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# AAI™ Grocery Trial

Inspired TEC was deployed in a retail grocery store located in Eastern Ohio.

Units were installed in the following areas:

- Produce display Cases
- Meat and Deli Cases
- Walk-in Produce, Deli, Meat, Bakery, Dairy Coolers
- Meat Cutting Room

The store was a franchisee of a large regional chain and data was recorded over a 1 year period to determine the impact on several key indicators.

The following results were obtained:

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## AAI™ Grocery Results

Test Criteria	Pre-Installation Data	Post Installation 1 year results
Shrink Percentage Produce, Fresh Meat & Deli	2.3%	Less than 1%
Customer Perception	No Comments Noted	Many unsolicited comments regarding the “freshness” of the store.
Employee Perception	Issues with odors in fresh meat/fish areas and in the walk-in cooler.	Noticeable improvement, especially in the meat/fish areas.
Maintenance	Periodic cleaning of cooling coils.	Frequency of cleaning reduced by 70%.
Customer Perception		Perishable foods last longer.

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# AAI™ Grocery Trials

## Conclusions

Additional benefits are being evaluated which include:

- Reduced Employee sick time.
- Reduced chance of food born contamination (note this store has had no known pre Inspired TEC or post food born contamination to date). The owner has stated he goes home not worrying about a food born incident as he would prior to installing the Inspired TEC Technology.

At the 1st end of year review of costs, shrink savings and system benefits meeting, the store owner was quoted as saying: "Knowing what I paid and zero maintenance (one cell replaced under warranty) and the amount of electricity used (not measureable), if an employee would leave the ceiling lights on one extra hour in the grocery department one time a year would be more electricity than this whole system used for the year. Again the knowledge of what I paid, the savings and benefits received; if you walked in here today quoting a price of double what I spent I would not hesitate to purchase this system".

# AAI™ Grocery ROI Projections

Store Size	45,000	Sq. Ft.	Approximate Equipment Cost			\$ 25,054	
Department	Department Shrink %	Average Annual Sales	Shrink \$	Adjusted Dept. Shrink	Adjusted Dept. Shrink \$	50% Redux Shrink	25% Redux Shrink
Produce	4.8%	\$ 1,708,792	\$ 82,022	3.6%	\$ 61,517	\$ 30,758	\$ 15,379
Meat	4.1%	\$ 2,278,390	\$ 93,414	3.1%	\$ 70,060	\$ 35,030	\$ 17,515
Deli	7.8%	\$ 949,329	\$ 74,048	5.9%	\$ 55,536	\$ 27,768	\$ 13,884
Seafood	6.2%	\$ 379,732	\$ 23,543	4.7%	\$ 17,658	\$ 8,829	\$ 4,414
Floral	5.1%	\$ 189,866	\$ 9,683	3.8%	\$ 7,262	\$ 3,631	\$ 1,816
<b>TOTAL</b>	<b>5.1%</b>	<b>\$ 5,506,109</b>	<b>\$ 282,710</b>	<b>3.9%</b>	<b>\$ 212,033</b>	<b>\$ 106,016</b>	<b>\$ 53,008</b>