



## Healthy Retail Access Program Application City of Madison



### APPLICANT INFORMATION

Primary Contact Name: Ceesay Dukuray

Total Project Amount: \$74,613.91

Healthy Retail Funds requested: \$30,000.00

Agency/Organization/Group Name (Legal Entity Name) and Address:

International Market 4261 Lien Road Madison, WI 53704

Ceesay Dukuray

Telephone #: 608-819-8333 Cell 608-333-7899

Email: Internationalmarketmadison@gmail.com

Applying as a:

☒ Retailer

☐ Non-Retail Organization

Are you a SNAP-approved retailer through the US Department of Agriculture (USDA)?

☒ Yes USDA FNS #: 0619945

☐ No - if no, do you plan on becoming a SNAP-approved retailer? 0619945

### PROJECT INFORMATION

You may attach additional information at the end of this application. Photographs, price estimates, testimonials, and other secondary sources are **highly** recommended.

1. Please describe, in detail, the proposed project (500 word maximum):

International Market opened in July of 2017. A new floor will be put in the store, since the previous floor has had some water damage. A new electric panel will be installed to meet the needs of the new refrigeration. The meat saw needs to be in a more suitable area and will be moved to the section with new washable walls. There will be an entry to the new freezer from the meat room and the saw will be located behind the new eight foot meat case to offer special cuts.

Ceesay started with dry goods and expanded to some frozen items. The refrigerated cases that were purchased used have needed a lot of repair. A 12 x 8 walk-in freezer with seven glass merchandising doors will be added. A new True three door merchandiser will be added for produce and dairy products. The current store shelving will get additions and extensions. The back room will have storage shelving added.

A new label printing scale with software for putting in ingredients will comply with labeling and weight regulations for meat and produce sales. This will weigh up to 60 lbs and ensure that incoming product is the correct weight. That is a way many grocers lose money on incoming products not being accurate or by theft.

Additional shelving in the store and backroom will provide room for new products. New shelf tags will provide readable product descriptions and pricing so everything will scan. Barcodes for specialty items will be purchased.

Quick Books purchase and training will ensure better management of the updated International Market that provides African and other ethnic specialty items.

2. What are the top three objectives of this project? Please refer to the HRAP program goals below: (500 words maximum)
- Increasing healthy food access to low-income individuals and families
  - Supporting food enterprise development and entrepreneurship
  - Increasing healthy food choice and improving health outcomes
  - Increasing culturally appropriate foods in identified Areas of Focus

*Examples:*

1. *Become a certified SNAP-approved retailer within 6 months of receiving funding*
2. *Increase fresh food inventory by 25% within the first year*

International Market was started by Ceesay in 2017 with money she saved working 10 years at Walgreens Distribution center. Ceesay listened to what customers wanted and has continuously increased store inventory. Customers have requested fresh dairy products and produce, but those items take extra knowledge and very careful care. Time has been spent acquiring that knowledge and Ceesay is making a commitment to bring those products to the store.

Local produce can be purchased now in season from the Farmers Markets and small distributors with some being fresh frozen to offer after the season is over. The new three door cooler will have fresh produce and dairy products. Fresh meat will be offered in the new eight foot meat case and cuts can be made at the customers request.

International Market will now offer more Hispanic products, which people have requested.

International Market will advertise that they are a SNAP store. Recipes for healthy foods made with the fresh produce will be available for customers to also try the assortment of ethnic diverse products.

This store has the ability to cater to their customers and that is how Ceesay has built the business from scratch.

**3. LETTERS OF INTENT AND SUPPORT ARE STRONGLY RECOMMENDED – PLEASE ATTACH**

- **Letters of Intent** provide commitment from a partner showcasing their intent to provide services towards project goals
- **Letters of Support** conveys enthusiasm for the project from community stakeholders.

Martee's Consulting LLC - Martee Mikalson will provide one year of continued support to International Market. This will include, but not limited to, direction for accounting, product knowledge, connections to suppliers, merchandising support, and complying with local and state sanitation codes.

Dane Buy Local - Lauri Lee will supply help with connections to Quick Books, bookkeeping, marketing and additional opportunities for local grants.

David Blust, the International Market landlord, has offered rent credits and additional financial support for the project.

4. Do you want to be connected to the City of Madison Office of Business Resources to learn more about business development?

