Lunch)**

[Sponsored by Emerson Climate Technologies](#)

(Pre-registration required)

Enjoy the company of your industry colleagues while playing golf at the beautiful Wildfire Golf Club, voted one of America's Top Golf Courses by Zagat. Breakfast and lunch will be provided.

6:30 am – 7:30 am    **Golf Continental Breakfast**

**Wildflower Salon A-B**

12:00 pm – 2:00 pm    **Golf Lunch**

**Wildflower Salon A-B**

3:00 pm – 7:00 pm    **Registration**

**Grand Sonoran Foyer**

3:45 pm – 4:30 pm    **First-Timers Welcome Reception**

**Wildflower Terrace (Rain Back Up: Wildflower Salon)**

Meet conference veterans, take home new contacts and find out how to make the most of the conference.

4:30 pm – 7:00 pm    **Manufacturer/Retailer Exchange (MRE) and Opening Reception**

**Grand Saguaro Salons South-West**

[Sponsored by Zero Zone, Inc.](#)

The MREs feature more than 80 leading suppliers of products/services to the supermarket industry, including energy management, HVAC, refrigeration, design, and lighting systems. Find out what's new and discover potential new business partners at two successive evenings of MREs.

## **Monday, September 10**

7:00 am – 6:00 pm     **Registration**  
**Grand Sonoran Foyer**

7:00 am – 8:00 am     **Continental Breakfast**  
**Grand Sonoran A-E**  
**Sponsored by Seasons 4, Inc.**

7:00 am – 8:00 am     **GreenChill Awards Ceremony/Breakfast (optional)**  
**Wildflower Salon A-B**

EPA will host the GreenChill Partnership's annual Environmental Achievement Awards. In just four years, GreenChill has expanded to almost 8,000 partner stores in all fifty states, allowing GreenChill partners to benchmark their refrigerant management performance versus each other and the industry. Join us in congratulating this year's winners and learn about best-in-class refrigerant emissions rate reductions, emissions prevention in new store construction, and emissions rates for advanced refrigeration technologies.

**Keilly Witman, Manager, GreenChill Partnership, U.S. Environmental Protection Agency**

8:0 am – 8:15 am     **Welcome and Opening Remarks**  
**Grand Sonoran F-G**

**Becky Foster, Director, Construction and Maintenance, Buehler Food Markets, Inc. (Co-Chair, FMI Energy & Store Development Committee)**

**Benny Smith, Vice President, Facilities, Price Chopper Supermarkets (Co-Chair, FMI Energy & Store Development Committee)**

8:15 am – 9:15 am     **Opening General Session –**  
**Collaboration: A High-Performance Approach**

**Grand Sonoran F-G**

**Sponsored by Carlyle Compressor Company**

In a world driven by Social and "Glocal" Connection, collaborators become the connectors and catalysts that harness the power of a high-performance approach. True collaboration transforms the performance capacity of people and companies to achieve a distinct competitive advantage and ignite the deep need to be a part of a defined purpose, strategy and direction. Left to their own approach, people will choose to collaborate with people they know well – which can be deadly for developing new ideas. This opening session will create an engaging and enlightening experience that will broaden your view and help you:

- Understand why collaboration doesn't mean consensus.
- Use collaboration as the foundation for a high-performance approach.
- Move beyond the rhetoric of collaboration and turn colleagues and co-workers into collaborators.
- Maximize your conference experience through collaboration and define take-a-ways you can apply immediately when you return to the office.

**Brent Patmos, President & CEO, Perpetual Development, Inc.**

9:15 am – 10:15 am     **General Session – Store Formats and Retail Innovations**  
**Grand Sonoran F-G**

**Sponsored by Hussmann Corporation**

Innovation is occurring at a more rapid pace outside of the U.S. Emerging markets offer the opportunity of rapid growth and the chance to leapfrog traditional development patterns. Mature markets face the unique challenges of reinvention to remain relevant in the face of challenging economic conditions. This presentation offers a fast-paced and highly visual look at new format innovations from around the world. It will look at what's new, what's hot and what's pushing the

envelope in format innovation. Most importantly, it will look into the key drivers behind change and what it might mean for the U.S. market.

