



Next Steps: Introductions and Distribution of the Illinois Statewide CFS Incentive Factsheet

Buying Group/ Dealer Engagement



- Introduction and distribution to ENERGY STAR buying group partners & other dealers
 - Supply & Equipment Foodservice Alliance — SEFA representing over 60 members
 - PRIDE Marketing & Procurement representing over 125 members
 - Online and Illinois-based dealer partners at www.energystar.gov/cfs/wheretobuy
- Buying groups represent foodservice equipment and supply distributors/dealers across the country



Manufacturer Introductions



- Introductions to key ENERGY STAR manufacturer partners with sales reps across the country
 - The Middleby Corporation (based in Elgin, Illinois)
 - Parent company of ENERGY STAR partners such as Lang, Star, Southbend, Pitco, MagiKitch'n, Wells, Doyon, Blodgett, and Carter-Hoffman
 - Manitowoc Foodservice
 - Parent company of Manitowoc Ice, Frymaster, Delfield, Garland, McCall, Cleveland Range, Jackson, and more
 - ITW Food Equipment Group
 - Parent company of Hobart, Traulsen, and Vulcan-Hart

Additional Option for Consideration



- Other potential partners of interest to the IL utilities:
 - the Illinois Restaurant Association (IRA)
 - Foodservice Consultants Society International (FCSI)



Reference Links

- SEFA: <http://www.sefa.com>
- PRIDE: <http://www.pridemarketing.com>
- FCSI: <http://www.fcsi.org>
- IRA: <http://www.illinoisrestaurants.org>
- ENERGY STAR Where to Buy List :
www.energystar.gov/cfs/wheretobuy