- ☒ Yes  
☐ No

If so, please indicate your areas of interest below and staff will follow-up with you:

- ☒ Business plan development/update  
☒ Marketing assistance  
☐ Financial planning  
☐ Grant-writing assistance  
☐ Market research  
☐ Bookkeeping  
☒ Social Media  
☐ Certification and Licensing  
☐ Other

Please provide a general timeline in the table below:

Activity Description	Estimated Start and Completion Dates
Washable Walls for the meat department	8/20/20 - 8/30/20
New Floor installed in store	9/14/20- 9/30/20
New electric panel installed for meat saw & freezer	9/20/20 -9/30/20
Shelving expanded in store and back room	10/1/20 -10/17/20
New True case arrives and produce and dairy sales begin	10/1/20 - 10/15/20
Shelving added to the store and new price tags	10/1/20 - 10/30/20
New freezer installed and meat case arrives	10/19/20 - 10/30/20
Hispanic inventory, meats and produce will be added	10/30/20 - 12/1/20

**BUDGET SUMMARY**

Please include a project budget that includes:

- Construction costs
- Materials costs
- Labor costs
- Descriptions for how City dollars would be utilized
- Itemized list of any in-kind donations from other funders, lenders, or supporters that are contributing to the project.
- Attach: Price estimates for all City funding requests

Item	Description	Total Cost	Amount of City Dollars Requested	Amount of Other Revenues/In-kind Support
<i>Example: Cooler</i>	<i>Walk-in 6x10</i>	<i>\$5,000</i>	<i>\$5,000</i>	<i>\$0</i>
<i>Example: Labor for Cooler Install</i>	<i>6 hours</i>	<i>\$750</i>	<i>\$0</i>	<i>\$750</i>
New flooring	Tile	2000.00	0	Landlord \$2000.
Flooring labor	Install tile	2725.00	0	Landlord \$2725.
FRP wallboard	board cost	360.00	0	Int. Mkt \$360.
Install wallboard	13 hours	390.00	0	Int. Mkt \$390.
Consulting Service	100 hours	5000.00	0	Martee's Consulting In Kind
Freezer	Walk-in with glass doors	38308.00	25,000.00	Int. Mkt \$13,308.00
Freezer install	33 hours	4200.00	0	Int. Mkt \$4200.
Cooler	True 3 door cooler	5407.95	5,000.00	Int. Mkt \$407.95
Update Electric	36 hours	4747.50	0	landlord \$4757.50
Hole in roof	4 hours	527.50	0	landlord \$527.50
CAS Scale	Programing & training fee	200.00	0	Martee's Consulting In kind
Shelving		1545.00	0	Int. Mkt \$1545.00
Meat case	with Shipping	9202.96	0	Int. Mkt \$9202.96
Total Costs		\$74,613.91	\$30,000.	\$44,613.91

## **SUPPLEMENTARY MATERIALS (Optional)**

Please include any additional materials that may clarify, strengthen, or support your application. **Photographs, price estimates, testimonials, and other secondary sources are highly recommended.** Additional materials can also be attached as appendices via Word Doc, PDF, Excel spreadsheet, etc

See attached Letters of support

NEDC

Dane Buy Local

Martee's Consulting LLC

Sales projections

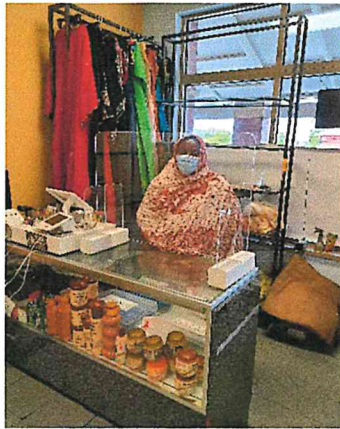
Store pictures

Kessenichs price estimates

Assurance Electric quote

Shelving Quote





Ceesay at front counter



Shelving will be tagged with  
Pricing so items will scan



Walls will have pictures from Africa



Shelves will have wire guard rails



Storage will be on Shelves



The beginning of the meat room  
walls just finished Aug 29, 2020



2801 International Lane, Suite 110  
Madison, WI 53704

August 28, 2020

To Whom it May Concern:

This is a letter of support for International Market at 4261 Lien Rd Suite Q, Madison, WI 53704 owned by Ceesay Dukuray.

International Market is part of the new Dane Buy Local business mentoring program to help businesses stay in business during and after the pandemic. The program offers professional services at affordable pricing for website and social media, and bookkeeping/accounting. Free services include business mentoring and help with marketing and signage.

Ceesay has a strong desire to grow her business and is willing to do what is needed to stabilize and grow her business.

Sincerely

A handwritten signature in black ink, appearing to read "J. Colin Murray".

J. Colin Murray  
Executive Director | Dane Buy Local



August 28, 2020

1219 N. Sherman Ave.  
Madison, WI 53704

To Whom it May Concern:

The Northside Economic Development Coalition (NEDC) supports International Market, 4261 Lien Rd Suite Q, Madison, WI 53704 owned by Ceesay Dukuray for a grant application.

