

ENERGY STAR® Commercial Food Service Newsletter—Spring 2019



■ Congratulations to the 2019 ENERGY STAR Award Winners!



The ENERGY STAR Commercial Food Service team would like to give a special shout out to our partners who won ENERGY STAR awards! Hoshizaki America Inc., ITW Food Equipment Group, and Welbilt, Inc. were each awarded the Partner of the Year: Sustained Excellence recognition for Product Brand Owner. This award is the highest honor among ENERGY STAR Awards and is given to partners that have already received the ENERGY STAR Partner of the Year recognition for a minimum of two consecutive years and have gone above and beyond the criteria needed to qualify for recognition. Additionally, Howe Corporation, True Manufacturing, and QBD Cooling Systems, Inc. (Canada) were awarded the Excellence Award for Product Design. This award is given to companies that demonstrate leadership in the design and manufacture of ENERGY STAR certified products.

ENERGY STAR Partner of the Year — Sustained Excellence

Hoshizaki America Inc. is an industry leader in the design, manufacture, and promotion of products in the foodservice industry. Hoshizaki is receiving the Sustained Excellence recognition for global leadership in product development and corporate commitment to sustainability and energy efficiency.

ITW Food Equipment Group is a commercial food equipment manufacturer and service provider supporting foodservice and food retail industries worldwide. ITW is receiving the Sustained Excellence recognition for its ongoing industry leadership in the commercial food equipment sector and its corporate commitment to sustainability.

Welbilt Inc. provides chefs and restaurant chain operators with innovative equipment throughout the supply chain. Welbilt is receiving the Sustained Excellence recognition for its outstanding promotion of ENERGY STAR certified products and for its corporate commitment to producing energy-efficient equipment.

Excellence Award — Product Design

Howe Corporation is a manufacturer of refrigeration equipment for the perishable food industry. Howe Corporation is receiving the ENERGY STAR recognition for its commitment to developing ice makers that are ENERGY STAR certified.

True Manufacturing is a leading manufacturer of commercial refrigeration equipment, serving a variety of market sectors. True Manufacturing is receiving the ENERGY STAR recognition for its innovation in the commercial refrigeration market, developing high-efficiency equipment using sustainable materials.

QBD Cooling Systems, Inc. (Canada) is Canada's leading manufacturer of commercial refrigeration products. QBD is receiving the ENERGY STAR recognition for its commitment to creating energy efficient equipment that meets ENERGY STAR specifications and that ultimately help end users reduce their energy bills, save money, and protect the planet.

Learn more about the 2019 ENERGY STAR Awards here (<https://www.energystar.gov/about/awards>).

Save the Date! ENERGY STAR at the National Restaurant Association Show 2019



The National Restaurant Association (NRA) Show will take place in Chicago on May 18-21, 2019. It is the place to explore everything that's happening in the commercial foodservice industry — from equipment and supplies to food and beverage to technology, it's all here! Test all the latest equipment and learn about all the latest trends in the industry. Registration and more information on the NRA Show can be found here (<https://www.nationalrestaurantshow.com/>).

As in 2018, EPA will again be facilitating an ENERGY STAR CFS Workshop, scheduled to take place on Monday, May 20, from 1:30-3:30 PM CDT. The midstream model has proven to be very successful for multiple products within and beyond the CFS market contributing to increases in energy savings, dealer participation, and unit sales of ENERGY STAR certified products. This workshop will be an opportunity to highlight midstream utility incentive programs for CFS equipment and to hear from different market stakeholders on program best practices, benefits, and challenges. Participants will discuss strategies to optimize their midstream program design and understand how to effectively leverage existing midstream programs.

Last year's workshop had over 75 CFS stakeholders including manufacturers, utilities, dealers, distributors, manufacturer sales representatives, and kitchen design consultants. Participants gained a better understanding of strategies to leverage the ENERGY STAR brand, tools, and partner network to influence more customers to purchase energy efficient equipment. We anticipate a similar turnout, productive discussion, and opportunity for networking! Please remember to bring business cards and marketing materials. To register for the event, RSVP here (<https://www.eventbrite.com/e/energy-star-cfs-stakeholder-workshop-registration-59840686103>).

Updates and further information including the agenda, and panel speakers and topics will be posted on the ENERGY STAR website here

(https://www.energystar.gov/products/spec/2019_energy_star_commercial_food_service_workshop_pd).

Please email Linnea Hofstrom at Linnea.Hofstrom@icf.com (mailto:Linnea.Hofstrom@icf.com) or Tanja Crk at crk.tanja@epa.gov (mailto:crk.tanja@epa.gov) if you have any questions.

■ Specification Updates

The Environmental Protection Agency (EPA) regularly updates ENERGY STAR product specifications. The following information includes some helpful reminders as you prepare for upcoming specification changes and manage your inventory of ENERGY STAR certified products.

