

# SandenVendo America

An introduction to CO2 refrigeration in Food  
and Beverage Marketing Equipment.

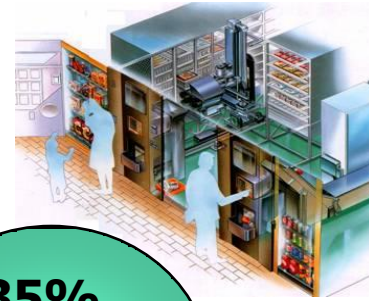


**10710 Sanden Drive**  
**Dallas, TX 75238**

**Mike Weisser**

Vice President of Sales and Marketing,  
Corporate Officer

# Corporate Profile



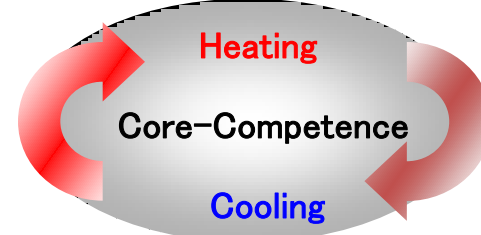
<b>Founded:</b>	July 30, 1943 (70 years)
<b>Capital:</b>	US\$112M
<b>Consolidated Sales:</b>	US\$2.8B
<b>Number of Employees</b>	14,000
<b>Global Locations</b>	54 Business Office & 27 Manufacturing Plants (23 countries)
<b>Main Business Partners:</b>	<p>&gt;<b>Beverage &amp; Food Service</b>          Asahi, Coca-Cola, Dr Pepper, ITO EN, KILIN, McDonald's, Meiji, Nestle, Pepsi, 7-Eleven, Sapporo, SNOW BRAND, Suntory, Unilever</p> <p>&gt;<b>Automobile Manufacturer</b>          BMW, Daimler, Fiat, Ford, GM, Honda, Nissan, Peugeot Citroen, Renault, Subaru, Suzuki, Volkswagen</p>



**60%**  
 Automotive Systems

**35%**  
 Retail Store Systems

**5%**  
 Household & Environment Systems



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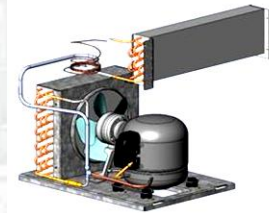
# Company Profile



<b>Products</b>	Cold Drink and Snack Vending Machines Refrigerated Showcase, Hot Food Display
<b>Customers</b>	PepsiCo, Coca-Cola, Dr Pepper 7-11, Circle K, Chevron, RaceTrac
<b>Employee</b>	250
<b>Facility</b>	171,000 Sq ft factory 125,000 Sq ft warehouse



## Facility





# Global Network



Dallas TX based SandenVendo America



2 Sanden companies (SVE and SIO) facilitating sales and service throughout Europe, Russia, the Middle East, Australia and the Pacific Rim



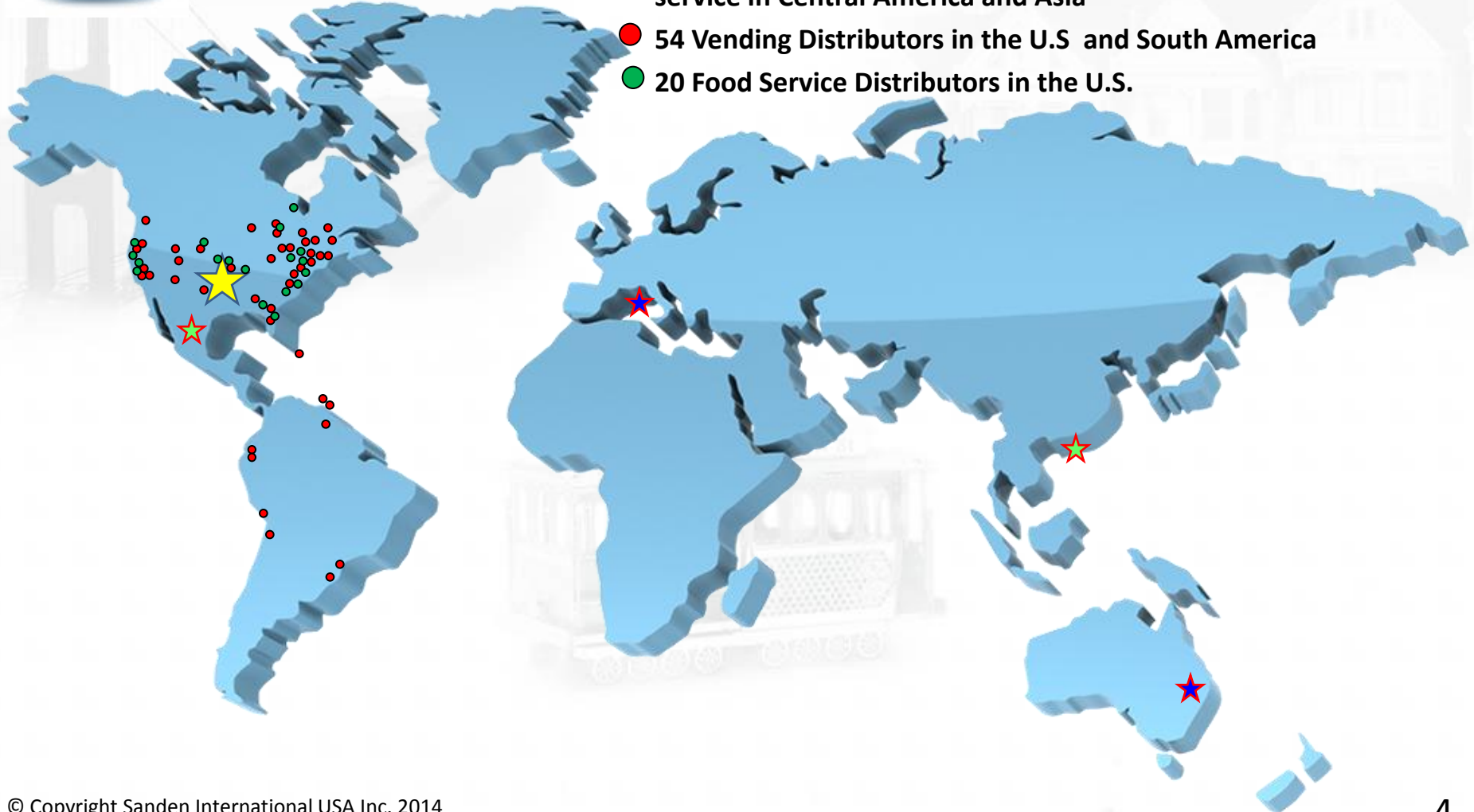
2 Sanden Partners (Imbera and Freser) facilitating sales and service in Central America and Asia