The NEDC assists the small business community by fostering a more prosperous business climate and business mentoring. International Market is an important asset to food innovation for the North and East sides of Madison.

The store is greatly needed to support the growing needs of the multicultural population and Gambians living in these communities. Specialty dry goods are imported from The Gambia region that are not available anywhere else. Ceesay would like to expand to fresh produce and meat, but needs extra refrigeration to do offer those items. This store has a special niche in the Madison community. Customers come in to be able to discuss things in their native language. Ceesay also offers traditional African clothing which is difficult to find anywhere else.

Sincerely,

Lauri Lee  
Northside Economic Development Coalition Co-Chair  
Northside Planning Council Executive Board Vice-Chair

[lauri@northsidemadison.org](mailto:lauri@northsidemadison.org)  
(608) 334-4969





## Quote

08/30/2020




**To:**  
International Market  
Cee Say  
4261 Lein Rd. Suite Q  
Madison, WI 53704  
608-333-7899 (Contact)

**Project:**  
International Market  
4261 Lein Road  
Madison, WI 53704

**From:**  
Kessenich's Ltd  
Martee Mikalson  
3226 Progress Road  
Madison, WI 53716  
608-249-5391  
(608)843-0515 (Contact)

Job Reference Number: 13860

Item	Qty	Description	Sell	Sell Total
1	1 ea	<b>FREEZER</b> Custom Model No. FREEZER W/GLASS DOORS 1 1 Freezer (NSF) Overall Dimensions: 9'-0" x 12'-0" x 8'-0" 1/4", Refrigeration Freezer, 1 2 HP 2 - 5 YR Extended Compressor Warranty, 1 Freezer Compartments: Freezer Interior Dimensions: 8'-4" x 11'-4" x 7'-4 5/8", Walls: 4" Class 1 - Foamed in place Urethane, Exterior: Galvalume - Embossed 26 Ga, Interior: Galvalume - Embossed 26 Ga, Ceiling: 4" Class 1 - Foamed in place Urethane, Type: Standard, Attachment: Lock Down Exterior: Galvalume - Embossed 26 Ga, Interior: Galvalume - Embossed 26 Ga Floor Application: 4" Class 1 - Foamed in place Urethane, Type: Standard 1000# ERA, Finish: Aluminum - Smooth Aluminum .100, Compartment Accessories: Qty UoM Description, 12 ea Suspended Ceiling Support Adder Refrigeration: 1 ea KPC199LOP-2EP, PC199LOP-2EP, 208-230/60/1, 2 HP, R404A, Low Temp Standard Plus, w/Headmaster Pre-Charged Air Cooled Hermetic Condensing Unit, Amps: 18.1, Ambient Temperature: 95 Includes Head Pressure Control Valve (Headmaster), Amps: 18.1, Ambient Temperature: 95 1 ea KEL26-090-2EC-PR-4, EL26-090-2EC-PR-4, 208-230/60/1, R404A, Low Temp, Electric Defrost, Standard Unit Cooler, Amps: 9.8, One year parts and labor included Refrigeration Accessories: Qty UoM Description, Opening: 7'-3 3/4" x 6'-7 1/8", Door/Opening Accessories: Qty UoM Description 1 Ea Set of 3 (28"x79") CDS Freezer doors, CDS black finish, CDS black handle, Gravity flow shelving, Opening: 9'-8 1/2" x 6'-7 1/8", Door/Opening Accessories: Qty UoM Description, 1 Ea Set of 4 (28"x79") CDS Freezer doors CDS black finish, CDS black handle, Gravity flow shelving, Door: 34" x 78" Right Swing Out, Recessed 0" with 0" Leveling Sand and 0" Tile & Grout. Frame: Exterior: Galvalume - Embossed 26 Ga, Interior: Galvalume - Embossed 26 Ga, Plug: Exterior: Galvalume - Embossed 26 Ga, Interior: Galvalume - Embossed 26 Ga, Door/Opening Accessories: Qty UoM Description, 1 ea Handle - Kason 27C Brushed Chrome 1 ea Door Closer - Kason 1094 Brushed Chrome, 1 ea Thermometer - 2 inch Dial w/6' Lead (STD), 1 ea Switch - Pilot Light Included UL (STD), 1 ea Vent - Pressure Relief, Heated Kason 1825 (STD), 1 ea Ramp - Interior 34x20, 2.83 If Threshold, Stainless Steel 14 ga, 1 ea Heater Wire, 5 Watt / FT 2 ea Hinge - Kason 1346 Brushed Chrome Adjustable (Spring Assisted) 1 ea Light Fixture - Kason 1803 LED w/Bulb, Globe & Nightlight 120V (STD)	\$34,418.76	\$34,418.76
<b>ITEM TOTAL:</b>			<b>\$34,418.76</b>	

