



Refrigeration News & Product
Information Published Quarterly

January 2013



Master-Bilt is REVIT-Ready!

New Revit drawings on cabinets, merchandisers, refrigeration systems are now available for download on our website. [More...](#)

Standex FSEG and Ervin Leasing Team Up

Master-Bilt's parent company, Standex Foodservice Equipment Group, and Ervin Leasing have partnered to make it easy to purchase the equipment you need. [More...](#)

New Vs. Used Equipment: Avoid The Pitfalls

In this continuing tough economy, most foodservice and retail operators are cutting corners wherever possible. However, you should think twice before going "used" on refrigeration equipment. [More...](#)

Product Scene:

Quick takes on Master-Bilt product additions and revisions.

This time: Glass door merchandiser pricing lowered, GT models return to the lineup, new size added to Fusion chef bases & Endura MNF/MNR models now are ENERGY STAR® qualified, updated list of Master-Bilt ENERGY STAR qualified equipment.

[More...](#)

Partners In Success:

Master-Bilt provides a refrigeration solution of "Titanic" proportions in Halifax, Nova Scotia. [More...](#)

Master-Bilt: 75 Years And Still Growing



Help us celebrate our 75th year in business by sharing your Master-Bilt success stories. Maybe you have a unique application or a piece of equipment that's been faithfully cooling for years and years. If so, we invite you to post your testimonials and pictures on our [Facebook](#) page or email to lburge@master-bilt.com.



In February 2013, Master-Bilt's Bringing
The Cold Back to Orlando.



See Us in Booth 668.

Quarterly Quote:

"Without hard work, nothing grows but weeds"

-Gordon B. Hinckley



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Master-Bilt is REVIT-Ready!

Master-Bilt equipment is now available in Revit Building Information Modeling software format that allows users to design a building and its components in 3D, with 2D drafting elements.

Visit www.master-bilt.com/specsCAD.html to see Master-Bilt Revit drawings.

“Our decision to acquire Revit capabilities is based on the fact that Revit is clearly becoming an important tool to architects, engineers and contractors in the foodservice industry, and Master-Bilt customers will ultimately benefit from having Revit drawings used in their projects,” says Bill Huffman, vice president of sales and marketing.

Revit drawings contain all equipment specifications used from schematic phase through completion. The working drawings enable accurate, comprehensive construction documents that work in the field, assuring equipment, plumbing, and electrical, is correctly located. Revit is designed to quickly point out potential design, structural or engineering challenges, such as equipment competing for space, cost overruns, construction or installation delays, assuring the project team can address these challenges and make important decisions more efficiently and earlier in the project.

Look for Master-Bilt Revit and CAD files on



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We want to help your business grow! That's why Master-Bilt's parent company, Standex Foodservice Equipment Group, and Ervin Leasing have partnered to make it easy to purchase the equipment you need.

Those looking for Master-Bilt refrigeration equipment now have the option to lease at a low rate and avoid a large upfront cash outlay. Get the equipment you need without waiting on next year's budget and find a fixed-payment schedule that suits your needs. The lease payments remain constant unlike some bank loans that can increase as interest rates rise.

For more information, contact us at sales@master-bilt.com.

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New Vs. Used Equipment: Avoid The Pitfalls

When considering whether to purchase new or used refrigeration equipment, there are several factors to consider. The most common reason for purchasing a used component is lower cost than original retail price. Yet, used gear carries a good deal more risk than new, so let's examine the potential pitfalls.

Reliability:

Can you trust the source? Ensuring client satisfaction is vital to a manufacturer, who is invested in ensuring you are satisfied with the purchased product. The most obvious advantages of new equipment are the reliability, lower maintenance costs and the manufacturer's full warranty. Consider sanitation also: New equipment will be listed for sanitation to NSF-7; used equipment that has been modified voids the sanitation listing.

Warranty:

Check to see if you will have a warranty if you purchase used equipment. If a problem does arise, it is likely that you will have to pay for repairs.

Condition:

Condition goes beyond the external appearance, and the internal workings should be considered. Inaccurate information ranging from condition, age or functionality, to the owner simply not being very well informed about a unit are all common sources of hidden costs for used equipment.

Parts Accessibility:

It is important to know which version of a unit you are purchasing to accurately determine if replacement parts can be upgraded to the current version. Repairs incorrectly performed or that utilize inadequate parts and internal modifications that are not disclosed can create problems. For example, new equipment is listed for safety to UL 471. Most of the time, used equipment has been modified or refurbished which voids the UL listing.

Latest Technology:

Consider the lifetime costs of the equipment, which will always point to sustainable features for savings. New equipment is almost always more energy efficient. New equipment meets current Department of Energy requirements and, in some cases is ENERGY STAR® qualified. Parallel rack refrigeration systems, for example, can save 20 percent or more electricity over a single compressor unit.

The Best Fit:

This may seem the most obvious point, but it's important to remember that when purchasing new equipment, you are able to consider which model has the best features for the environment it will perform in before you commit to a purchase. Today most companies rely on the years of experience of the equipment provider to specify how a product should be handled, along with the ability to streamline the process for the client.

