



**Taking a Fresh Look at Energy
& Operational Cost Savings**

Solutions That Impact Business

As your energy and operational improvement partner, Novar can make a positive impact on four critical business areas, helping you:

Implement a Sound Energy Strategy

Grocery retailers that build an energy strategy into their overall business plan see substantial financial rewards. Novar has been helping companies develop energy management strategies to meet their financial objectives for over 20 years. It's because of our deep understanding of the energy market that we can help you identify and take advantage of emerging opportunities like the Smart Grid, Automated Demand Response and more.

Improve Operational Efficiencies

When a refrigeration system problem occurs, every minute counts. Early detection and diagnosis of equipment failures can save countless hours of downtime and thousands of dollars of maintenance expenses each month. Novar's advanced Fault Detection and Diagnostics (FDD) technologies for HVAC and refrigeration systems combined with our alarm and incident management software will help you minimize downtime and save money on maintenance and repair costs.

Manage Risk

No one knows the changes tomorrow's business environment may bring, so effectively managing future risks is a big part of your managerial challenge. Novar's professional services team can help you identify, characterize and assess the vulnerability of critical facility assets to a variety of threats. As a result, you will minimize your exposure to operational costs such as food loss, energy price fluctuation, environmental regulatory compliance and other potentially costly situations.

Increase Profitability

A recent industry study found that a 10 percent reduction in energy costs — achieved by implementing an effective Energy Management Control System (EMCS) — can increase net profit per site by as much as 16 percent.¹ Additionally, reducing a site's electricity spend by 3-10% can save, on average, more than \$8,000 per year, per site. For a major supermarket chain, that could yield millions of dollars in added profit.

¹2008 Energy Star Study



Dehumidification & HVAC Control

Refrigerated Case Control



Exterior Sign Control



Exterior Lighting Control

Whether you need us to design and install a state-of-the-art EMCS or assist with optimizing your current system and facility management processes, Novar offers a wide selection of products and services that can be customized specifically for your business needs.

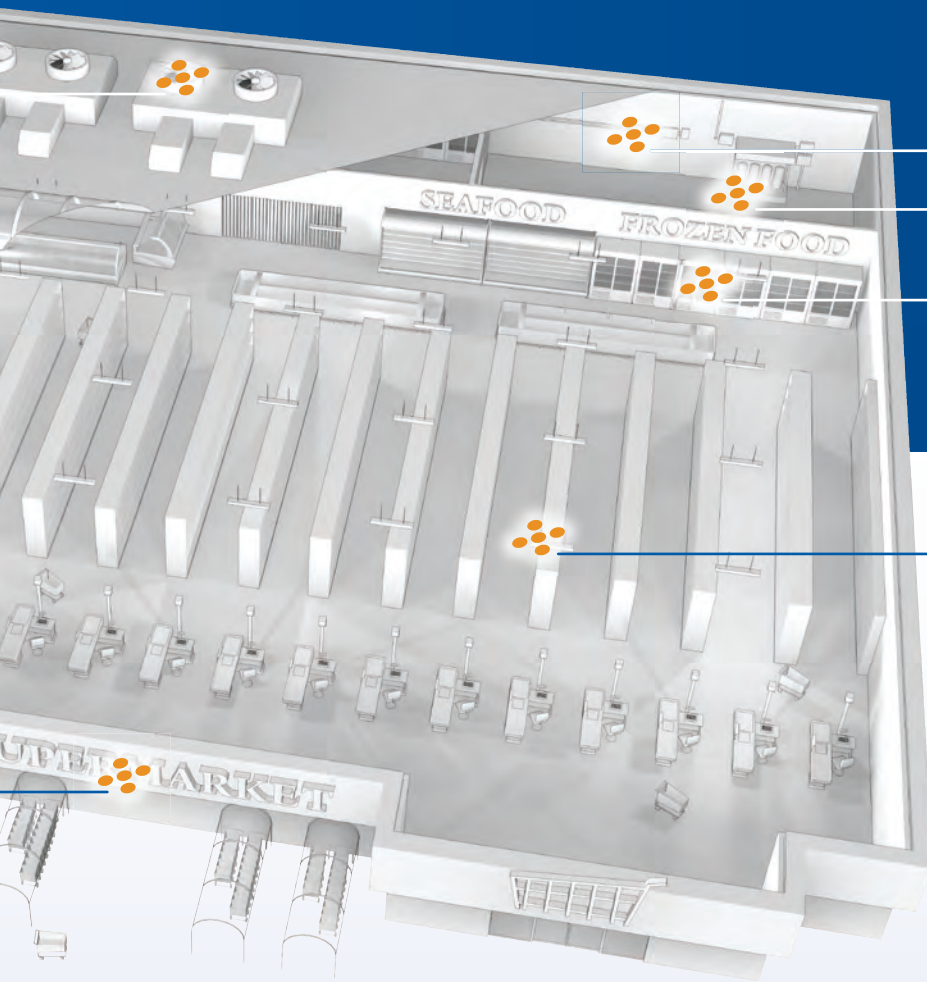
take
control.
expect
results.