Item	Qty	Description	\$6,693.68	Sell Total
2	1 ea	<b>DISPLAY CASE, RED MEAT</b> Howard-McCray Model No. SC-CMS34N-8-BE-LED Red Meat Service Case, double duty, stand alone design 96"W, self-contained refrigeration, full length gravity coil system, upper & lower compartments, stainless steel top, black exterior & white interior, LED lighting, 1/2 HP, 115v/60/1-ph, 16.0 amps 		\$6,693.65
	1 ea	1 year parts & labor warranty, standard		
	1 ea	5 year limited compressor warranty, standard		
	1 ea	Black exterior front & ends white exterior rear, standard		
	1 ea	White interior, standard		
	1 ea	Black 1" Boston Brand Bumper, standard		
	1 ea	SHELFLIGHT-34N-8 Up to (2) Rows of Lights, per 8' shelf	\$306.85	\$306.85
	1 ea	MEZZ-8-34 One Row of Shelves with Brackets 2 - 4 ft. set	\$324.38	\$324.38
	1 ea	PIL-8-34 Pilaster to Hold The mezzanine Shelf, (2) sets for 8 ft. case	\$141.73	\$141.73
	1 ea	DT Digital Thermometer	\$125.66	\$125.66
	1 ea	DWS-836 Drop Work Shelf, 8" x 36"	\$238.17	\$238.17
	1 ea	RM-8 LED Red Meat Bulbs, for 8 ft. case on top	\$197.75	\$197.75
		<b>ITEM TOTAL:</b>		<b>\$8,028.19</b>
3	1 ea	<b>FREIGHT QUOTE</b> Howard-McCray Freight quote # 06162020-PRI1-KL Freight quoted to Kessenichs No special services included Freight quote expires 7-16	\$695.00	\$695.00
		<b>ITEM TOTAL:</b>		<b>\$695.00</b>
4	1 ea	<b>REFRIGERATED MERCHANDISER</b> True Manufacturing Co., Inc. Model No. GDM-69-HC-LD Refrigerated Merchandiser, three-section, (12) shelves, (3) Low-E thermal glass sliding doors, LED interior lights, powder coated steel exterior, white interior with stainless steel floor, leg levelers, R290 Hydrocarbon refrigerant, 1/2 HP, 115v/60/1-ph, NEMA 5-15P, 9.3 amps, cULus, UL EPH Classified, Made in USA 	\$5,126.43	\$5,126.43
	1 ea	NOTE: Commonly stocked model in black exterior, and white exterior; verify availability with factory		
	1 ea	Self-contained refrigeration standard		
	1 ea	Warranty - 7 year compressor (self-contained only), please visit <a href="http://www.Truemfg.com">www.Truemfg.com</a> for specifics (updated warranty sheet pending from True)		
	1 ea	Warranty - 3 year parts and labor, please visit <a href="http://www.Truemfg.com">www.Truemfg.com</a> for specifics		
	1 ea	Exterior: Black powder coated steel, standard		
	1 ea	Interior: White aluminum, standard		
	1 ea	Illuminated sign decal: S-TS-01 "TRUE Stripe" graphic, standard		
		<b>ITEM TOTAL:</b>		<b>\$5,126.43</b>
6		<b>PLUMBING &amp; ELECTRIC</b> All floor prep, plumbing and electric by separate contractor		
7	1 ea	<b>LABEL PRINTING SCALE</b> Penn Scale Model No. CL5500B-60 Label Printing Scale, bench style, 60 lb. capacity, dual range: 30-60 lb. x 0.01/.02 lb., LCD display, 50 standard/20 custom label formats, multiple barcode formats, 4000 PLU's & 1000 ingredients - max 2,100 characters, flash ROM, CL Works Pro software package, ethernet or optional wireless networking, legal for trade, NTEP certified, 100-240v/50/60/1-ph, 4 amp 	\$1,895.00	\$1,895.00
	1 ea	1 year warranty, standard		

Item	Qty	Description	Sell	Sell Total
	1 ea	PC54 Wireless Network Kit for CL5500 series		
			<b>ITEM TOTAL:</b>	<b>\$1,895.00</b>
			Merchandise	\$50,163.38
			Freight	\$1,268.68
			9600.00	\$4,200.00
			Subtotal	\$55,632.06
			Tax 5.5%	\$2,758.99
			Total	\$58,391.05

These prices do not include shipping or sales tax unless otherwise noted.

Unless noted otherwise, quotes are good for 30 days.