**Neil Stern, Senior Partner, McMillanDoolittle LLP**

10:15 am – 10:45 am **Break**

**Grand Sonoran Foyer**

**Refreshments Sponsored by Baseline**

10:45 am – 11:45 am **Concurrent Breakouts**

### **Innovations in Temperature and Defrost Control Strategies**

**Grand Sonoran H-I**

Learn about one retailer's innovative approach to improve gas defrost in low temperature reach-in door cases. This was a collaborative undertaking by Engineering, Operations and the equipment manufacturer. There was a nine-month study and testing period, resulting in performance and energy improvements for the retailer.

**Larry Meeker, Technical Manager, Refrigeration, Target Corporation**

**David R. Rhoades, Technical Lead Specialist, Target Corporation**

### **Refrigerant Retrofit Process and Strategy**

**Grand Sonoran J-K**

In developing retrofit programs, very few real-world experiences are available for benchmarking. Target developed its own refrigerant retrofit process to quickly and effectively implement R22 to R407a conversions while minimizing store disruption and maintaining product integrity. This session will review the process and strategy Target used to successfully accomplish the retrofits.

**Chad Crow, Technical Lead Specialist, Target Corporation**

**Neil Monson, Engineering Manager, Target Corporation**

### **Preventative Maintenance**

**Wildflower A**

Energy costs continue to be a major operational expense in our industry, and mechanical equipment accounts for approximately 80 percent of the total energy usage in a store. In many instances, preventative maintenance can help keep equipment running efficiently, decrease future maintenance costs, reduce shrink and lower energy costs. This presentation will highlight the current state of the energy market and discuss how energy used in a supermarket can be reduced. Strategies for effective preventive maintenance of mechanical equipment will be discussed, with real-life examples of energy savings, as well as practical low-cost retrofit strategies and rebates.

**Jim Kirk, Energy Project Manager, AAA Refrigeration Service Inc.**

### **HVAC Design**

**Wildflower B**

This session will discuss HVAC systems and design approaches for supermarkets. Common problems and issues that are normally involved with past and current supermarket systems will be highlighted, including exhaust hood/make-up air systems, dehumidification systems, air distribution and heat-recovery.

**Mike Bandwen, Vice President, McHenry & Associates**

**Scott Jasper, Engineer, Hussmann**

### **Energy vs. Merchandising**

**Wildflower C**

Which do you want, energy or merchandising? For most retailers this has been an either/or decision. They thought they could not have both, but that is now changing. How?

- LED Lighting
- Putting glass doors on traditionally open cases
- Improving air curtain, air movement and defrost technology

This session will show solutions that improve merchandising while also reducing energy consumption.

**George D. Parsons, Vice President, Engineering and Product Development, Kysor/Warren**

### **Construction Design through 3D Modeling**

**Pinnacle Peak 1**

Building Information Modeling (BIM) is the logical next step in design, as end-users and owners incorporate three dimensional modeling into their design programs. BIM is different than other modeling software in that it allows you to embed information into the model that can be used to produce documents, enhance coordination, create schedules, and execute quantity take-offs. In this presentation, Target will share their successes and challenges as they worked to incorporate the use of BIM into the design of three food distribution centers.

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

12:00 pm – 1:30 pm **Luncheon**

**Grand Sonoran A-E**

Sponsored by Bitzer U.S. and Sporlan Division of Parker Hannifin

1:30 pm – 2:30 pm **Concurrent Breakouts**

### **Innovations in Temperature and Defrost Control Strategies**

**Grand Sonoran H-I**

Repeated from 10:45 am

### **Case Study of an Ammonia/CO2 System in a U.S. Military Commissary**

**Grand Sonoran J-K**

The Defense Commissary Agency partnered with the National Renewable Energy Lab (NREL), the EPA, and industry to develop a prototype supermarket refrigeration system using 100% natural refrigerants and lower energy usage than conventional systems. The system developed is a cascade refrigeration system using CO2 circulated to case and unit cooler loads and ammonia as the refrigerant on the high side. The system was developed to keep the ammonia charge very low. A plume study was conducted to evaluate the effects of a worst-case scenario loss of the ammonia refrigerant.

