



Customer Testimonials



Customer Testimonials

Purpose:

- This presentation includes several testimonials that focus on the benefits and results customers have experienced using Hobart/Traulsen/Baxter products.
- Testimonials are organized by topic (energy efficiency, waste management, etc.) so you can find relevant examples. There is also a table of contents to identify testimonials by segment or product line.
- For easy reference, within each topic section is a breakdown of the products used by each customer.



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Energy Efficiency

Energy Efficiency Testimonials:

- **Union Oyster House**

FT900 Dual-Rinse Flight-Type Warewasher

- **BryanLGH Medical Center**

Hobart FT900 Flight-Type Warewasher

Aerowerks Soiled Tray Handling System



Energy Efficiency: Customer Testimonial

Union Oyster House



Challenge:

- The Union Oyster House needed to renovate its 182-year-old kitchen to more effectively service its growing clientele.
- Facing rising water costs—Boston is known for its high water costs, since 75 percent of the city is serviced by combined wastewater and storm-water pipes—the restaurant also needed to incorporate more energy-efficient equipment to lower the restaurant's total energy costs.

Objective:

- Upgrade primary dishwashing system to optimize energy efficiency
- Reduce water use to offset the city's high water costs



Energy Efficiency: Customer Testimonial *(continued)*

Union Oyster House

Solution:

- **Hobart's FT900 Dual-Rinse Flight-Type Warewasher** is engineered to reduce water use and energy consumption while maintaining all NSF standards for cleaning and sanitizing.
- **The Opti-Rinse™** feature uses far less water but generates larger water droplets, resulting in more efficient heat transfer.



Energy Efficiency: Customer Testimonial *(continued)*

Union Oyster House



Results:

- Reduced water and sewage costs by more than \$7,800 per year
- Received a \$20,000 rebate from National Grid
- Cut total energy consumption by 10 percent, despite the fact that business increased
- Decreased natural gas usage by 5,188 therms

Energy Efficiency: Customer Testimonial

BryanLGH Medical Center



Challenge:

- The medical center decided to renovate its 47-year-old dish room to create a more efficient cleaning operation.
- It also wanted to upgrade the warewasher to a new model to take advantage of better technology and energy-saving enhancements.

Objective:

- Upgrade dish room with more modern, energy-efficient equipment
- Simplify and expedite tray and ware cleaning
- Redesign the dish room to allow for more space and for easier access to the warewasher and cleaning stations



Energy Efficiency: Customer Testimonial *(continued)*

BryanLGH Medical Center



Solution:

- **Hobart's FT900 Dual-Rinse Flight-Type Warewasher** is engineered to reduce water use and energy consumption while maintaining all NSF standards for cleaning and sanitizing. The Opti-Rinse™ feature uses far less water but generates larger water droplets, resulting in more efficient heat transfer.
- **Aerowerks Soiled Tray Handling System** combines with an Aerowerks Upracking System that provides an ergonomic, centralized scrapping table with separate accumulation conveyors for dish racks and plate wares.



Energy Efficiency: Customer Testimonial *(continued)*

BryanLGH Medical Center



Results:

- Saved up to \$15,000 a year in energy costs due to reduced rinse water and energy use
- Reduced labor by one hour a day, or \$5,000 per year
- Used 50 percent fewer rinse chemical agents
- Cleaner ware
- Operators no longer have to lift full, heavy dish racks for staging
- More efficient dish-room flow

Sustainability

Sustainability Testimonials:

- **University of Cincinnati**

*Hobart FT900 Dual-Rinse Flight-Type Warewasher
Traulsen Refrigerators and Freezers*

- **Brigham Young University**

*Hobart FT900 Dual-Rinse Flight-Type Warewasher
Hobart C-Line Conveyor Warewasher
Hobart AM Select Warewasher
Hobart WastePro™ Pulper*

- **Providence Hospital**

*Hobart FT900 Dual-Rinse Flight-Type Warewasher
Hobart UW50 Utensil and Pan Washer
Hobart WastePro™ Pulper*



Sustainability: Customer Testimonial

University of Cincinnati



Challenge:

- The University of Cincinnati planned to submit the Campus Recreation Center for LEED New Construction and Major Renovations certification.
- In order to achieve the most certification credits, the university had to maximize water efficiency within the recreation center by using equipment that is more energy and water efficient than typically chosen equipment.