Order & Return Policy: Stock products may be returned unused and undamaged, in saleable condition with original packaging within 60 days from purchase for full credit. Non-stock/Special orders require signature and full payment (including freight and taxes) at time of order. Special order items returned unused and undamaged within 30 days from date of purchase will be charged a 30% restock fee plus return freight. Refunds will be available after Kessenich's receives the manufacturer's credit. Items not claimed within 6 months will be charged all manufacturer's restock fees. Custom-made products require signature and full payment (including freight and taxes) at time of order. Items are not returnable or refundable. Contact Kessenich's Ltd for full terms and conditions.

Services are available that include uncrating, unboxing, assembling, delivering and setting in spot of all equipment at owner's location by Kessenich's personnel. Please contact your Kessenich's salesperson for a quote. All plumbing, electrical and other installation work to be done by appropriate trades and are owners responsibility.

Acceptance: \_\_\_\_\_ Date: \_\_\_\_\_

Printed Name: \_\_\_\_\_

Project Grand Total: \$58,391.05



**Nic Sweatt**  
**Master Electrician**

P.O. Box 14032  
Madison, WI 53708  
Phone 608-287-6391  
aes.nicsweatt@gmail.com



**ASSURANCE**  
**Electrical Services**

The Right Way. The Right Price.  
www.assuranceelectricalservices.com

**Estimate**

Date	Estimate #
8/6/2020	0804

Name / Address	
Kessenich Martee Mikalson 3226 Progress Road Madison, WI 53716	
Project	
International Market	
Description	Total
Installation and provision of new 3 phase 100 amp 120/ 208v sub panel	4,500.00
Installation and provision of circuit wiring for walk in freezer unit cooler 208-230 volt 15 amp circuit wiring (EL26-090-2EC-PR4)	
Installation and provision of circuit wiring for freeze condensing unit on rooftop with disconnect 208-230 volt 35 amps (MOPD) (PC199OP-2EP)	
Installation and provision of circuit wiring for receptacle outlets for 2 coolers 120 volt 15 amps (GDM-69-HC-LD)	
Installation and provision of circuit wiring for meat saw (3 phase 208v 20 amp)	
Not included - Proposal does not include any unforeseen work required to correct NEC and Building code violations  - All carpentry, structural, drywall, and plaster repair is not included  All material is guaranteed to be as specified and completed in a substantial workmanlike manner for the amount of Four Thousand Five Hundred dollars (\$4500.00).  Payment to be as follows: 100% of total price due upon completion. Interest will be charged at the rate of 1.5% per month on balances due over 30 days.	0.00
<b>Total</b>	





5350 N. Sherman Blvd.  
Milwaukee, WI 53209

Quote  
SOLD TO: Martee's Consulting LLC  
3810 Robin Hood Way  
Madison, WI 53718

PHONE: 608-843-0515

FAX:

DATE: August 26, 2020

SHIP TO:

PHONE:

FAX: martee.milk@charter.net

CONTRACT: Martee Milkelson

QTY	DESCRIPTION	DELIVERY <input type="checkbox"/>	PICKUP <input checked="" type="checkbox"/>	PRICE	TOTAL
1	8ft Used Lozier Wall Section: Color-Standard Lozier Platinum (Almond) - 84" High - 16" Base Deck (You have to anchor a couple of the uprights into the wall because of the 84" height & 16" Base Deck - Pegboard Backs - 14/ 13"x48" Upper Shelves 17 Per Section			195.00	\$390.00
25	13"x48" Used Lozier Upper Shelves			12.00	300.00
12	18" Used Lozier Upright Extensions - They are 12" with 6" Pieces. They were ordered from Lozier-like this			22.00	264.00
1	12" Used Lozier Upright Extension			22.00	22.00
30	Chrome 48" Fencing - 25/3"x48" & 5/6"x48"			7.00	210.00
About a week to have ready & then we'll hold for pickup. This will look very very good.					
					1186.00
					Tax 59.30
					1245.30