**Rob A. Arthur, Director of Refrigeration Engineering/Principal, CTA Architects Engineers**

**John Stuit, Chief, Design & Construction, Defense Commissary Agency**

## **Supermarket Commissioning and Recommissioning**

### **Wildflower A**

The commissioning process has evolved over the last 15 years, and with the release of ASHRAE Guideline 0–2005, is an integral piece in construction projects, large and small. This session will provide keys to success using sound commissioning practices, new technology to reduce construction costs, deliver a complete, efficient, fully operational building, and reduce maintenance costs and downtime. Case studies and examples from various retailers' experiences with commissioning and retro-commissioning will be shared.

**Thomas Hutchison, Chief Executive Officer, ENREPS, LLC**

## **Energy Rebates and Incentives**

### **Wildflower B**

Utilities are offering more incentives than ever to encourage energy-efficient system upgrades, which in turn allow utilities to delay or avoid investing in the costly infrastructure necessary to meet the increasing peak demand. As a result, there are more than 2,000 unique rebate programs across North America. Navigating the paperwork and inconsistent requirements can be daunting to say the least. This session will look at rebate programs from inception to application and redemption, including industry-related case studies. Attendees will gain a better understanding of the "Rebate Landscape" and how to better utilize incentives to make energy-efficient building improvements.

**Ross Cowan, Director, Sales & Business Development, RealWinWin, Inc.**

## **Pros and Cons of Various Construction Procurement Processes**

### **Wildflower C**

This session will provide an overview of the pros and cons of different procurement methods (hard bid, CMa, integrated project delivery, design-build, etc.) for the retail and grocery industry. We will discuss different economic, communication, teaming and owner results, while considering how to incorporate sustainability, BIM, and long-term operations in your decision process. Attendees will hear the results that have been achieved by executing the different delivery methods for the speaker's own real estate investments and third party clients.

**Brad Schoenfelder, Vice President of Development, Ryan Companies US, Inc.**

## **Avoiding the Top Ten Supermarket Real Estate and Store Development Mistakes**

### **Pinnacle Peak 1**

This presentation will review the top ten mistakes that supermarket chains, large and small, make in their real estate, store planning and design and project management activities. We will take a practical look at these topics and put a positive spin on how to better execute store development plans. Get suggestions on how to avoid mistakes as well as how to design projects and processes to avoid problems and costly projects that do not deliver the anticipated results.

**John Domino, President, JTD Retail Strategies**

2:30 pm – 2:45 pm    **Break**  
**Grand Sonoran Foyer**  
Refreshments Sponsored by Baseline

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

**Lifecycle Climate Performance of Various Refrigerant and System Options**

**Grand Sonoran H-I**

This presentation will review the most recent developments in refrigerants for refrigeration applications and the various system options possible. Each combination of system and refrigerant choice will be presented from a life cycle point of view for cool and hot climate zones. The objective is to highlight the value of the life cycle climate performance method in refrigeration system analysis and the methods that end-users can use to evaluate different options.

**Rajan Rajendran, Vice President, Engineering Services and Sustainability, Emerson Climate Technologies**

**Michael Saunders, Director, End User Technical Sales and Support, Emerson Climate Technologies**

**Case Study of an Ammonia/CO2 System in a U.S. Military Commissary**

**Grand Sonoran J-K**

Repeated from 1:30 pm

**Preventative Maintenance**

**Wildflower A**

Repeated from 10:45 am

**Energy Markets and Procurement**

**Wildflower B**

Understand the variety of issues impacting energy markets today to better inform procurement decisions. We will undertake a thorough review of solutions to energy management such as retail energy procurement, understanding the impact of current and projected fuel supply, renewable energy policies and other important trends in the energy markets.

