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FOOD RETAILER Mid-Atlantic Region

**Fast response and custom designed
refrigeration system answer customer needs**

CHALLENGE

With site demolition and construction underway, the small Mid-Atlantic food retailer was in need of a strong refrigeration systems supplier to help out. Wishing to complete its new store as quickly as possible, the retailer established an aggressive schedule, requiring delivery of its specified refrigeration equipment within shortened lead times.

case study

SOLUTION

Having been pleased with Hussmann's work on past projects, the Mid-Atlantic food retailer approached the company with its new store. Hussmann reviewed the project specifications and determined that it did not have an existing product that would meet the customer's requirements. It would need to act quickly in order to meet the customer's tight schedule.

Assembling a custom team

Hussmann assembled a custom cross-functional team to put together a quote and develop a solution to meet the site specific needs. The group was comprised of representatives from all functions that would be instrumental in getting the project completed. It included sales specialists; application, design and manufacturing engineers; and scheduling, purchasing and production teams.

Identifying the critical path

To begin Hussmann identified roadblocks that would have to be overcome in order to complete the project, the special parts that would be required and the significant system modifications outlined in the engineering design. The team also reviewed past projects for guidance, noting the actions taken in projects of a similar nature.



The custom designed Port-A-Rack provided the retailer with a flexible outdoor rack solution that could be installed on the building roof or slab, eliminating the need for a machine room.



Hussmann's M-Series uses glycol, a secondary refrigerant, as the fluid to cool medium temperature display fixtures. This helps reduce the use of environmentally damaging refrigerants, such as R404A.

Developing a creative solution

Working with the customer's engineering consultant, the Hussmann team came up with a creative solution. A Hussmann Port-A-Pak system with a low temp DX rack, a medium temp rack and an M-Series Glycol System were proposed, as well as a custom designed Hussmann Port-A-Rack with integral M-Series Glycol System and condenser. The Port-A-Rack is a flexible, outdoor rack solution that can be installed on the building roof or slab. It reduces construction and installation costs and eliminates the need for a machine room.

Establishing a communication cadence

In order to meet the tight deadlines, the team knew it had to work as efficiently as possible and that effective communication was critical. A regular communication cadence was established, not only with other Hussmann team members, but with the engineering contractor and customer as well.

RESULTS

Hussmann's team quickly developed a custom designed refrigeration solution that integrated its M-Series secondary system with an outdoor enclosure on a common frame with a Port-A-Rack outdoor rack. This gave the customer a solution that minimized footprint and reduced required field piping, while at the same time offers excellent serviceability. The refrigeration system was delivered within an eight week lead time to meet the customer's schedule requirements.