Objective:

- Reduce university's recreation center water use by at least 20 percent
- Qualify for USGBC innovation and design credit



Sustainability: Customer Testimonial *(continued)*

University of Cincinnati



Solution:

- **Hobart's FT900 Dual-Rinse Flight-Type Warewasher** is engineered to reduce water use and energy consumption while maintaining all NSF standards for cleaning and sanitizing. The Opti-Rinse™ feature uses far less water but generates larger water droplets, resulting in more efficient heat transfer.
- **ENERGY STAR® qualified Traulsen refrigerators and freezers** reduce energy costs without sacrificing food safety.



Sustainability: Customer Testimonial *(continued)*

University of Cincinnati



Results:

- Reduced total water usage by more than 515,000 gallons a year
- Saved \$7,700 in annual water and energy costs per year
- Lessened the burden on wastewater systems and reduced carbon footprint
- Achieved LEED certification with a total of 29 points, including an innovation and design credit for kitchen process equipment water use reduction



Sustainability: Customer Testimonial

Brigham Young University



Challenge:

- BYU faced pressure to maintain its sustainable reputation without compromising service or succumbing to the hazardous conditions of the desert.
- In order to satisfy sustainability demands, prevent water shortages and increase productivity, the university had to invest in energy-efficient and water-efficient food equipment.

Objective:

- Satisfy growing sustainability demands
- Prevent water shortages
- Increase productivity
- Upgrade to more energy-efficient and water-efficient equipment



Sustainability: Customer Testimonial *(continued)*

Brigham Young University



Solution:

- **Hobart's FT900 Dual-Rinse Flight-Type Warewasher** is engineered to reduce water consumption and energy use while maintaining all NSF standards for cleaning and sanitizing.
- **Hobart's C-Line Conveyor Warewasher** has a deep tank designed to maintain water temperature and save energy, while the door-actuated drain closures help save labor, water and detergent.
- **Hobart's AM Select Warewasher** is designed to use less water (only .74 gallons per rack) than any other door-type warewasher. The AM Select's versatility can handle anything from a delicate glass or a grimy pot.
- **Hobart's WastePro™ Pulper** compacts solid waste in a semi-dry pulp, reducing waste volume by up to 88 percent.



Sustainability: Customer Testimonial *(continued)*

Brigham Young University

Results:

- Saved more than \$30,000 a year in water and sewer costs
- Reduced landfill volume by more than 15,000 pounds per month, saving on hauling and labor costs
- Gained 10 percent more time to serve students instead of having to wash dishes
- Improved sanitary conditions in the kitchen



Sustainability: Customer Testimonial

Providence Hospital



Challenge:

- Providence Hospital was looking for a means to increase efficiency and reduce costs in its foodservice operation. Management had scheduled several older pieces of foodservice equipment to be replaced and saw this as an opportune time to replace the equipment with more energy-efficient models.

Objective:

- Improve productivity
- Increase energy and water efficiency
- Reduce costs

Sustainability: Customer Testimonial *(continued)*

Providence Hospital

Solution:

- **Hobart's FT900 Dual-Rinse Flight-Type Warewasher** is engineered to reduce water use and energy consumption while maintaining all NSF standards for cleaning and sanitizing. The warewasher's Opti-Rinse™ feature uses 50 percent less water but generates larger water droplets, resulting in more efficient heat transfer.
- **Hobart's UW50 Utensil and Pan Washer** is built to handle the toughest baked-on food soil and dirt in less time.
- **Hobart's WastePro™ Pulper** compacts solid waste into a semi-dry pulp, reducing waste volume by up to 88 percent. It addresses pressing environmental and ecological concerns while dramatically reducing waste costs.



