



FETCO[®]

Driven To Pioneer Innovation[™]

COMPANY PROFILE

FETCO®, located near Chicago, USA, is a manufacturer of the filter coffee equipment, coffee grinders, tea brewers, hot water dispensers, LUXUS® Thermal Dispensers, and serving carts for the Commercial Food Service Industry.

Founded in 1987 in Glenview, Illinois, FETCO® has dedicated its efforts to the design and manufacture of bulk coffee brewing systems as well as LUXUS® Thermal Dispensers which maintain brewed coffee's flavor and heat for hours. Nearly twenty years later, hundreds of thousands of dispensers have been manufactured, shipped and used worldwide yet our vision remains the same: brew and serve the freshest and hot-test coffee day-after-day.

FETCO® has been a leader and educator in the coffee industry for over 15 years. and our personnel have been selected, by the Specialty Coffee Association of America (SCAA), to serve on the Board of Directors, Technical Standards Committee, Conference and Exhibition Committee, Training Committee and Communications Sub-Committee. FETCO® holds over 50 patents on food service equipment. We have many industry firsts; such as our patented: gravity flow dispense system, removable hopper grinder, LUXUS® Thermal Dispensers, pre-wet cycle to help prepare coffee for extraction, intermittent spray shower, Pulse-Brew® Brewing, and Extractor® Coffee Brewers.

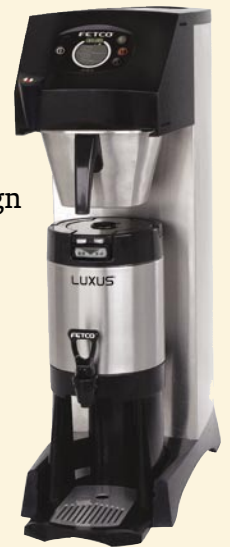
PRODUCT CATEGORIES

FETCO® will provide the following equipment:

FILTER COFFEE BREWERS

Recommended: Extractor® Coffee Brewing System, CBS-2021

Designed to achieve optimal extraction, this brewer incorporates unique spray head design and patented intermittent spray technology. The Extractor® Coffee Brewers give you the confidence that you will have an even and full saturation of your coffee bed. With intermittent spray coffee brewers, you decide whether a continuous shower or intermittent surges of water are best for your roasts. The Extractor® Coffee Brewing System incorporates features such as a Pre-Wetting Cycle, which can be turned on or off to assure even and thorough extraction of freshly roasted coffees, as well as, Low Temp/No Brew which maintains temperature throughout the entire brew cycle. Now with intermittent spray coffee brewers, contact time can be changed to yield different batch sizes while maintaining a consistent taste profile.



AIRPOTS/DISPENSERS

Recommended: L3D-05, 2.0 liter LUXUS® Thermal Dispenser

The L3D Series is the latest generation of LUXUS® Thermal Dispensers designed by FETCO®. This dispenser uses vacuum insulated technology to maintain the coffee serving temperature for a longer period of time with no pre-heating necessary. Furthermore, this dispenser is superior in holding consistent temperatures on partially full dispensers. Not only did we improve upon the holding time, but we have also incorporated some newly designed patent features. The L3D Series dispensers have a built-in Freshness Timer® that graphically counts time so only your operators know how long ago coffee has been brewed, not your customers. This timer counts every 15 minutes up to 4 hours. This series of dispensers, which have no sight gauge and a minimal, insulated faucet shank, incorporate a graphic Volume Indicator™. Finally, this



dispenser has a built-in drip tray and clear faucet guard for a nice, clean and safe look. Private labeling of your coffee program can be easily accomplished since there are no areas on the main body of the dispenser that will distract from your merchandising.

HOT WATER BOILERS

Recommended: 8 and 20 liter Hot Water Boiler

FETCO® hot water boilers provide high volume, steaming, hot water on demand, quickly and easily. Their ability to provide small to large quantities of hot water is an ideal solution for hundreds of applications including: the preparation of teas.

Standard Features Include:

- Consistent Water Volume
- All Electronic Components



DELIVERY TO THE EUROPEAN MARKETS

In 2001, in an effort to better serve our worldwide customers, FETCO® opened its new manufacturing facility near Warsaw, Poland. With its convenient location in Eastern Europe, FETCO® reaches our worldwide customers through a widespread distribution network. The Poland facility takes care of manufacturing and shipping FETCO® equipment to a number of European locations. Local distribution in either one of the mentioned countries is available by request. We dispatch shipments utilizing customer's preferred freight carriers or using our designated freight company.

