

Enabling Excellence in Food Retailing.

HUSSMANN® eNews

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In this issue:

- [DOE 2017](#)
- [7 top trends for 2017](#)
- [Food Counter solutions](#)
- [Rebate management: Awards and new web page](#)

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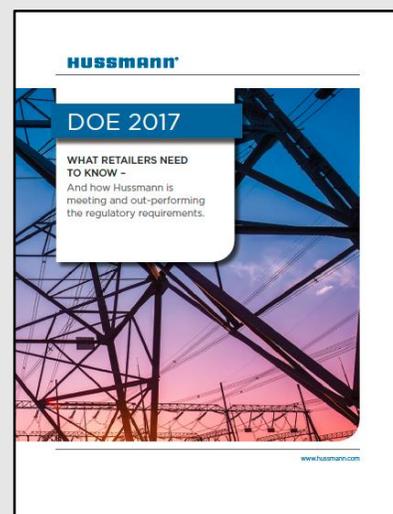
GOVERNMENT REGULATIONS

New DOE regulations effective March 27 ... Hussmann cases ensure compliance without sacrificing food quality

Effective March 27, 2017, new Department of Energy (DOE) regulations will greatly reduce the energy allowance for remote and self-contained display cases. In some instances, reductions are greater than 70% compared to current DOE 2012 requirements.

The good news is that Hussmann has been working hard to ensure compliance. All refrigerated cases Hussmann manufactures for the US and Canada after the effective date will meet or outperform the new standard. And the best news is that complying with the new regulations doesn't mean you'll need to sacrifice food quality.

Learn more about the new regulations, who is responsible for compliance, what cases are included, Hussmann's investment in improved lighting and fan motors, coil performance, and re-engineered models for greater efficiency. Read [DOE 2017: What retailers need to know](#).



TRENDS

7 top trends for 2017



From new technologies and enhanced packaging ... to catering to consumers' increased desire for fresher, healthier foods and more interaction when they shop, the retail marketplace is definitely changing. Staying abreast of current trends can help retailers serve their customers' needs, improve the profitability of their business, and be better prepared for the future. [Read more about seven trends](#) that are relevant to today's food retail industry.

SPECIALTY

Isla Food Counter Solutions help retailers answer consumers' need for convenience

What's for dinner? If you are like 80% of people, you probably don't know what you'll be eating until about 4 pm that afternoon. And by that time, your tired brain and growling stomach are telling you that it needs to be something fresh, and definitely something that's convenient and easy to prepare. Retailers can help answer consumers' need for convenience with prepared and pre-prepped offerings. [Learn more about how Hussmann Isla Merchandisers can help](#) create enticing displays to attract shoppers to the convenience products they are seeking.



REBATE MANAGEMENT

Hussmann receives award from Duke Energy

Hussmann received an award from Duke Energy – Indiana for submitting the most Food Service/Refrigeration Rebate applications in their service territory in 2016. The applications submitted by Hussmann were predominantly lighting projects for a multi-site upgrade program. In addition to the Duke Energy program, Hussmann participates in trade ally programs with utility companies across the country.

Hussmann unveils new Rebate Management web page

It's no secret that utility companies across the United States and Canada offer robust rebates to customers in the grocery retail segment aimed at curbing usage and promoting energy-efficient equipment purchases. But what utilities in your area offer rebates, what types of projects qualify, how do you go about applying, what information do they need, and when will you ever get time to figure it all out? Learn how Hussmann's Rebate Management Program can help. Visit the new Hussmann Rebate Management web page at <http://www.hussmann.com/en/Services/retail-optimization/Pages/Rebate-Management-.aspx>.



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