

HUSSMANN®

IMPACT EXCEL

Medium Temp Display Cases



The World's Leading Display Case Just Got Better

Impact Excel Medium Temp ... From Hussmann

Impact Excel is an advanced line of display fixtures that is redefining the standard in display case merchandising and performance. Case features have been uniquely optimized for the medium and low temp ranges. This brochure focuses on the Excel medium temp family.

Changing the Game

Impact Excel is packed with new features and benefits to help you increase your profits. But Excel is also much more.

Impact Excel is really an industry game-changer ... delivering a complete package of 7 key values that will produce measurable benefits for your business. These values are:

- 1 Superior Styling to Improve Merchandising
- 2 Lower Energy Costs
- 3 Superior Freshness and Shelf Life
- 4 Lower Labor Costs
- 5 Superior Reliability and Performance
- 6 Lower Ownership Costs
- 7 Greater Financial Leverage



Excel dairy case
with three front options:
glass, rail light, standard rail

Medium Temp Excel Features Create Value



6

Well-trained nationwide service organization helps

- Reduce down time
- Reduce food loss
- Reduce repair costs
- Protect your investment

7

Through IR Financial Services

- Guaranteed cold air programs
- Custom loans
- Custom leases

7 Values to Help You Increase Profits: Medium Temp

1 Superior Styling to Improve Merchandising



- ▶ Illuminated canopy panels for backlit signs that can promote specials, particular brands, seasonal items, food categories, freshness, etc. (optional) Solid canopy panels are standard. Canopy panels with price tag molding also available.



- ▶ Clean, new exterior styling.



- ▶ Full view glass ends now available for better product visibility (optional).



- ▶ Repositioned shelf wiring harness now allows lighted shelves to be placed in any shelf position on the shelf brackets, top to bottom.



- ▶ A narrower footprint with the same merchandising capacity provides greater floor space for shopper traffic or for additional merchandising.



- ▶ Improved lower deck lighting with a repositioned ledge light (optional).

2 Lower Energy Costs

- ▶ Energy efficient "E" coil is standard on Excel, making it about 8% more efficient than standard Impact.



- ▶ The optional "E-Plus" coil makes Excel about 19% more efficient than standard Impact.



- ▶ Optional integrated night curtain cuts energy use by about 41% while the curtain is down or by 12.6% overall if curtain is used 6 hrs. per day. (Integrated channel conceals curtain when retracted).



- ▶ Hussmann's optional modular defrost further reduces energy use by about 5%.

3 Superior Freshness and Shelf Life

- ▶ Modular coils maintain better, more stable product temperatures than full length coils, even during defrost.



- ▶ The off-time defrost used in all medium temp models reduces "thermal shock" to food.



- ▶ Hussmann's patented "modular defrost" is optionally available to further stabilize product temperatures.

4

Lower Labor Costs (Including Easier Installation)



▶ Clean bathtub bottom ... lift up fan plenum and no coils in bottom for easy cleaning.



▶ 2' honeycomb sections are easier and quicker to clean.



▶ Increased clearance under the case (no full length skids) simplifies access for cleaning, plumbing, etc.



▶ Adjustable feet simplify and speed installation.



▶ Pre-set Hussmann expansion valves for quicker installation.



▶ Better access to hinged electrical raceway for easier installation and service.



▶ Easier to install and remove splash-guard – no tools needed.



▶ Easily removable interior panels and return air grilles- no tools needed.

▶ Flexible refrigerant piping access on top, bottom or rear can reduce piping time.