Sustainability: Customer Testimonial *(continued)*

Providence Hospital

Results:

- Reduced energy and water costs; the FT900 alone uses 50 percent less water
- Decreased waste by 80 percent
- Lowered labor cost by 33 percent
- Increased productivity, as staff no longer have to sort tray contents
- Created a more comfortable operating environment



Labor Efficiency

Labor Efficiency Testimonials:

- **Jungle Jim's International Market**
Hobart LXi Undercounter Warewasher
- **Dorothy Lane Market**
Hobart KA7E Self-Cleaning Rotisserie
- **Forsyth County Schools**
Traulsen Blast Chiller



Labor Efficiency: Customer Testimonial

Jungle Jim's International Market



Challenge:

- Jungle Jim's has 12 slicers in its deli, and employees were constantly leaving the service counter to clean slicer parts in the rear kitchen (to meet the cleaning guidelines of the Ohio Uniform Food Safety Code). As a result, employees spent less time serving customers.

Objective:

- Increase customer service by having more employees available to work with customers
- Simplify equipment cleaning so employees have time for more productive activities
- Ensure equipment parts are being thoroughly and properly cleaned according to NSF standards

Labor Efficiency: Customer Testimonial *(continued)*

Jungle Jim's International Market

Solution:

- **Hobart LXi Undercounter Warewasher** is designed to address operators' needs for sanitation while incorporating technological advancements that help foodservice managers comply with health regulations.
- The LXi uses only .74 gallons of water per rack, the lowest in the industry for an NSF-rated, two-minute cycle machine.
- LXi high-temperature machines won't go into final rinse until the water is at least 180° Fahrenheit, the temperature required for sanitizing.



Labor Efficiency: Customer Testimonial *(continued)*

Jungle Jim's International Market



Results:

- Increased the time employees spend with customers, as employees are no longer cleaning equipment by hand
- Saved 817.5 gallons of water per day, or 294,300 gallons per year
- Saved approximately \$780 annually in energy and water costs
- Increased safety for employees, since they no longer have to clean sharp slicer parts by hand
- Ensured NSF temperature requirements are met

Labor Efficiency: Customer Testimonial

Dorothy Lane Market



Challenge:

- Dorothy Lane Market was looking to improve productivity by reducing the time it takes employees to clean equipment.
- The independent grocer wanted to incorporate a self-cleaning rotisserie to reduce labor associated with cleaning equipment and enable customers to see the fresh food choices available at Dorothy Lane Market's Meat Department.

Objective:

- Improve productivity
- Reduce cleaning time

Labor Efficiency: Customer Testimonial *(continued)*

Dorothy Lane Market

Solution:

- **Hobart KA7E Self-Cleaning Rotisserie** offers press-and-go capability that combines one-button cooking and one-button cleaning for simplified operation.
- The **KA7E cooks up to 20 percent faster** than traditional rotisseries and is designed to accommodate today's big birds.
- The **KA7E can save users more than \$500** in annual energy costs compared to other rotisseries on the market.



Labor Efficiency: Customer Testimonial *(continued)*

Dorothy Lane Market



Results:

- Reduced cleaning time and labor by 40 minutes per day
- Increased customer interaction; less time cleaning means more time with customers
- Staff can prepare more products more quickly
- Increased sales as a result of better presentation
- Less time spent training employees because the rotisserie is easy to use

Labor Efficiency: Customer Testimonial

Forsyth County Schools



Challenge:

- All schools participating in the National School Lunch and/or School Breakfast Programs are required to implement a food safety program based on HACCP (Hazard Analysis Critical Control Point) principles.
- Documenting HACCP processes can be a time-consuming task taking from four to six hours daily.
- With labor accounting for 40 percent to 45 percent of a food-safety program's total costs, that's an expense most school districts would like to reduce as much as possible.

Objective:

- Reduce chill time
- Reduce labor
- Ensure HACCP compliance

Labor Efficiency: Customer Testimonial *(continued)*

Forsyth County Schools

Solution:

- **Traulsen Blast Chillers** use a unique SmartChill microprocessor control that automatically monitors food and equipment while documenting for HACCP compliance.
- Two on-board printers are included standard to report food's progress through the Danger Zone.
- Blast chillers are NAFEM data protocol compliant for the networked kitchen.