Integrated HVAC, Lighting and Refrigeration System Design

We design and install integrated EMCSs that reduce energy costs and protect food quality for some of the world's largest grocery retailers, and we know what it takes to get a site up and running on schedule. Novar has a track record as a long-term, trusted partner in our customers' success, which is why America's top retailers consistently choose Novar as their energy management and operational solutions provider.

Technology Migration

You may have a collection of sites with control technologies from various suppliers at various stages of their useful life. Novar's open protocols and flexible, Opus™ control software work with virtually any refrigeration or HVAC and lighting system. We'll bring all your sites up to 21st century standards for functionality in the most cost-effective way possible.



Refrigerant Leak Detection

Refrigeration Rack Controls

Metering & Sub-Metering

Interior Lighting Control

Regulatory Compliance

With government regulations becoming increasingly burdensome, it's more important than ever to stay current with regulatory standards. We'll make sure your refrigeration, HVAC and lighting systems meet current standards wherever your site is located. From the latest requirements of the California Energy Commission's building efficiency standards to the local codes required by your chain's multiple locations, we can ensure your compliance programs for energy usage, refrigerant emissions, food safety HACCP reporting and more are tracked and maintained with the most efficient information technologies and processes available today.

Ongoing Commissioning/Performance Assurance

Refrigeration and other systems become less efficient over time, which results in a decrease in energy savings annually. But Novar can ensure that your systems continue to deliver the savings you expect while driving your facility management costs down and productivity up. We'll keep your assets running the way they were designed to run — at peak performance.

expense control

Getting a Handle on Escalating Costs



In an industry with already thin profit margins, the challenges of owning and managing grocery retail facilities are only increasing. Getting control of your company's energy and maintenance costs, and keeping control of them, is a constant battle even for the best-run chains.

Though you may have the knowledge and understanding to make your sites more energy and operationally efficient, actually achieving those goals can be difficult. The grocery industry is highly competitive and dependent on lean, busy staffs that don't have the time to focus efforts on lowering energy spend and maximizing return on assets.

The right strategic partner can provide the necessary expertise to help you save both time and money. Working with the dedicated, knowledgeable team at Novar can help you on a long-term basis to get the maximum return on your energy and facility management investments.

The Novar Advantage

Not all energy and operational solutions companies are the same. As the global leader in multi-site energy management and operational efficiency solutions, we truly partner with our clients to develop customized solutions that help achieve financial and operational improvement objectives.

Top grocery retailers choose Novar because we offer all the products and services needed to improve operational efficiencies and manage and control energy costs. With Novar, you can expect:

Tailored Solutions

No two companies are the same. And, therefore, no two energy solutions can be the same. Our dedicated staff will work with you to understand your goals and expectations, and provide you with as much or as little support as your needs require.

Unmatched Expertise

Our reputation for excellence in energy management dates back over 20 years. Additionally, Novar technology has been utilized in over 40,000 sites worldwide, with our managed services team actively monitoring more than 2,500 sites for our customers.

Technical Innovation

We're considered the leader in the industry for products and services that deliver ultimate performance, fast payback and the lowest lifecycle costs. We continue to move the industry forward with new ideas, products and services.

Customer Commitment

Our expert staff is dedicated to seeing you succeed and will do whatever it takes to help you realize your financial and energy goals. That's why we offer backward compatibility for all of our products and provide full product support for every piece of hardware and software we've ever made.

Unparalleled Strength

Novar is part of Honeywell International, a global leader in energy efficiency for over 125 years. We have access to the resources and expertise you'd expect in a global technology leader, and you can be confident that we'll be there through the ups and downs of any economic cycle.

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