**Andrea Morrison, Director, Government and Regulatory Affairs, Direct Energy, LLC**

**Less is More: Getting the Best from Lean Design and Construction**

**Wildflower C**

Are you tired of the old saying "Time, cost and quality - pick any two"? Learn how you can increase speed, reduce costs and increase quality simultaneously using lean strategies and techniques developed in the world of manufacturing. Using these lean methodologies, you can substantially improve your design and construction practices, increase sustainability and reduce the stress associated with the management rigors of today's facility development projects. Learn about lean techniques to analyze challenges and create innovative solutions that deliver higher value, better sustainability and take less time to deliver.

**David S. Shull, Senior Architect, Progressive AE**

## **Construction Design through 3D Modeling**

**Pinnacle Peak 1**

Repeated from 10:45 am

4:00 pm - 5:00 pm

## **Concurrent Breakouts**

### **Store Development Trends, Concepts and Formats**

**Grand Sonoran H-I**

Southern CaseArts, a manufacturer of specialty fresh foods merchandisers, has a unique perspective into current and future trends through their partnerships with different retailers from around the world. This perspective and these trends will be discussed during this session. From the world-famous La Boqueria market in Barcelona to your local corner convenience store and everything in between, see what other retailers are doing in design, merchandising, and refrigeration to achieve success with certainty in these uncertain times.

**Rod Stephens, Marketing Director, Southern Store Fixtures, Inc**

### **Refrigerant Retrofit Process and Strategy**

**Grand Sonoran J-K**

Repeated from 10:45 am

### **Supermarket Commissioning and Recommissioning**

**Wildflower A**

Repeated from 1:30 pm

### **HVAC Design**

**Wildflower B**

Repeated from 10:45 am

### **Pros and Cons of Various Construction Procurement Processes**

**Wildflower C**

Repeated from 1:30 pm

### **Avoiding the Top Ten Supermarket Real Estate and Store Development Mistakes**

**Pinnacle Peak 1**

Repeated from 1:30 pm

5:00 pm – 7:30 pm

## **Manufacturer/Retailer Exchange and Cocktail Reception**

**Grand Saguaro Salons South-West**

**Sponsored by Heatcraft Refrigeration Products LLC**

## **Tuesday, September 11**

7:00 am – 1:30 pm

## **Registration**

**Grand Sonoran Foyer**

7:00 am – 8:00 am

## **Continental Breakfast**

**Grand Sonoran A-E**



8:00 am – 9:00 am **General Session – Political Update**

**Grand Sonoran F-G**

This election year, political topics are fueling the national dialogue. As the senior Washington editor for National Public Radio, Ron Elving covers the stories, the issues, and the people driving the 2012 campaign. In his engaging style, Ron will discuss current issues in Congress and the White House, and what it all means as our nation prepares for the polls.

**Ron Elving, Senior Washington Editor, National Public Radio**

9:00 am – 10:00 am **General Session – European Perspective on Energy, Refrigeration and Merchandising**

**Grand Sonoran F-G**

Environmental practices and regulations often become mainstream in Europe before migrating into North America. By remaining up to date on key international developments, retailers can help ensure they are at the forefront of developing trends in this market. In this session, particular attention will be given to energy, refrigeration and merchandising trends in relation to the current regulatory and sustainability climates in Europe and how these trends may translate into the North American market.