Recent and upcoming specification activities include:

ENERGY STAR Commercial Dishwashers Version 3.0:

EPA released the ENERGY STAR Commercial Dishwashers Draft 1 Version 3.0 specification on April 3, 2019. The Version 3.0 specification proposes the introduction of a wash energy metric, amendments to the current ENERGY STAR criteria levels, scope changes, and updates to the referenced test methods. EPA will host a webinar to discuss the Draft 1 on April 25, 2019, from 1:30-3:30 p.m. (EST) and the comment deadline is May 9, 2019. For more information on activities performed to date in preparation for this revision, visit the product development webpage (https://www.energystar.gov/products/spec/commercial_dishwashers_specification_version_3_0_pd).

ENERGY STAR Commercial Ovens Version 3.0

EPA informed stakeholders of its intention to revise the ENERGY STAR Commercial Ovens specification to expand the scope to additional combination oven sizes on October 18, 2018, along with a call for performance data. In response, EPA assembled combination oven data to consider the scope expansion and is working toward the development of an ENERGY STAR Commercial Ovens Draft 1 Version 3.0 specification. The product development webpage (https://www.energystar.gov/products/spec/commercial_ovens_specification_version_3_0_pd) contains further details on this process including a background memo and template for data submissions.

For more information regarding the ENERGY STAR specification process or additional CFS equipment updates, visit www.energystar.gov/productdevelopment (<http://www.energystar.gov/productdevelopment>).

■ Partner Spotlights



The ComEd® Energy Efficiency Program offers incentives and bonuses for a wide range of ENERGY STAR certified food service equipment, including electric steam cookers, electric griddles, hot food holding cabinets, and more. Rebate amounts vary based on the equipment upgrade and help to lower the upfront purchase cost. A full list of the ENERGY

STAR products and their respective incentive amounts can be found here (<https://www.comed.com/WaysToSave/ForYourBusiness/Documents/CommercialAppliancesWorksheet.pdf>).

ComEd also offers a variety of opportunities for bonus incentives including The Made in Illinois bonus, the Comprehensive Energy Savings bonus and the Public Sector Expo bonus. Each option encourages deeper savings and helps customers save even more on upgrades. For more information on ComEd's incentives for ENERGY STAR certified commercial kitchen equipment, you can visit their website here (<https://www.comed.com/WaysToSave/ForYourBusiness/Pages/CommercialKitchenEquipment.aspx>).

In preparation for their Upstream Commercial Food Service Pilot launch, ComEd has been conducting research to identify strategies to increase program participation and lower program delivery costs. We look forward to learning more about the Pilot at their booth at the NRA Show in May!

For additional information, you may contact Sharon Madigan at Sharon.Madigan@ComEd.com (mailto: Sharon.Madigan@ComEd.com).



DTE Energy's Instant Rebate Program makes it easy for customers to earn incentives on ENERGY STAR certified commercial food service equipment. This program utilizes a participating dealer/distributor model to minimize the paperwork for the customer. Dealers/distributors are the retailers that sell commercial food service equipment. The customer simply has to purchase equipment from a participating dealer/distributor to earn an instant rebate. The dealer/distributor will ensure the purchase complies with all program rules and policies and will be responsible for submitting the transaction paperwork. DTE offers incentives for ENERGY STAR commercial food service refrigerators, freezers, hot food holding cabinets, and many more products. Incentives range from \$25 to \$1,800, depending on the piece of equipment.

DTE is also testing a tiered quarterly bonus to offer dealers for bringing in more incentivized equipment. Bonuses start at \$1,500 for dealers that bring in \$10,000 of incentives and go up to \$5,000 for dealers that bring in over \$20,000 of incentives.

For more information on DTE's Instant Rebate Program or on becoming a participating dealer/distributor please visit DTE's website (<https://www.dtefoodservice.com/>). You may also contact Sarah Tocco at sarah.tocco@dteenergy.com (mailto: sarah.tocco@dteenergy.com).



Consumers Energy has had great success with its Energy Business Instant Discount Program! This program is offered to businesses, including commercial kitchens, to help lower the cost of energy efficiency upgrades. The program launched in 2018 and aligns with DTE's Instant Rebate Program to help make it easy for dealers and distributors to participate in both programs. This partnership also helped Consumers Energy quickly start their program as dealers and distributors were already familiar with the rebate requirements.

The Instant Discount Program uses a midstream design, which means dealers and distributors are able to offer customers a discounted price on energy efficient equipment and are responsible for submitting the required rebate paperwork on behalf of the customer. Consumers Energy has found that allowing manufacturers to participate in the Instant Business Program has helped deliver more incentivized units and higher energy savings. Rebates are offered on both gas and electric measures including flexible batch broilers, ENERGY STAR rated steam cookers, energy efficient ice machines and much more and the incentives range from \$35 to \$2,000.

Consumer's Energy has found success in advertising the Instant Discount Program through radio ads and brochures. Additionally, dealers, distributors, and manufacturers are eligible for quarterly bonuses to encourage high participation and deeper energy savings. The contact information for the participating dealers, distributors, and manufacturers can be easily found on Consumers Energy's website here (<https://www.consumersenergy.com/business/energy-efficiency/special-programs/instant-discount-program>).