Labor Efficiency: Customer Testimonial *(continued)*

Forsyth County Schools



Results:

- Accelerated chilling process to meet HACCP guidelines; staff can chill hot food from 135 degrees Fahrenheit to below 41 degrees Fahrenheit in 90 minutes
- Automated the the relevant chilling documentation required by HACCP
- Reduced labor cost, as staff no longer have to stay late to chill food
- Decreased waste, since staff can now save leftovers rather than discarding them

Food Quality

Food Quality Testimonials:

- **Decatur School District**

Hobart Combi® Oven

Hobart Combi Oven with Barcode Scanner

- **The Unquowa School**

Hobart 40-Quart D-340 Floor Mixer

- **J.W. Desserts**

Baxter Mini Rotating Rack Oven



Food Quality: Customer Testimonial

Decatur School District (Lynwood Elementary, Indianapolis, Ind.)



Challenge:

- To be able to provide multiple meals a day, year round, Lynwood Elementary's kitchen needed an oven that was versatile and could produce high-quality, nutritious food for a large number of students in a timely fashion.

Objective:

- Upgrade the school's oven with a unit that could produce high-quality, nutritious food for a large number of students in a timely fashion

Food Quality: Customer Testimonial *(continued)*

Decatur School District (Lynwood Elementary, Indianapolis, Ind.)

Solution:

- **Hobart Combi® Oven** provides convection, steam and combination modes for endless cooking possibilities from one device. The flexibility to choose from three different cooking modes is ideal for maximizing equipment efficiency and consistent results.
- **Hobart Combi Barcode Scanner** makes Hobart's Combi Oven easier to use and ensures consistent cooking results. The combi oven can be loaded with unique and individual cooking recipes that make it even easier for operators to use the oven.



Food Quality: Customer Testimonial *(continued)*



Decatur School District (Lynwood Elementary, Indianapolis, Ind.)

Results:

- Decreased the amount of equipment required; staff can now cook a variety of food in one oven
- Eliminated purchasing costs for additional equipment
- Produced high-quality food on a consistent basis
- Saved time by not having to recook burned food
- Provided healthier baked food (instead of fried food)
- Ability to cook a large amount of food quickly
- Reduced amount of time spent cleaning equipment

Food Quality: Customer Testimonial

The Unquowa School



Challenge:

- The Unquowa School could no longer purchase local bread due to an increase in food allergies and had to instead purchase its bread from large purveyors, sacrificing flavor and nutritional value.
- The school found it challenging to meet its high-quality standard with a limited infrastructure and modest budget.

Objective:

- Produce higher quality and more sustainable fare
- Produce a variety of nut-free breads

Food Quality: Customer Testimonial *(continued)*

The Unquowa School

Solution:

- **Hobart 40-Quart D-340 Floor Mixer** is the first mixer with a swing-out bowl, which makes it easy to add ingredients, take out product, and change and mount bowls.
- Power Bowl Lift button takes heavy lifting out of mixing.
- Consistent mixing with traditional Hobart mixing speeds.
- SmartTimer for precise mixing.



Food Quality: Customer Testimonial *(continued)*

The Unquowa School



Results:

- Reduced food purchasing by \$4,500—almost 10 percent of total food budget
- Produced nut-free products safe for children with nut allergies
- Produced own pizza dough, focaccia, baguettes, rye, whole grain and unbleached white breads
- Expanded lunch menu to include mashed potatoes, homemade cookies, brownies and granola bars
- Created additional revenue streams through sale of Gator Granola

Food Quality: Customer Testimonial

J.W. Desserts



Challenge:

- The owner of J.W. Desserts leases space to four other tenants: a catering company, a fudge company, a caramel-making company and a nonprofit cookie company for the mentally ill.
- The owner required an oven that is versatile, efficient and durable to ensure all types of food can be made in this kitchen.

Objective:

- Incorporate equipment that is versatile enough to cater to the many types of people using the kitchen
- Efficiently bake tortes, cheesecakes and flourless cakes as well as various types of special-order flavored cakes and desserts

Food Quality: Customer Testimonial *(continued)*

J.W. Desserts

Solution:

- **The Baxter Mini Rotating Rack Oven** is an ideal oven for cooking due to the even amount of heat dispersion throughout the food product, which yields consistent cooking and baking.
- Its versatile design enables the rotating rack ovens to produce breads, pastries, cookies, meats, casseroles and much more.