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PRODUCT SCENE

Quick Takes on Product Additions & Revisions

Get the Best for Less



BLG Series
Bottom Mount
Freezers



BMG Series
Bottom Mount
Coolers



TMG Series
Top Mount
Coolers



TMG Series
Top Mount
Freezers

With the cost of most everything increasing these days, we're especially glad to announce that BLG/BMG and TLG/TMG list pricing was recently lowered. Increased factory efficiencies and lowered manufacturing costs mean we can produce these models for less. And we're passing the savings on to you! All cabinets are ENERGY STAR® qualified and LED lighting options are also available.

GT Models Added Back To Product Line



GT-40



GT-50



GT-60



GT-80

Due to further interpretation of the Federal Department of Energy code, we are pleased to announce that the GT Series horizontal low temp merchandisers have been placed back into our product line.

New Chef Base Size



MBCB60

There's now a new size in the Fusion MBCB series chef bases. The MBCB60 joins the lineup for a total of five sizes. Customer research showed there was a need for a size in between the MBCB53 and MBCB72 to better match the range of cooking equipment typically placed on the bases. The width and depth of all MBCB models have also been slightly increased to

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accommodate equipment placed on top.

Endura MNF/MNR Models ENERGY STAR® Qualified



MNF/MNR Series
Solid Door Reach-Ins



MNR Series
Glass Door Reach-Ins

Master-Bilt Endura MNR and MNF model solid door reach-ins and MNR glass door reach-ins are now ENERGY STAR qualified. These models are part of the Endura line which also includes pass-thru, roll-thru and roll-in models as well as heated reach-ins and raised rail prep units.

Note that this qualification does not apply to MNF freezers with half doors nor to the MNR522SSG/0 2-glass door cooler (MNR522SSG/0X model with expansion valve is qualified).

For more on the Endura Series, [click here](#).

 		
<p>Master-Bilt's list of ENERGY STAR qualified models continues to grow. Below is a complete list of qualified models as of January 2013. To keep up-to-date on ENERGY STAR models, see the list here.</p>		
Glass Door Merchandiser Refrigerators BMG-23P BMG-27 BMG-48 BMG-52 BMG-74 BMG-80 BSG-48 BSG-74	Solid Door Refrigerators MBR23-S MBR49-S MBR72-S MNR241SSS/0 MNR241SSS/0X MNR242SSS/0 MNR242SSS/0X MNR522SSS/0 MNR522SSS/0X MNR524SSS/0X MNR803SSG/0 MNR803SSG/0X MNR803SSS/0 MNR803SSS/0X MNR806SSS/0 MNR806SSS/0X	Glass Door Merchandiser Freezers BLG-27HD BLG-48HD BLG-52HD BLG-74HD BLG-80HD Solid Door Freezers MBF23-S MBF49-S MBF72-S MNF241SSS/0 MNF522SSS/0 MNF803SSS/0



PARTNERS IN SUCCESS:

William D. Finn Centre for Forensic Medicine Halifax, Nova Scotia

Two years ago when Duane Giffin of Copperfield Agencies made a cold call to local government architects in Halifax, Nova Scotia, he could not have imagined that the meeting would lead to business of "Titanic" proportions. At the time of Duane's visit, the architects were in the process of designing the new Dr. William D. Finn Centre for Forensic Medicine. The forensic centre is named after Canada's first medical examiner, recognized for his expertise during the Halifax Explosion and Titanic disaster.

The goals for the centre included building to gold certification under the Leadership in Energy and Environment Design Program (LEED). The centre, which began operations in December 2012, was completed on time and on budget and features innovative green technology.

Duane worked with the architects to comprehensively think through the design of the mortuary wing which ended up saving both time and money on the project. The main autopsy area is designed to double its operating capacity in cases of multiple emergencies by utilizing an adjacent area that can be accessed by opening partitioned walls. "Everything fit the first time around thanks to Master-Bilt," says Duane. "The biggest challenge of the project was the need to fit the cold rooms around some massive structural beams. The architects were impressed with the Master-Bilt product and really liked the fact that the built-in gaskets required no caulking."

The metal finish on the room panels was another important aspect of the project. Master-Bilt supplied a stainless finish for the walls, bright white for the ceiling panels to improve the lighting, and galvanized material on the outer walls. The architects opted for energy saving hands-free sliding doors designed to accommodate gurneys. In part, the energy savings comes from the automation of the doors, ensuring that they stay closed when not in use.

Another area targeted for energy savings was temperature control. The Master-Bilt Master Controller Reverse Cycle Defrost system is a key energy saving feature on the project. Shawn MacDow of MacDow Mechanical Limited performed the installation. "The equipment is well constructed and the Master-Bilt Master Controller saves on both time and energy costs," says Shawn. It saves on time because you can do several things all in one place versus individual controls and the automatic functions of temperature control, defrosting, and temperature sensors, provide enormous energy savings. "

While this may not be a typical cold room, it highlights the versatility of Master-Bilt product and shows how flexible its application no matter what the actual application might be.

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