

PRESENTATION OF THE Adande Refrigerated Drawer



The Adande Refrigerated Drawer system was the brainchild of two consulting design engineers who, about ten years ago, were frequently asked by chefs working on North Sea oil & gas rigs to provide fridges and freezers that would hold temperature. With staff on the rigs being fed day and night, the fridge & freezer doors were in constant use. With chefs working 24/7, the problem of cold air falling out on each door opening was leading to food spoiling and being thrown out - a very expensive hobby for any caterer!

The co-founders of Applied Design and Engineering Ltd (brand name 'Adande') thought through this problem, coming up with a patented solution that has evolved into today's Adande Refrigerated Drawer - a modular unit that has now proven itself with caterers in all segments of the market.

The Adande Refrigerated Drawer has won various awards, for innovation and sustainability, the most recent being the **FCSI's Worldwide 2010 Award** for '**Manufacturer of the Year**'.

Adande Refrigeration Wins **Worldwide FCSI Award**

'MANUFACTURER OF THE YEAR'

"The award salutes the company for best satisfying the foodservice industry's needs and contributing to the overall effectiveness in the areas of safety, operation and/or efficiency in customer service."



COLD FACTS

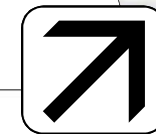
Driving Efficiencies in Kitchen Food Production with Adande Drawers