Food Quality: Customer Testimonial *(continued)*

J.W. Desserts



Results:

- Reduced baking time; the oven's rotating rack enables quick and even baking, freeing up time for other preparations including sculpting
- Decreased waste; the temperature control ensures products are not overbaked and therefore saves food from being wasted. Not having to throw away overbaked or underbaked items saves a significant amount of time and money
- Increased versatility; the oven can be used to bake an array of food and caters to everyone's needs

Waste Management

Waste Management Testimonial:

- **Dickinson College**

Hobart WastePro™ Pulper



Waste Management: Customer Testimonial *(continued)*

Dickinson College



Challenge:

- As part of its overall sustainability program, the college developed a composting program that not only reduces foodservice waste, but also provides fertilizer for the Dickinson College Farm.
- The demand for compost grew as more land was cultivated into an organic vegetable farm. As a result, the college needed to expand its waste-collection efforts in order to increase the amount of compost and fertilizer produced.

Objective:

- Implement a comprehensive waste reduction and composting program to reduce environmental impact
- Institute a collaborative Farm-to-Fork program

Waste Management: Customer Testimonial *(continued)*

Dickinson College

Solution:

- **Hobart WastePro™ Pulper** incorporates the latest technology in high-volume, solid-waste removal.
- Compacting solid waste into a semi-dry pulp, the WastePro reduces waste volume by up to 88 percent, addressing pressing environmental and ecological concerns while dramatically reducing waste costs.



Waste Management: Customer Testimonial *(continued)*

Dickinson College



Results:

- Reduced 75 percent of all waste and eliminated a dumpster of trash a day; collected nearly 600 pounds of foodservice waste each day
- Saved more than \$1,300 annually on trash-bag costs
- Lowered landfill costs and the fuel associated with waste removal
- Decreased the amount spent on fertilizer from outside resources
- Reduced the size of compost material by 50 percent
- Reinvested more than \$6,500 into the college farm instead of paying outside suppliers

Water Consumption

Water Consumption Testimonials:

- **Sheraton Boston Hotel**

FT900 Dual-Rinse Flight-Type Warewasher

- **Stonewall Resort**

Hobart's large conveyor-style dishwasher



Water Consumption: Customer Testimonial

Sheraton Boston Hotel



Challenge:

- The Sheraton Hotel in Boston, Mass., is continually looking for new technologies that can increase the efficiency and sustainability of its facility.

Objective:

- Upgrade equipment to optimize water and energy efficiency



Water Consumption: Customer Testimonial *(continued)*

Sheraton Boston Hotel

Solution:

- **Hobart's FT900 Dual-Rinse Flight-Type Warewasher** is engineered to reduce water use and energy consumption while maintaining all NSF standards for cleaning and sanitizing.
- **The Opti-Rinse™** feature uses far less water but generates larger water droplets, resulting in more efficient heat transfer.



Water Consumption: Customer Testimonial *(continued)*

Sheraton Boston Hotel



Results:

- Reduced water usage by 48 percent
- Received a \$97,000 rebate from local energy provider

Water Consumption: Customer Testimonial

Stonewall Resort



Challenge:

- West Virginia's Stonewall Resort was looking for opportunities to reduce operational costs and improve its environmental footprint.

Objective:

- Reduce water usage and costs in the resort's restaurants and bars

Water Consumption: Customer Testimonial *(continued)*

Stonewall Resort

Solution:

- **Hobart's FT900 Dual-Rinse Flight-Type Warewasher** is engineered to reduce water use and energy consumption while maintaining all NSF standards for cleaning and sanitizing.
- **The Opti-Rinse™** feature uses far less water but generates larger water droplets, resulting in more efficient heat transfer.



Water Consumption: Customer Testimonial *(continued)*

Stonewall Resort



Results:

- Reduced water usage by 50 percent
- Saved \$7,300 in water costs annually
- Cut utility bills by 50 percent

Water Quality

Water Quality Testimonials:

- **Veterans Home of California-Barstow**
Hobart Water-Softening System (WS-213)
- **Franklin County Correctional Facility**
Hobart WS-C208 Water Softener



Water Quality: Customer Testimonial

Veterans Home of California-Barstow



Challenge:

- The facility decided to upgrade all of its water softeners after experiencing rising maintenance costs due to scale buildup on faucets and its warewasher booster heater.
- Residents were complaining of spotty glasses and other ware, which was a direct consequence of hard water.