**Alain L. Compingt, Director, Product Engineering, Heatcraft Worldwide Refrigeration - Europe**

**James K. Knudsen, Global Segment Leader - Food Retail & Food Service, Heatcraft Worldwide Refrigeration**

10:00 am – 10:30 am **Break**

**Grand Sonoran Foyer**

**Refreshments Sponsored by Baseline**

10:30 am – 11:30 am **General Session – Efficient and Effective Lighting from a Design and End-User Perspective**

**Grand Sonoran F-G**

**Sponsored by Amerlux, LLC**

The introduction and growth of LED lighting has caused an increase in ideas and innovation in LED and conventional lighting sources for many applications. This session will review the almost boundless stream of lighting design trends inside and outside the store. We'll walk through applications, solutions and benefits in each different area of the store, as if on a tour, and discuss the various design considerations and trade-offs for new LED technology and conventional lighting as well. We'll also discuss a decision-making process for several case studies and highlight the performances that are important to different applications and why.

**Mitch Boucher, Manager, Energy & Engineering, Meijer, Inc.**

**Chip Israel, President, Lighting Design Alliance**

11:30 am – 12:15 pm **General Session – EPA Update**

**Grand Sonoran F-G**

EPA will provide an update on recent regulatory developments and offer tools to help supermarkets comply with current regulations. The winners of the GreenChill Partnership's Annual Environmental Achievement Awards, celebrated at the Awards Ceremony held at the GreenChill Breakfast the previous day, will also be announced.

**Keilly Witman, Manager, GreenChill Partnership, U.S. Environmental Protection Agency Stratospheric Protection Division**

12:15 pm – 1:30 pm **Luncheon**

**Grand Sonoran E**

**Sponsored by Baltimore Aircoil Company**



1:30 pm – 5:00 pm    **Store and Facility Tours**

[Sponsored by Verisae, Inc.](#)

Attendees have two tour types to choose from. The following stores will be visited on each tour:

**Design-Focused Tour:**

Pros Ranch Market at 3415 W. Glendale

Fresh & Easy at 12<sup>th</sup> and Northern

WinCo Foods at 330 West Bell

**Energy-Focused Tour:**

Fry's Marketplace at Tatum and Shea

Fresh & Easy at 12<sup>th</sup> and Bell

WinCo Foods at 5850 West Bell

*Meet at 1:20 pm at the hotel's ballroom entrance on the first floor level. Buses will depart promptly at 1:30 pm.*

For those who would prefer to attend additional education sessions rather than the tours, the following breakouts will be offered on Tuesday afternoon:

1:30 pm – 2:30 pm    **Selected Concurrent Breakouts, Repeated from Monday**

**Less is More: Getting the Best from Lean Design and Construction**

[Grand Sonoran H-I](#)

Repeated from 2:45 pm Monday

**Lifecycle Climate Performance of Various Refrigerant and System Options**

[Grand Sonoran J-K](#)

Repeated from 2:45 pm Monday

2:30 pm – 2:45 pm    **Break**

[Grand Sonoran Foyer](#)

[Refreshments Sponsored by Baseline](#)

2:45 pm – 3:45 pm    **Store Development Trends, Concepts and Formats**

[Grand Sonoran H-I](#)

Repeated from 4:00 pm Monday

**Energy vs. Merchandising**

[Grand Sonoran J-K](#)

Repeated from 10:45 am Monday

4:00 pm – 5:00 pm    **Energy Markets and Procurement**

[Grand Sonoran H-I](#)

Repeated from 2:45 pm Monday

**Energy Rebates and Incentives**

[Grand Sonoran J-K](#)

Repeated from 1:30 pm Monday

5:30 pm – 9:00 pm    **Off-Site Social Event – Musical Instrument Museum**

[Sponsored by KeepRite Refrigeration and National Refrigerants, Inc.](#)

Enjoy socializing with your team, colleagues, and business partners at the always popular off-site event. This year we're visiting the Musical Instrument Museum (MIM), a collection that includes instruments from two hundred countries and territories. Using state-of-the-art audiovisual technology to show musical instruments being played in their original cultural

context and delivering the sound of these instruments through high-quality headphones, MIM provides a one-of-a-kind experience to museum guests. And with an interior designed to convey the graceful lines common to musical instruments, the MIM is bright, open, and dramatic in scale, befitting the diverse discoveries inside.