5

Superior Reliability and Performance

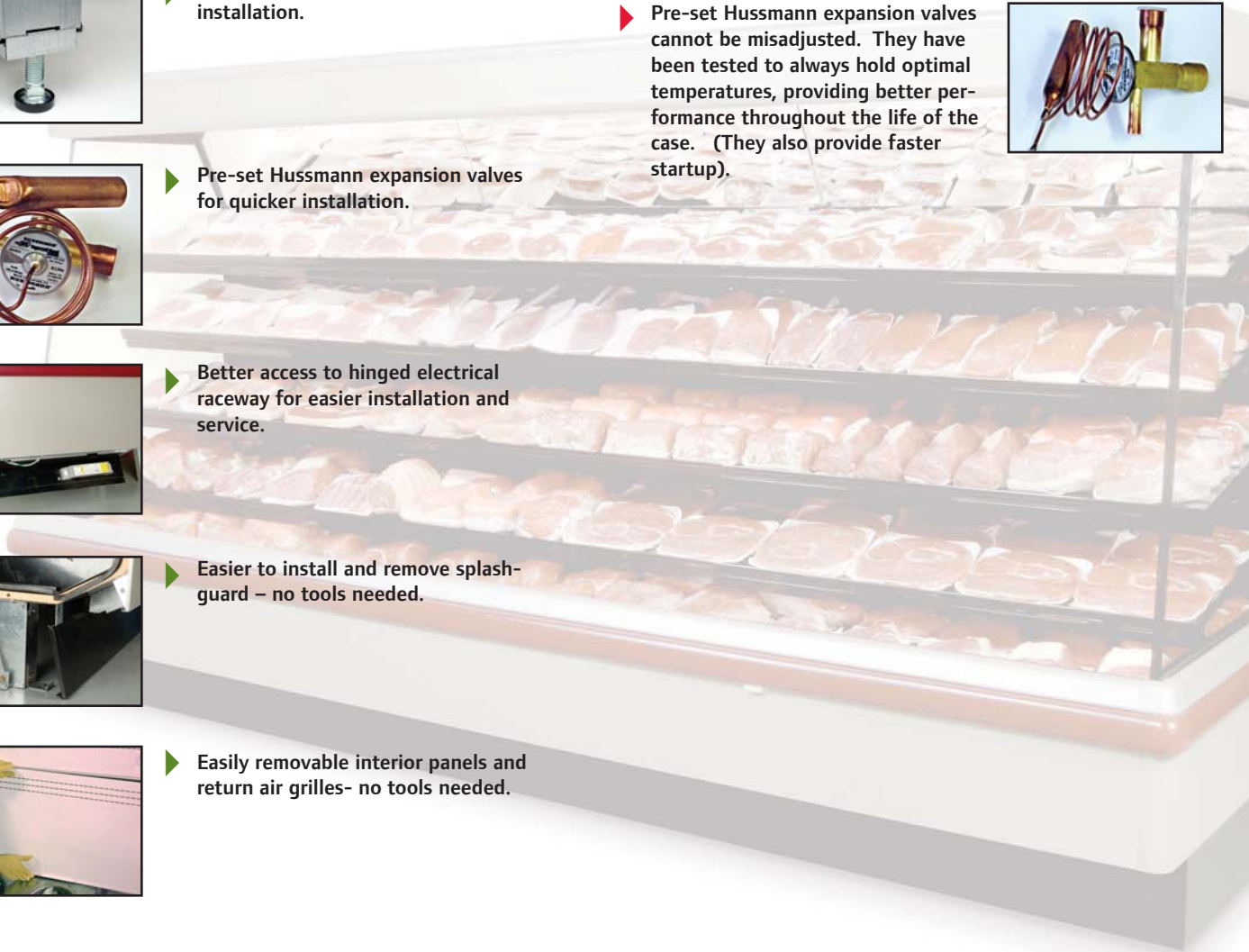
▶ 5 year modular coil warranty, best coil warranty available.



▶ Two drain locations in each case with connecting channel makes Excel cases extremely clog-resistant.



▶ Pre-set Hussmann expansion valves cannot be misadjusted. They have been tested to always hold optimal temperatures, providing better performance throughout the life of the case. (They also provide faster startup).



6 Lower Ownership Costs (Through Superior Service)

Company-trained, nationwide service organization to help

- ▶ Reduce downtime through fast response systems and preventive maintenance
- ▶ Reduce food loss with quick repairs and regular maintenance
- ▶ Reduce repair costs through preventive maintenance and well-trained, experienced technicians
- ▶ Protect the value of your investment

HUSSMANN® Service/Installation/Contracting Network



7 IR Financial Services to Help Maximize Your Competitive Position (Through Superior Service)

IR Financial Services provides a wide variety of financial options and will help streamline the entire financing process. Each package is tailored to your specific needs, so you get maximum benefits and financial leverage.

IR Financial Services Offerings

- ▶ **Guaranteed Cold Air Programs (one monthly payment does it all... pre-planning, products, installation, service, maintenance)**
 - We help you select equipment and engineer the refrigeration, HVAC and related systems
 - Our certified technicians install, service and maintain your equipment
 - IR Financial Services assumes the risk of ownership
 - Your Operating Income reflects a steady and manageable operating expense
 - Your cash flow is freed from a large capital investment
- ▶ Various Loan Options Available
- ▶ Various Lease Options Available

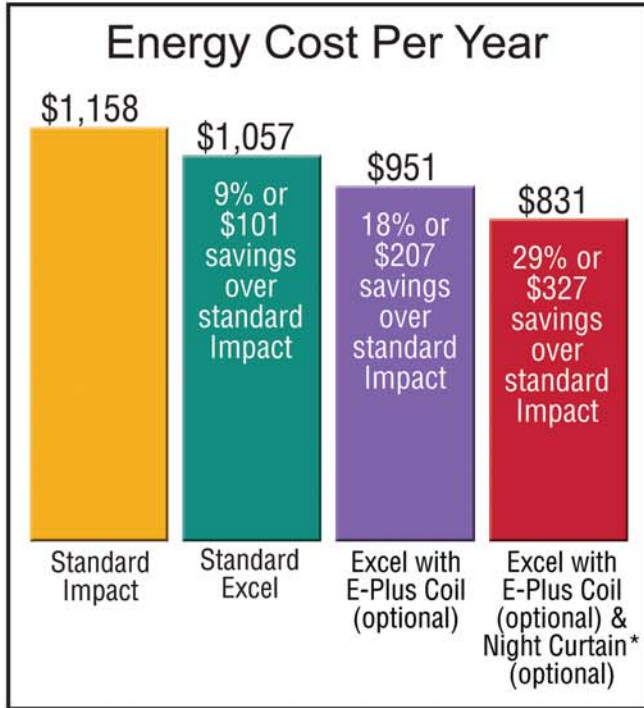
Benefits of Working With IR Financial Services