Objective:

- Improve water quality
- Reduce maintenance costs
- Improve warewasher performance (as a result of using softer water) to better clean ware

Water Quality: Customer Testimonial *(continued)*

Veterans Home of California-Barstow



Solution:

- **Hobart Water-Softening System (WS-213)** is designed to provide the softest water possible. The twin-tank water softener is non-electric and high-temperature compatible, yielding a continuous supply of soft water while lowering utility costs.
- The WS-P213 allows a maximum flow of 40 gallons per minute, and its highly efficient twin-tank design ensures there's always a clean, soft water supply, even when the system is regenerating.
- Hobart water softeners increase both the life and efficiency of equipment by virtually eliminating the scale buildup caused by the calcium and magnesium in hard water.

Water Quality: Customer Testimonial *(continued)*

Veterans Home of California-Barstow



Results:

- Lowered energy bills by eliminating hard water, which made water-fed equipment work harder
- Reduced maintenance costs, as faucets and booster heaters no longer needed repair/replacement
- Increased the life expectancy and performance of water-fed equipment
- Eliminated spotty glasses and ware, winning praise from residents

Water Quality: Customer Testimonial

Franklin County Correctional Facility



Challenge:

- At FCCBCF, the water source used in the cafeteria was found to have 21 grains per gallon (gpg) of hardness, which was causing lime-scale buildup in the facility's booster heater, warewasher and steamer boiler.
- As a result of the buildup, the facility was experiencing problems reaching the state-required water temperatures of 160 degrees Fahrenheit for the wash cycle and 180 degrees Fahrenheit for the final rinse cycle in the warewasher.

Objective:

- Reduce water hardness
- Reduce costs and labor associated with cleaning warewasher and steamer

Water Quality: Customer Testimonial *(continued)*

Franklin County Correctional Facility

Solution:

- **Hobart WS-C208 Water Softener** uses proprietary advanced techniques to remove hardness and protect boilers and commercial kitchen appliances.
- The twin-tank, non-electric softeners are not only developed for applications where space is critical but also designed to eliminate hardness scaling, diminishing the need for costly deliming and maintenance, and they are high-temperature compatible.



Water Quality: Customer Testimonial *(continued)*

Franklin County Correctional Facility



Results:

- Decreased water hardness from 21 grains per gallon to less than 1 grain per gallon
- Cut maintenance costs due to less scale buildup
- Reduced water consumption by up to 20 percent to 50 percent
- Lowered costs associated with cleaning warewasher and steamer by eliminating deliming agents
- Consistently reached state-required minimum water temperatures

Cost Reduction

Cost Reduction Testimonial:

- **Papa Murphy's**
Hobart 60-Quart Legacy® Mixer



Cost Reduction: Customer Testimonial

Papa Murphy's



Challenge:

- Papa Murphy's had experienced occasional mechanical failures with its existing mixers and as a result wanted to upgrade mixers for all new stores and replace the old mixers (approximately 1,000 in total) with more durable and reliable models as needed.

Objective:

- Increase pizza dough yield, decrease waste and have a more consistent product
- Eliminate downtime and repair costs as a result of mixer breakdown

Cost Reduction: Customer Testimonial *(continued)*

Papa Murphy's

Solution:

- **Hobart 60-Quart Legacy® Mixer** is the foodservice industry's leader for durability, ergonomics and labor efficiencies.
- Hobart's Legacy Mixer represents the most significant design change in mixers in the last 50 years.



Cost Reduction: Customer Testimonial *(continued)*

Papa Murphy's



Results:

- Increased yield; the Power Bowl Lift ensures all dough is thoroughly mixed, reducing dry dough that must be discarded
- Less downtime and fewer repair costs compared to previous mixer
- Produced more consistent dough, as dough is no longer over-kneaded
- Reduced purchasing costs, since the mixer also serves as cheese shredder
- Created a quieter work environment

Increased Sales

Increased Sales Testimonial:

- **Stone's Throw Restaurant**

Traulsen G-Series Reach-in Refrigerator



Increased Sales: Customer Testimonial

Stone's Throw Restaurant



Challenge:

- The restaurant wanted to incorporate a pastry finishing station into the exhibition kitchen to enable patrons to see the various dessert options available as well as observe leading pastry chefs finish and plate their delectable desserts.