54 Vending Distributors in the U.S and South America



20 Food Service Distributors in the U.S.



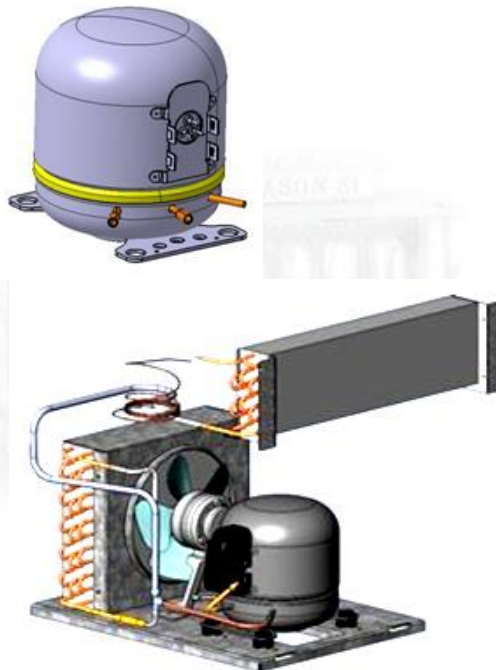


# CO2 Compressor Facility

## Sanden Shanghai

Thermal Environmental System Co., LTD

Date founded	August 2, 2010
Factory locations	258 Malu zhen feng mao Road, Jiading area, Shanghai, China CP201801
Manufacturing Product	ECO-Friendly New Generation CO2 compressor for Vending Machine, Cooler, Showcase and Heat Pump System



# Current Application



*Coca-Cola*

Currently deployed: 30 units.  
Order just received for 432 units in June,  
with Coca Cola Authorization to deploy  
up to 2,000 more

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**DR PEPPER**  
**SNAPPLE** GROUP

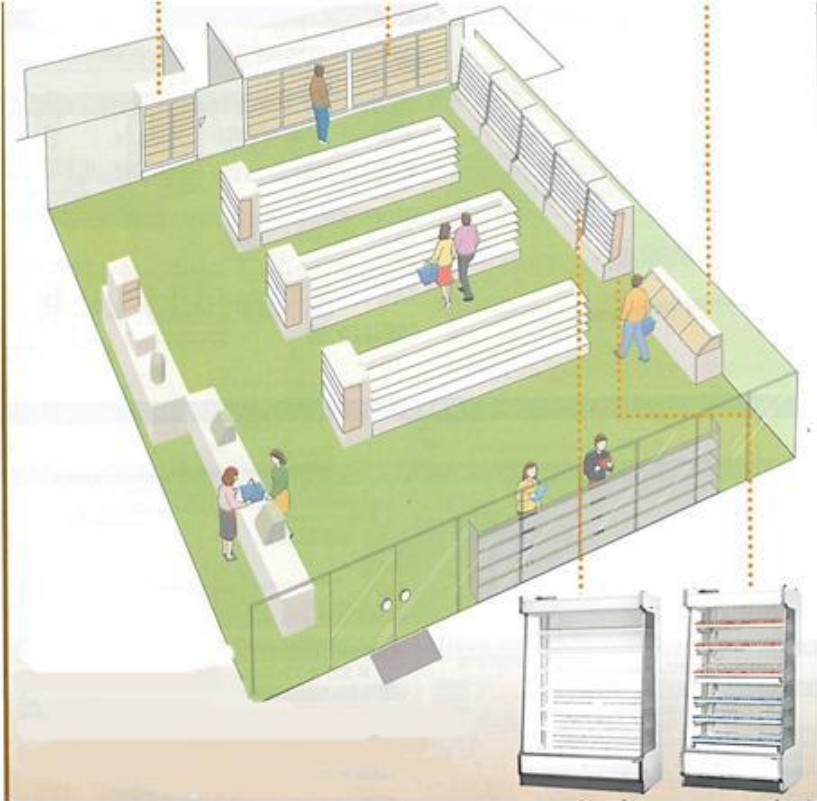
Currently deployed: 36 units.  
Customer is pleased with performance  
reliability, but unsure how to incorporate  
natural refrigerants within their  
Environmental Policy