- ▶ Improved capital utilization
- ▶ Balance sheet maintains its current capital structure
- ▶ Operating income easier to forecast
- ▶ Convenience of one-stop shopping (we can finance a complete package)
- ▶ Competitively priced financing
- ▶ Streamlined application and credit approval process
- ▶ Professional service

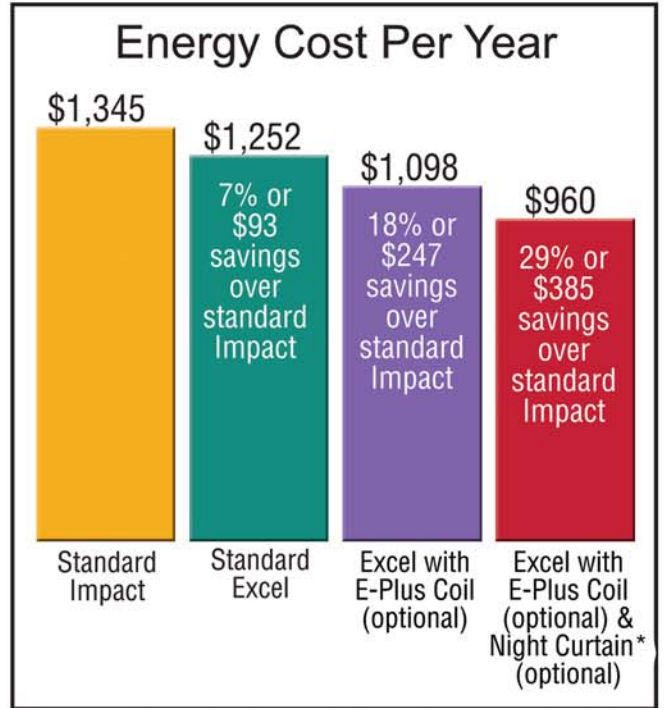


Energy Comparison

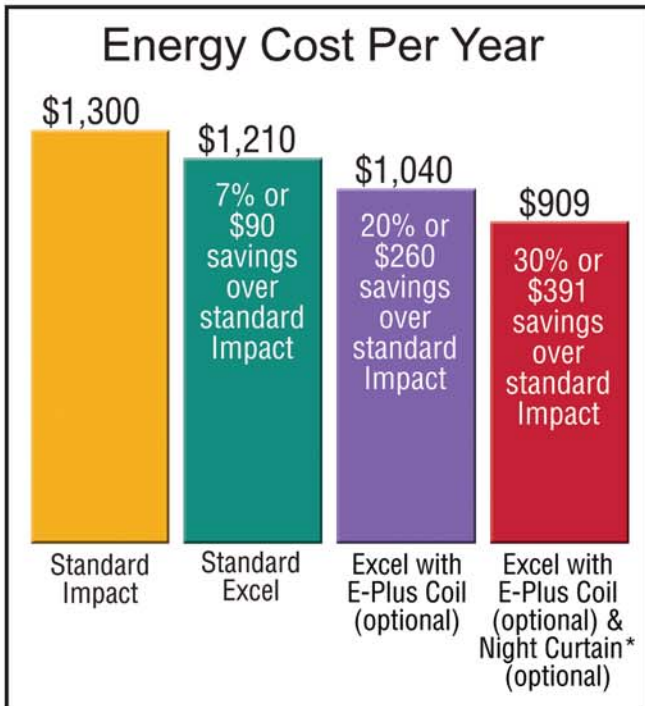
Coil & Night Curtain* Comparison
5 Deck Dairy Case-12'



Coil & Night Curtain* Comparison
5 Deck Meat Case-12'



Coil & Night Curtain* Comparison
4 Deck Produce Case-12'



***Night curtain savings based on 6 hours per day use. The night curtain alone provides an approximate 12.6% overall savings when used 6 hours per day.**



Providing equipment and services to manage controlled-temperature environments for food and other perishables, our Climate Control Technologies sector encompasses both transport and stationary refrigeration solutions. Our product brands include Thermo King®, a world leader in transport temperature control systems, and Hussmann®, a manufacturer of refrigeration and food merchandising equipment.

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