Objective:

- Create a visually pleasing atmosphere in which to highlight available desserts and pastries

Increased Sales: Customer Testimonial *(continued)*

Stone's Throw Restaurant

Solution:

- **Traulsen G-Series Reach-in Refrigerator** is designed to be reliable, energy efficient and durable, with large individual storage capacities.
- Featuring either incandescent or fluorescent lights, all the units provide a showcase for the products inside.
- With three chrome-plated adjustable shelves per section, restaurants can display a variety of products.



Increased Sales: Customer Testimonial *(continued)*

Stone's Throw Restaurant



Results:

- Increased perfect checks (wine through dessert) by more than 50 percent
- Boosted the number of tables that order dessert to 70 percent
- Increased impulse-dessert purchases
- Achieved open and exhibition concept

Food Safety

Food Safety Testimonial:

- **Marriott Hotel Crystal Gateway**
Traulsen R&A Series Reach-in Refrigerators



Food Safety: Customer Testimonial

Marriott Hotel Crystal Gateway



Challenge:

- The catering group depends on reliable foodservice equipment to maintain their high service levels. Refrigerators and freezers—which can be opened several hundred times in a single shift—must hold accurate temperatures in order to keep ingredients fresh.
- Originally, the hotel's foodservice kitchens housed a hodgepodge of refrigeration equipment, some of which were unreliable and often out of service. Some equipment had to be replaced after only four years.

Objective:

- Update current refrigerators with reach-in units that offer durability, reliability and increased food safety



Food Safety: Customer Testimonial *(continued)*

Marriott Hotel Crystal Gateway

Solution:

- **Traulsen R&A Series Reach-in Refrigerators** are solidly built with durable exteriors, reliable INTELA-TRAUL® microprocessor controls, efficient refrigeration systems and a variety of user-friendly features.
- The R&A Series addresses important issues such as food safety and energy efficiency.



Food Safety: Customer Testimonial *(continued)*

Marriott Hotel Crystal Gateway



Results:

- Increased food safety, since the new units maintain exact temperatures no matter how hot the kitchen becomes
- Reduced energy costs up to \$170 annually per refrigerator
- Cut maintenance costs by using units with lifetime warranty and higher quality parts

Productivity Improvement

Productivity Improvement Testimonial:

- **Puyallup School District**

Baxter Rotating Rack Oven

Baxter Proofer



Productivity Improvement: Customer Testimonial

Puyallup School District



Challenge:

- With 34 sites depending on the center for their food, the facility needed a proofer and rotating rack oven that were reliable, versatile and efficient enough to handle the high volume of food that must be produced in a four- to five-hour time frame.

Objective:

- Efficiently bake a variety of baked goods (including cinnamon rolls, dinner rolls and cookies) and entrees (such as pizzas, casserole, chicken and more) within a limited time frame.
- Incorporate equipment large enough to fulfill the volume of food needed to be produced.

Productivity Improvement: Customer Testimonial *(continued)*

Puyallup School District



Solution:

- **Baxter's Proofer** features quality, modular construction to perfectly match production needs. Precise, digital controls are easy to use. Four independent rack timers help produce consistent results.
- **Baxter's Rotating Rack Oven** is ideal for baking, roasting or reheating a variety of foods, producing food that is cooked thoroughly and evenly. A self-contained steam system, precise airflow management and digital controls produce the quality results expected from a Baxter oven.

Productivity Improvement: Customer Testimonial *(continued)*

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Results:

- Improved productivity: The oven's numerous racks enable staff to prepare a large amount of baked goods simultaneously. The facility is able to produce baked goods and entrees for 22,000 students in a four- to five-hour time frame
- Achieved consistent results: The new equipment provided quick, consistent results, saving time and increasing efficiency by eliminating time spent waiting for the food or having to rebake due to hot and cold spots in the equipment