I HAVE THE AUTHORITY TO ORDER THE ABOVE WORK AND DO SO ORDER AS OUTLINED ABOVE. IT IS AGREED THAT THE SELLER WILL RETAIN TITLE TO ANY EQUIPMENT OR MATERIAL FURNISHED UNTIL FINAL & COMPLETE PAYMENT IS MADE AND IF SETTLEMENT IS NOT MADE AS AGREED, THE BUYER SHALL VOLUNTARILY RETURN FIXTURES OR EQUIPMENT TO FIXTURE MART, INC. UPON FIXTURE MART'S REQUEST, THE SELLER SHALL HAVE THE RIGHT TO REMOVE SAME AND THE SELLER WILL BE HELD HARMLESS FOR ANY DAMAGES RESULTING FROM THE REMOVAL THEREOF. FIXTURE MART SHALL BE HELD WHOLE HARMLESS FOR ANY AND ALL WORK PERFORMED BY ANY AND ALL SUB CONTRACTORS.  
FINANCE CHARGE 1-1/2% PER MONTH WHICH IS ANNUAL PERCENTAGE RATE OF 18% CHARGED ON PAST DUE ACCOUNTS. BUYER ACKNOWLEDGES THAT HE HAS INSPECTED THE ITEM(S) WHICH HE HAS PURCHASED AND ACCEPTS AS IS, WHERE IS, NO WARRANTY OR GUARANTEE. FIXTURE MART IS NOT RESPONSIBLE FOR MANUFACTURERS' DELAYS.  
ALL SALES ARE FINAL! NO RETURNS OR EXCHANGES ON DAMAGED OR MISORDERED ITEMS WITHOUT WRITTEN AUTHORIZATION.  
THE FIXTURE MART IS A TRADE NAME FOR WISCONSIN EQUIPMENT AND FIXTURE MART, INC A WISCONSIN CORPORATION. ALL CONTRACTS AND TRANSACTIONS ARE WITH SAID CORPORATION.

#### CONSTRUCTION INFORMATION

- CUSTOMER ACTS AS OWN GENERAL CONTRACTOR.
- FIXTURE MART, INC WILL EXPEDITE JOB WITH CUSTOMER.
- SIGNATURE UPON THIS INVOICE GRANTS EXPEDITE PERMISSION TO FIXTURE MART, INC.
- FIXTURE MART, INC. IS NOT RESPONSIBLE FOR ANY SUB CONTRACTOR WORK OR PAYMENT TO SUB CONTRACTOR. CONTRACT BETWEEN CUSTOMER AND SUB CONTRACTOR IS A DIRECT CONTRACT AND CUSTOMER PAYS SUB CONTRACTOR DIRECTLY.
- UPON SIGNATURE OF THIS INVOICE, ALL TERMS AND CONDITIONS ARE AGREED UPON AND ARE NON-CANCELABLE WITH FIXTURE MART, INC.
- CUSTOMER WILL BE CHARGED A \$25 PER DAY STORAGE FEE FOR ANY/ALL PURCHASED NEW AND/OR USED EQUIPMENT AND/OR FIXTURES, ETC. STORED BEYOND FIVE (5) BUSINESS DAYS, AFTER PURCHASE. NO EXCEPTIONS.
- UPON ANY COLLECTION OF MONEY OWED FIXTURE MART, INC. CUSTOMER WILL BE RESPONSIBLE FOR ANY/ALL LEGAL AND/OR COLLECTION FEES INCURRED BY FIXTURE MART, INC.

PHONE

(414) 431-0849

Signature

INTERIOR DESIGN AND CONSTRUCTION SPECIALISTS

ASK ABOUT OUR "LEASE TO OWN" PROGRAM. "One Stop Shopping at the Fixture Mart"



**Howard-McCray****Product Specifications Sheets****34N Series Double Duty  
Red Meat**

Shown with Optional Mezzanine Shelf



Shown with Optional Mezzanine Shelf

Model No.	Description	Length	Depth	Height	Voltage	Amps	HP/BTUs	Power Cord	Est. Ship Weight
SC-CMS34N-4-LED	Self Contained	48"	36.25"	55"	115	12.0	1/4	5-15P	530
SC-CMS34N-6-LED	Self Contained	72"	34.25"	55"	115	12.0	1/3	5-15P	741
SC-CMS34N-8-LED	Self Contained	96"	34.25"	55"	115	16.0	1/2	5-20P	897
SC-CMS34N-10-LED	Self Contained	120"	34.25"	55"	115	13.8	1/2	NO	1150
SC-CMS34N-12-LED	Self Contained	144"	34.25"	55"	115	17.4	3/4	NO	1414
R-CMS34N-4-LED	Remote	48"	34.25"	55"	115	0.8	1400	NO	497
R-CMS34N-6-LED	Remote	72"	34.25"	55"	115	1.3	2100	NO	693
R-CMS34N-8-LED	Remote	96"	34.25"	55"	115	1.6	2800	NO	832
R-CMS34N-10-LED	Remote	120"	34.25"	55"	115	2.4	3500	NO	1089
R-CMS34N-12-LED	Remote	144"	34.25"	55"	115	2.4	4200	NO	1359

MODEL NUMBER PREFIX - SC = Self Contained R = Remote

MODEL NUMBER SUFFIX - W = White B = Black S = Stainless Steel LED = LED lighting

- Cases are designed to operate at 75 degrees Fahrenheit and 55% relative humidity
- Cases are equipped with drains; check your local building codes for connection requirements.
- Specification subject to change without notice