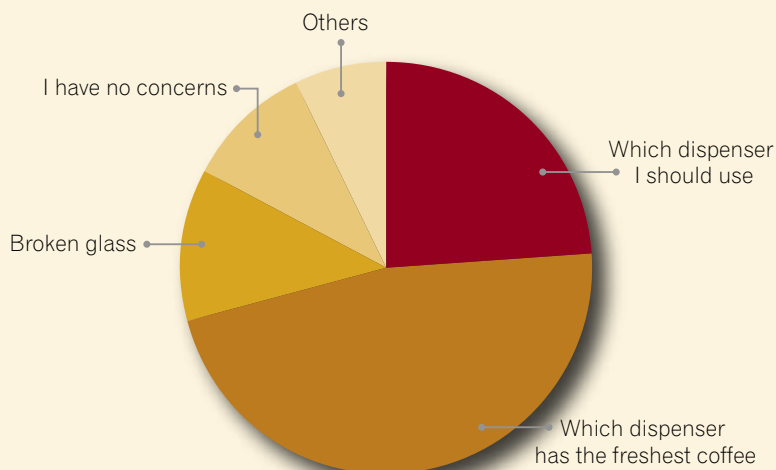
UNDERSTANDING THE CATEGORY

FETCO® has a thorough understanding of Hot Beverage category, as we have dedicated time and money to conduct in-depth research targeting the customers' perceptions of coffee equipment used in retail/convenience stores, specifically glass pots and thermal dispensers. The results of the study help our team better understand what customers pay attention to when evaluating the perceived freshness of the hot beverage sold at convenience stores.

Here are the results of our study:

- More than 3/4 of consumers surveyed said they drink coffee and nearly half of them purchase coffee outside of their home multiple times per week
- Nearly half of the consumers

With this style of coffee service, which of the following are concerns?

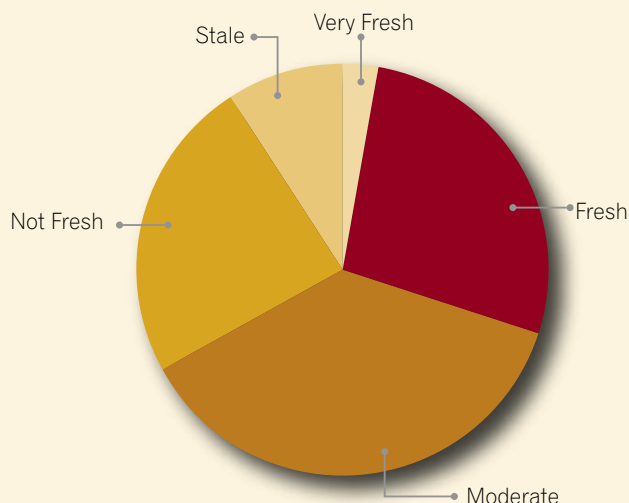


who drink coffee purchase it from a convenience store, and 40% of them do it multiple times per week or day

1) When presented with both thermal dispensers and glass pots at the same beverage station, consumers' greatest concerns were which container held the freshest coffee and which service to use. Nearly 60% said they would choose to serve themselves from the thermal dispenser.

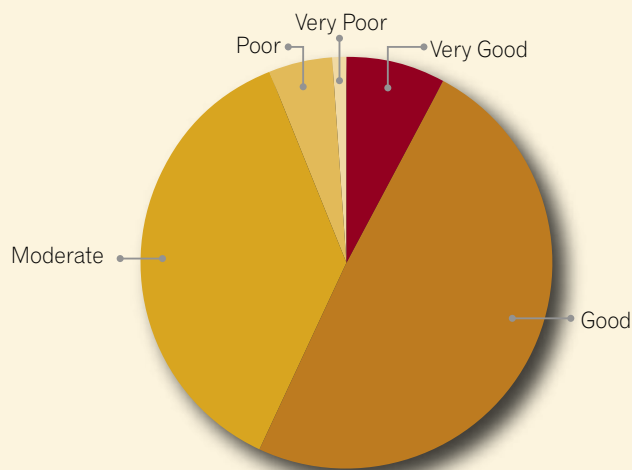
2) Coffee available in glass pots is largely considered "stale" or not "fresh"

How would you rate the freshness of the coffee served in this style?



3) Thermal dispensers and thermal dispensers with branded wraps were least likely to be pin-pointed for low overall quality of coffee.

How would you rate the overall quality of coffee served in this style?