*Meet at 5:20 pm at the hotel's ballroom entrance on the first floor level. Buses will depart promptly at 5:30 pm. MIM exhibits will stay open until 7:30 pm*

## **Wednesday, September 12**

7:00 am – 11:15 am **Registration**

Grand Sonoran Foyer

7:00 am – 8:00 am **Continental Breakfast**

Sunset Lawn (Rain Back Up: Sonoran Foyer and Sonoran Ballroom E)

Sponsored by Baltimore Aircoil Company

8:00 am – 9:00 am **General Session – Energy Market Update**

Grand Sonoran F-G

Sponsored by Novar

Energy prices seem to keep falling and reaching all-time lows. But is a balance shift underway in the natural gas market? Will Marcellus gas continue to drive US supply gains? Are US gas producers positioned to continue drilling in 2013 and beyond? Is your energy budget exposed to natural gas prices? This presentation will delve into each of these topics, providing answers to help you gain key insights into the energy markets.

**John Deese, Director National Accounts & Government Sales, Hess Corporation**

9:00 am – 10:00 am **General Session – Sustainable Design and ROI**

Grand Sonoran F-G

This presentation will focus on sustainable design and verification techniques that help grocery store owners fine-tune their food markets, thus reducing operating and maintenance costs and increasing ROI on their capital investments. Part I of the presentation will provide a broad overview of sustainable design practices that have proven track records when applied to a supermarket environment, using the LEED for New Construction rating system as a general outline for what retailers have tried and found some success. Part II will take a closer look at sustainable design opportunities in how stores use energy, by identifying grocery energy consumption patterns and strategies for energy reduction. Part II will further evaluate the proposed opportunities by examining case studies where financial analyses were used to demonstrate how the savings opportunities were evaluated and selected to maximize cost savings performance.

**Ryan T. Evans, Sustainability Consultant, Building Science and Engineering, Henderson Engineers, Inc.**

**David R. Schukai, Senior Vice President, BRR Architecture, Inc.**

10:00 am – 10:15 am **Break**

Grand Sonoran Foyer

Refreshments Sponsored by Baseline

10:15 am – 11:15 am **General Session – End-User Experience with CO<sub>2</sub>-based Refrigeration Systems**

Grand Sonoran F-G

Sponsored by Carnot Refrigeration

Carbon dioxide is a natural substance and is being successfully used as a refrigerant in supermarket refrigeration systems. There are many design configurations that exist today using

CO2 as a refrigerant. Many leading North American supermarket chains have implemented different designs in various locations. The session will share their experience with such systems. You'll hear about the different designs of Co2 systems and their pros and cons, learn from end-users about their experience during installation and ongoing operations, and which design has the best cost of ownership for various weather conditions.

**Paul Anderson, Engineering Group Manager, Target Corporation**

**Abtar Singh, Chief Executive Officer, Singh360 Inc.**

**Thomas Hutchison, Chief Executive Officer, ENREPS, LLC**

**Rod Peterson, National Procurement Manager, Sobeys Inc.**

11:15 am – 12:15 pm **Closing Session – The Resilience Advantage:  
Master Change and Thrive Under Pressure**

**Grand Sonoran F-G**

How well you handle pressure, adapt to change and navigate uncertainty has a significant impact on your ability to deliver strong results. But why do some people handle adversity so well and others so poorly? While no one is born with a genetic covering of psychological Teflon, everyone can learn how to build the resilience required to soar above the stressors that pull others down. Learn how to “short-circuit” your stress response, expand your capacity for pressure, and build resiliency skills that will bring life to your years and add years to your life. Drawing on the latest neuro-scientific research and age-old spiritual wisdom, this program will equip you with the tools to stay calm and confident when pressures mount and adversity strikes in an increasingly complex, competitive and changing world.

**Margie Warrell, CEO, Global Courage**

12:15 pm – 1:30 pm **Post-Conference Committee Meeting**  
**Desert Suite 1** (Private meeting)