IF COLORS ARE MIXED AN ADDITIONAL CHARGE WILL APPLY

**R KCL**  
 REVIT<sup>®</sup> ENGINEERING
**Howard-McCray**

A Division of HMC Enterprises LLC • 831 East Cayuga St • Philadelphia, PA 19124 USA

(215) 464-6800 • 1-800-344-8222 • Fax (215) 969-4890 • E-Mail: sales@howardmccray.com • www.howardmccray.com



RETAIL WEIGHING SOLUTION™



# CL-5500 SERIES

## Label Printing Scale

- Dual Range 30 lb & 60 lb Capacities
- 4,000 PLU's with Ingredients Messages Standard
- Ethernet Built-in - Optional Wireless Networking
- 45 Standard Label Formats - 20 Custom Label Formats
- Legal for Trade - COC # 07-042A4

**Wireless  
Networking  
Available!**



**CAS**  
www.cas-usa.com





## CL Works Pro - PC Software



### Data Editing

CL-Works Pro offers an easy-to-use data editing solution for businesses in supermarkets, grocery stores, delicatessens, and other retail markets. Manage all retail activities from PLUs to label formats.

### Data Analysis

CL-Works Pro provides solution for analyzing sales data quickly, easily and accurately. The accumulated data would become an asset for users who want to get deeper insights from the data in order to make better predictions.

### Compatibility

CL-Works Pro is compatible with all CL Series Label Printing Scales that use the most recent firmware. Control multiple scales remotely and efficiently manage your retail process.

- Easy PLU management control for all scales
- Simple PLU import & export
- Manage PLU's in multiple departments
- Supports WEP, WPA, & WPA2 Encryption

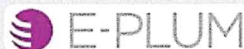
### Networking Capabilities

- TCP/IP Communications
- 100 Base T Ethernet (Built-in)
- Optional IEEE 802.11g/n Wireless



### Compatible Popular Scale Management Software Packages\*

If you use either Applied Data Corporation's InterScale Scales Manager or Invatron's E-Plum to manage your scales, then you can easily add the CAS CL Family of Label Printing Scales to your network!\*



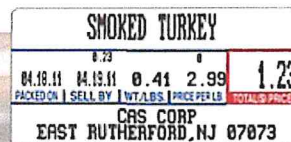
\*E-Plum Scale Management Software is owned and sold by Invatron Systems Corp. For more information, please visit [www.invatron.com](http://www.invatron.com). InterScale Scales Manager is owned and sold by Applied Data Corporation. For more information, please visit [www.applieddatacorp.com](http://www.applieddatacorp.com).

## Labels

- 45 Standard Labels
- 20 Custom Labels

### Available Printed Elements

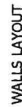
- Ingredients
- Nutrition Facts
- Graphics
- Sales Discounts
- Multiple Languages
- And More!



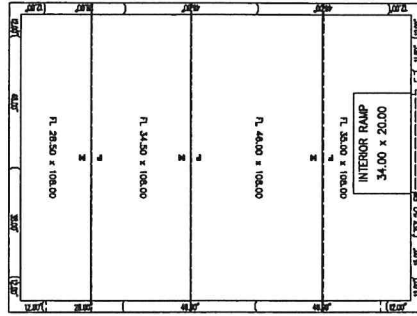


U.S. NSF

OVERALL SIZE: 9'-0" X 12'-0" X 8'-0 1/4"

[illegible]

## 1 FLOORS LAYOUT



⑤

**SMOOTH FINISH DISCLAIMER**

panels with non-textured and/or non-profile panel finishes (smooth finishes) on the exterior and interior faces may exhibit "oil canning" and flatness imperfections on the surface. Our standard panels have a stucco embossed texture on both faces that helps to reduce oil canning and any other irregularities in the exposed surface. Please be aware of this potential situation in your specification process. Such "oil canning" and flatness issues are typical and are not covered under standard warranties.

☐ APPROVAL- NO CHANGE REQUIRED, MANUFACTURE AS DRAWN.

☐ **APPROVED AS NOTED**- MAKE REQUIRED CHANGES AND MANUFACTURE AS DRAWN.

☐ **NOT APPROVED**- DESIGN CHANGES REQUIRE DRAWING REVISION AND RESUBMISSION.

# !ATTENTION

[illegible]

[illegible][illegible]

OFFSET 3.25  
34.00" ± 78.00"  
57.50" ± 88.25"  
DW-1

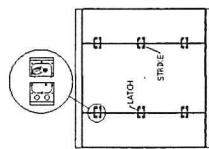


Diagram illustrating a 100's spaced 627 O.C. (On-Chip) configuration, showing two adjacent cells connected by a central line, with internal wiring details.