## Performance

# Comparison – Power Consumption

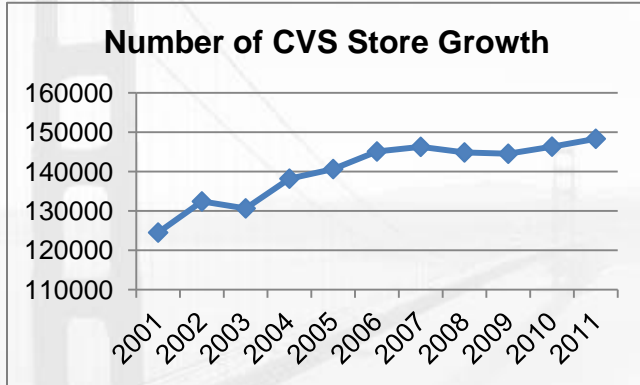
ITEMS	CO2 (R744)	R134a	CRITERIA
Energy Star III	<b>6.24</b> kWh/day	6.86 kWh/day	7.137 kWh/day @90°F 65%RH
DOE	<b>4.77</b> kWh/day	5.13 kWh/day	5.39 kWh/day @75°F 45%RH

# Future Application

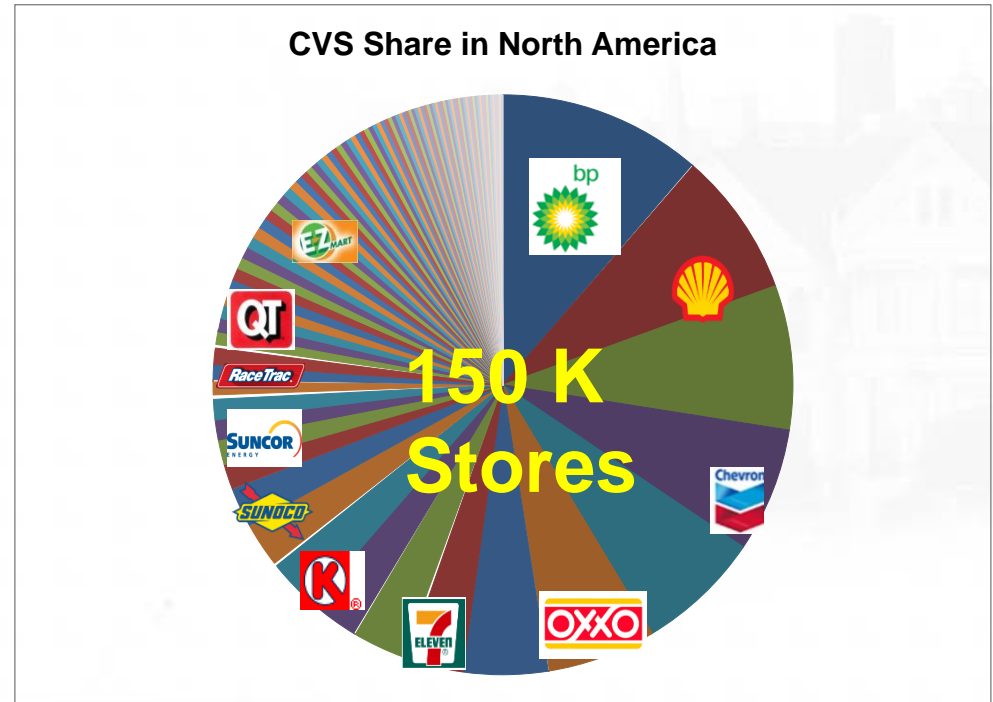




# Future Application



Net store count increased 19.1% in 10 years 2001 - 2011



- Total 150K CVS stores in North America and the total Number of stores is shows slow stable growth = 5K-7K new stores/year
- Expect store full remodel every 15 years = 10K stores/year need new energy efficient equipment

# 15k-17k Opportunities/year



**ATMO**  
**sphere**

business case

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**natural refrigerants**

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June 18-19, 2014 - San Francisco

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Thank you very much!