



"Your Solutions Partner"

DUKE MANUFACTURING CO.

2305 N. Broadway
ST. LOUIS, MO 63102
800-735-3853 • FAX 314-231-5074
www.dukemfg.com

PRODUCTS

- Foodwarmers
- Worktables
- Drop-Ins/Slide-Ins
- Buffet Units
- Salad Bars
- Serving Counters
- Specialty Fab
- Sinks
- Dishtables
- Counter Top Warmers
- Quick Serve Systems
- Merchandising Kiosks & Inline Systems
- Convection Ovens
- Display Baking Ovens

BRANDS

- Aerohot
- EconoMate
- Heritage
- Thurmaduke
- SEflex
- Southern Engineering
- Advantage Line
- Southern Express
- Wolfe

April 20, 2010

Attn: Kathleen Vokes and Christopher Kent
U.S EPA / ENERGY STAR Program
1200 Pennsylvania Ave NW
Washington, DC 20460

Dear Kathleen and Christopher,

Duke Manufacturing Co. participated in the recent ENERGY STAR Enhanced Testing and Verification webinars and discussions for commercial food service equipment manufacturers and wanted to share the following comments.

Duke Mfg. has been, and is committed to, supporting EPA and ENERGY STAR's future initiatives in creating new product categories with appropriate certification and performance requirements. We fully support the ENERGY STAR program and the initiatives for promoting the use of less energy, to save money, to help protect the environment and to increase sustainability.

To a small/midsize company such as Duke Mfg. (or perhaps many manufacturers) with ENERGY STAR certified products, the new process being implemented for ENERGY STAR Enhanced Testing and Verification presents a significant additional financial burden on financial resources that are already limited. The commercial food service equipment market is relatively low volume as compared to industries such as the residential white goods or consumer electronics markets; therefore the financial impact per ENERGY STAR commercial food service equipment certified model is substantially higher than in other product categories. We generally produce a high model-mix/low unit volume with many "custom" product designs, and the proposed Enhanced Testing and Verification with resulting additional costs per model will likely be hard to justify, especially for a voluntary certification, while still remaining competitive in our markets. We request additional information regarding potential "administrative fees" imposed by



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the third-party administrator in order to understand the financial impact/cost that this may add on top of the actual testing fees.

As an alternate to the proposed paid independent third-party Verification Testing, Duke Mfg. recommends that the original Qualification as well as subsequent Verification Testing be performed using accepted industry standards (i.e. UL/ETL/ASTM/NSF plus other applicable product standards) in an accredited lab (preferably the manufacturer's lab) as is presently done for the initial Qualification Testing. Consolidating the energy consumption test results in with the existing UL/ETL safety file structure which already contains critical dimensions and critical component information (manufacturer and model number) could substantially reduce Verification Testing costs, reduce documentation and simplify annual verifications. The agency we have our listing with would then verify on a yearly basis that construction had not changed, sufficing the requirements for verification rather than expensive redundant testing. If the manufacturer were to institute modification which impacts appliance energy consumption, new testing would then be required. The verification system would still include a process for competitor challenges as an extra check and balance to prevent fraud and mislabeling. We are in full support that the Challenge Tests should only be performed by an independent third-party to avoid the obvious potential issues.

If the idea of consolidating agency documentation mentioned above is not a feasible option, please consider the following. Duke is an accredited member of Underwriters Laboratories Data Acceptance Program. Duke Manufacturing feels that this certification suffices the requirements for the Third Party Testing and Verification. We are members of this program so we can control some of the cost associated with testing, such as freight of shipping multiple units to and from agency facilities. The use of our in-house lab also allows timely testing of products since we are in control of work load and priorities. This efficient in-house testing process enables us to respond immediately to any issues during testing. Contracted third party labs may have long queues and testing lead times which may delay the ENERGY STAR certification for new product market releases.



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In addition to third party testing likely incurring higher product testing costs, travel costs and sample shipment expenses of the large/heavy commercial food service equipment appliances adds to the financial burden as compared to the use of in-house test labs.

One additional comment concerns the proposed random off-the-shelf testing. This could become complicated to either the manufacturer or ENERGY STAR from a logistical standpoint since a number of our products are large, expensive and may not be readily available "off-the-shelf" (Duke builds many products to customer order based on store installation schedules). Alternatively, those products that do go through distribution are generally not tracked to their final destination; they are shipped to Third Party Distributors, such as Contractors, Dealers and Design Consultants and the commercial food service equipment manufacturers rarely sell directly to the end user. We would support the ENERGY STAR option for random selection of product off the production line with Verification Testing performed in the manufacturer's lab under supervision and this would seem to be a fair, equitable and lower cost method of ensuring compliance and accuracy of reported data.

Respectfully Sincere,

Daniel M. Henke
Product Design Engineer

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