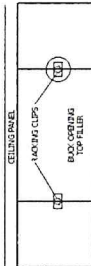
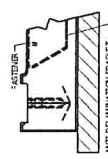
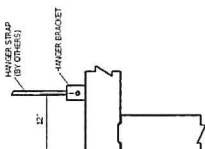
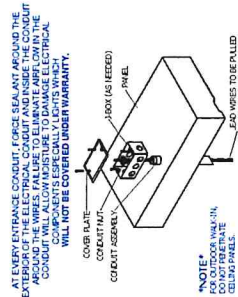
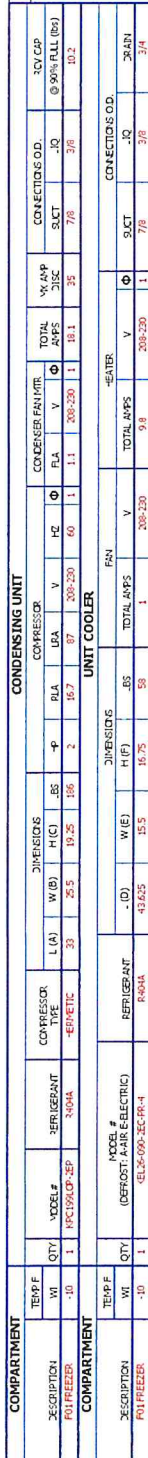
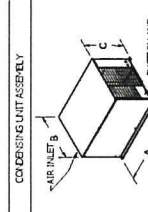


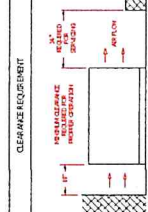
Diagram showing the installation of the ceiling panel. It illustrates the panel being lowered into place, with "TACKING CLIPS" used to secure it to the "BULK CEILING TOP FILLER".



A technical diagram showing a cross-section of a hanger strap and bracket. The hanger strap is a thin, flat metal piece with a hole at one end. It is shown passing through a bracket, which is a larger, L-shaped metal piece. The bracket has a vertical flange and a horizontal flange. The hanger strap is positioned horizontally, passing through the vertical flange of the bracket. A dimension line indicates the distance from the center of the hole in the hanger strap to the edge of the bracket's vertical flange, which is labeled as 1 1/2". Labels with leader lines point to the "HANGER STRAP (BY OTHERS)" and the "HANGER BRACKET".

[illegible][illegible]

A 3D perspective diagram of a condensing unit assembly. It is a rectangular box with a textured top surface. Dimension 'A' is indicated by a vertical line on the right side. Dimension 'B' is indicated by a horizontal line on the front-left face. Dimension 'C' is indicated by a horizontal line on the top surface.



	Name	Internationa											
	Start Yr	2020	Approx	Gross 30					Remodel	Starts	NEW REFR		
INCOME STATEMENT	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec	
	1	2	3	4	5	6	7	8	9	10	11	12	FALSE
% Mo	8.33%	8.33%	8.33%	8.33%	8.33%	8.33%	8.33%	8.33%	8.33%	8.33%	8.33%	8.33%	99.99%
SALES	20341	21010	35350	36457	41834	33882	37725	30944	25000	25000	38000	40000	385543
DIR COST OF SALES	14238	14707	24745	25619	29283	23717	26407	21660	17500	17500	26600	28000	269976
GROSS MARGIN	6103	6303	10605	10838	12551	10165	11318	9284	7500	7500	11400	12000	115567
Advertising/Promo													0
Auto & Travel	272	319	360	352	342	352	352	352	352	352	352	352	4109
Contract Services													0
Employee Benefits													0
Insurance	56	56	56	56	56	56	56	56	56	56	56	56	672
Leased Equipment													0
Legal / Accounting													0
Licenses & Permits	50	50	50	50	50	50	50	50	50	50	50	50	600
Office Expense/ Post													0
Operating Supplies													0
Rent	2000	2000	2000	2000	2000	2000	2000	2000	2616	2616	2616	2616	26464
Repairs & Maintenance	200	250	426	326	625	340	420	420	200	200	200	200	3807
Utilities/Telephone	850	845	850	850	900	900	900	900	900	900	900	900	10595
Packaging													0
Bank Fees	321	292	574	566	560	560	560	560	560	560	560	560	6233
Line of Credit													0
Payroll													0
Salaries (Owners)	1000	1000	1600	2400	2400	2400	2400	2400	2400	2400	2400	2400	25200
OPER EXPENSES	4749	4812	5916	6600	6933	6658	6738	6738	7134	7134	7134	7134	77680
EBITDA	1354	1491	4689	4238	5618	3507	4580	2546	366	366	4266	4866	37887