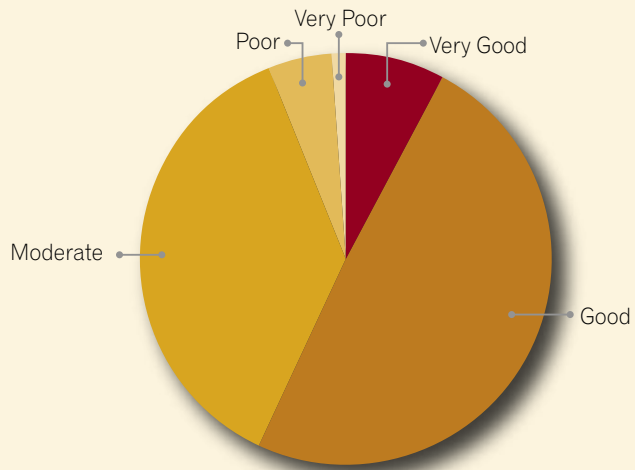
4) Overall, consumers more frequently had concerns about glass pots than concerns about thermal dispensers.

- Consumers' greatest concern about glass pots was the cleanliness of the equipment.
- Vulnerability of the coffee to contamination was also a significant concern about glass pots.

SUMMARY:

- The majority of consumers prefer thermal dispensers in convenience stores.
- When asked which style of coffee service they prefer, 61% said thermal dispensers only.

With this style of coffee service, which of the following are concerns?



- 20% of customers prefer glass pots only.
- 14% of customers preferred a combination of both glass pot and thermal dispensers at the same beverage station.
- Thermal dispensers with branded wraps were preferred over traditional thermal dispenser.

FETCO® ACTIVITIES & CUSTOMERS

FETCO® has a lot of recent experience with operations similar to Statoil, like ExxonMobil's "On-The-Run", Cumberland Farms, Connoco Phillips, and we work very closely with many independent convenience stores nationwide, helping them achieve their goals for a quality coffee program. FETCO® equipment and staff have helped to improve the following business aspects: flexibility of program with off-heat dispensing, merchandising of coffee program, driving an increase in sales revenues, achieving a different look, and the ability to serve different volumes of different coffees at different times of the day with the same piece of equipment.

FETCO® equipment can also be found at:

Hotels

Sheraton: all North American and many worldwide properties

Hyatt: all North American, many worldwide properties

Hilton: all North America, many worldwide properties

Shangri-La: Singapore, Malaysia, Hong Kong, Indonesia

Ritz-Carlton: many worldwide properties

Hampton Inn: all North American and Latin American properties

Holiday Inn/Crowne Plaza: all United Kingdom properties

Chains

Au Bon Pain, upscale sandwich/QSR: all stores in North America

Krispy Kreme: donut and coffee chain, all stores worldwide

ExxonMobil "On the Run", Cumberland Farms, Connoco Phillips: petrol station/convenience stores Quiznos, sandwich/QSR chain: all stores in North America

Coffee Heaven: all stores in Europe

Coffee roasters: Both in North America, and worldwide

Bewleys Coffee Coffee, Bean & Tea Leaf

FINANCIAL POSITION

FETCO® is a privately held company that has been rapidly growing since its inception in 1987. In 1996 FETCO® opened manufacturing facility in Europe, and in January 2005 FETCO® has opened its new state of the art facility in Lake Zurich, Illinois, combining three buildings into one large (16,000 sq meters) headquarters.

HEALTH, ENVIRONMENT, SAFETY

FETCO® is in compliance with the regulations of the Occupational Safety & Health Administration (OSHA) that establishes and enforces protective standards of safety and health of America's workers. According to OSHA guidelines employer's basic obligation is to evaluate the safety and health program to ensure that it is effective and appropriate to workplace conditions, such as evaluation of new equipment, materials, and processes for hazards before they are introduced into the workplace. We believe in providing a safe, comfortable, and healthy working environment that results in increased employee satisfaction and low percentage of on-site injuries.

FETCO® is concerned with protecting the environment through using environment-friendly and recyclable materials. The scrap stainless steel is recycled by our suppliers. FETCO® testing facility does not waste water, as the water used in our test stations is filtered and recycled with each shift. Our equipment is energy efficient, and our off-heat innovative LUXUS® Thermal Dispensers do not require electrical power to keep the beverage hot for extended periods of time.

QUALITY

FETCO® is a vertically integrated company that does not believe in excessive outsourcing. The following processes are performed on-site:

- Stainless steel laser cutting.
- Plastic injection molding
- Computerized stainless steel bending
- Wiring harness
- Spare parts testing

We control every aspect of the production process and our quality assurance points guarantee thorough check of every unit before it leaves the plant and gets shipped out to the customer. Each unit has a corresponding QA sheet – we check all internal and external components. We guarantee high quality products and components / workmanship.

Our computerized Footprints service call storage system tracks customers, emails and calls directed to our Technical Support Group. The system makes is easy for our R & D Department to track and monitor customers' issues, and pin-point problems.

COMMUNICATION

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