For more information on Consumers Energy's Energy Business Instant Discount Program, please visit the website (https://www.consumersenergy.com/business/energy-efficiency/special-programs/instant-discount-program?utm_campaign=eeprograms&utm_source=instantdiscount&utm_medium=vanity-url&utm_content=instantdiscount) or contact Chahine Rudolph at rudy.chahine@cmsenergy.com (<mailto:rudy.chahine@cmsenergy.com>).



Focus on Energy makes it easy for customers to save energy and earn rebates through their Midstream Commercial Kitchen Equipment Program! This Program offers an in-store instant rebate to customers when qualifying equipment is purchased through a participating distributor. Distributors are reimbursed for the instant discount after submitting the required paperwork. Focus on Energy's Program also offers an additional tiered incentive to distributors for participation, based on the customer's purchases. Focus on Energy offers incentives on a wide variety of commercial food service products, many of which are ENERGY STAR certified. A full list of products can be found here (<https://focusonenergy.com/qpls>) and a full list of participating distributors can be found here (https://focusonenergy.com/sites/default/files/MCKE_Distributor_List_7.17.pdf).

Focus on Energy has had extremely positive results with their Midstream Commercial Kitchen Equipment Program. Since their midstream program has been open, Focus on Energy has seen increased availability of high efficiency equipment and an increased portfolio energy savings from commercial food service equipment. Additionally, Focus on Energy has observed an increase in distributor savings by 100% over baseline.

For more information on Focus on Energy's Midstream Commercial Kitchen Equipment Program, please visit their website (<https://www.focusonenergy.com/programs/commercial-kitchen-equipment>) or email Sarah Speck at Sarah.Speck@focusonenergy.com (<mailto:Sarah.Speck@focusonenergy.com>).

■ Updates on Additional Commercial Product Categories of Interest

ENERGY STAR Refrigerated Beverage Vending Machines Version 4.0

EPA is preparing to release the ENERGY STAR Refrigerated Beverage Vending Machines Final Draft Version 4.0 specification. The Version 4.0 specification expands the scope to include Combination A and Combination B type refrigerated beverage vending machines. For more information on activities performed to date in preparation for this

Version 4.0 specification, visit the product development webpage

(https://www.energystar.gov/products/spec/vending_machines_specification_version_4_0_pdf_target=).

■ Recent Events

2019 North American Association of Food Equipment Manufacturers Show

The ENERGY STAR team attended the NAFEM Show held on February 7-9, 2019, in Orlando, Florida to learn about new and innovative technologies in CFS equipment and meet with stakeholders and exhibitors. The day before the show, EPA hosted an ENERGY STAR stakeholder meeting in the Orlando County Convention Center to discuss potential component level review approaches as part of the ENERGY STAR verification testing process. EPA also provided updates and held discussions regarding ongoing Commercial Dishwashers (https://www.energystar.gov/products/spec/commercial_dishwashers_specification_version_3_0_pd) and Commercial Ovens (https://www.energystar.gov/products/spec/commercial_ovens_specification_version_3_0_pd) specification development efforts.

■ Increase Sales with ENERGY STAR's Complimentary Materials

Dealer/Distributor Tool Kit

ENERGY STAR is revamping the dealer/distributor tool kit (https://www.energystar.gov/sites/default/files/asset/document/EPA_ES_DealerDistrib_Toolkit_2017_v07.pdf)! The toolkit identifies ENERGY STAR databases that vendors can use to optimize marketing and sales of their ENERGY STAR certified commercial kitchen products. It includes information on commercial food service equipment that has earned the ENERGY STAR certification and how to best promote each product to customers, how to determine the customer's return on Investment (ROI), and how to identify additional cost savings for the customer via rebates. The new version will include updated links to make it even easier to locate CFS facts and resources!

New Commercial Coffee Brewers Sell Sheets

ENERGY STAR is preparing a release of new marketing materials for commercial coffee brewers to support the Commercial Coffee Brewers Version 1.1 specification (https://www.energystar.gov/sites/default/files/Commercial%20Coffee%20Brewers%20Version%201.1%20Specification_1.pdf) which was released the summer of 2018. Updated factsheets and sell sheets will also be released for all other ENERGY STAR certified CFS products including hot food holding cabinets, griddles, ovens, steam cookers, refrigerators and freezers, fryers, ice makers, and dishwashers. These resources allow dealers, designers, consultants, and manufacturers to quickly explain the key selling points for ENERGY STAR certified models to potential customers (e.g. anticipated lifetime and annual savings estimates, range of utility rebates available, design approaches to reduce energy consumption, examples of additional benefits for end users). For current fact sheets, please visit the ENERGY STAR marketing materials website here (https://www.energystar.gov/products/tools_resources?f%5B0%5D=field_products_t_r_category_prod%3A1414) and current sell sheets can be found on the ENERGY STAR partner resources webpage here (https://www.energystar.gov/partner_resources/energy_star_training_center/commercial_food_service).

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