1. Why Adande Is Different

2. Adande Drawers in Action

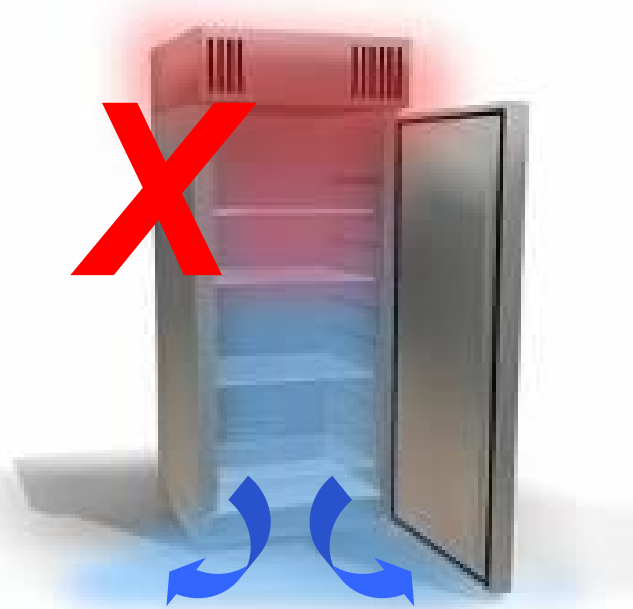
3. Adande Payback Benefits

4. Adande Product Range

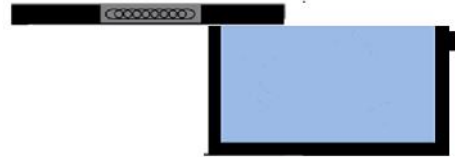


1. WHY ADANDE IS DIFFERENT

Minimal Cold Air Loss = Temperature Control



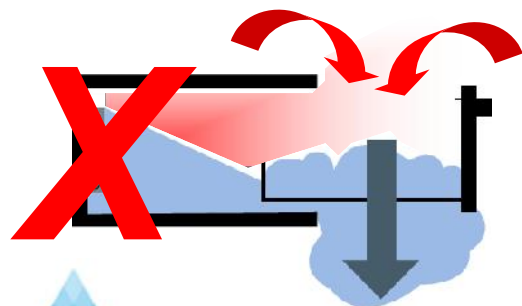
The Adande
Drawer Principle



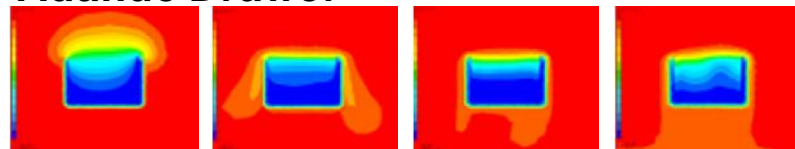
The Cold Air Has
No Where To Go



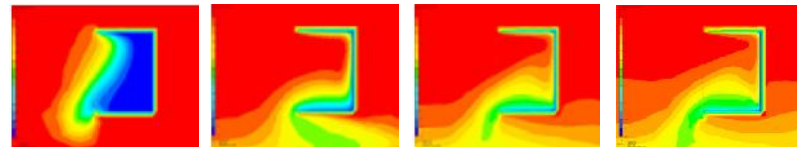
The Cold Air Stays With The Food



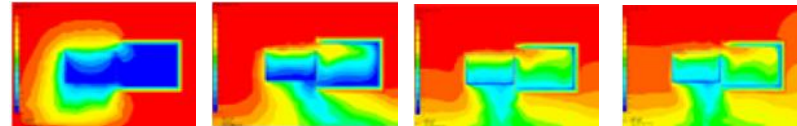
Adande Drawer



Conventional Door cabinet

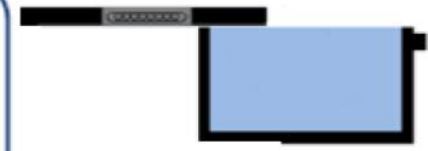
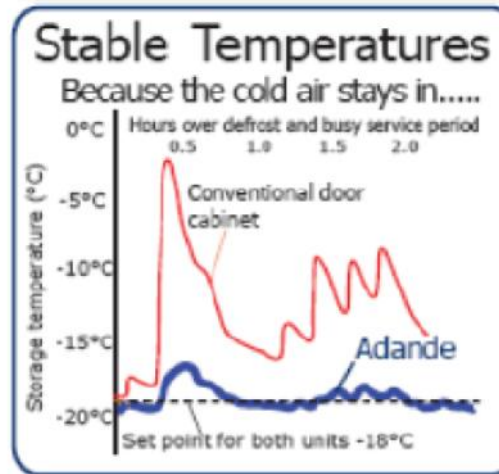


Conventional Drawer unit



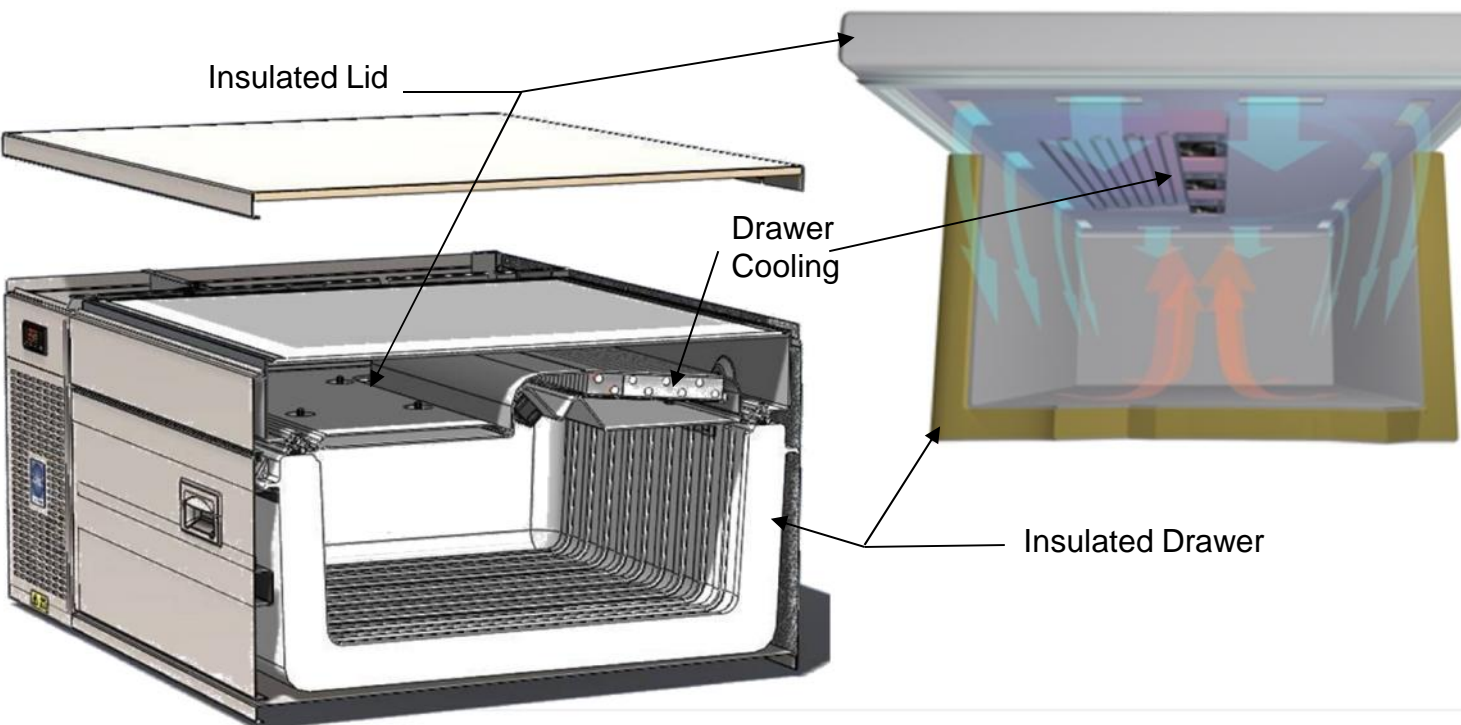
1. WHY ADANDE IS DIFFERENT

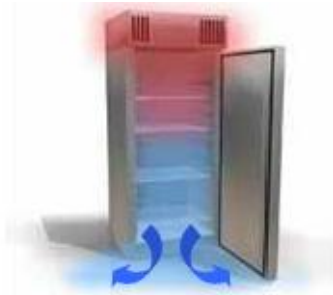
Stable Temperatures = Consistent Food Quality



Low Velocity Cooling for Best Food Storage

Temperature stability & no additional moisture = perfect food





The problem is the lost cold air is replaced by warm **moist** air. You see it as **ice** on food in the **freezer**



After Opening



Originally PERFECT



But later

Door opening adds moisture and causes unstable temperatures leading to freezer burn

Exactly the same happens in the **chiller**, but the moisture forms as **condensation** on food

Micro-organisms contribute to food spoilage, producing off-odours and flavours and can make the food unsafe to eat. All life forms require water for growth, so surface condensation should be controlled to reduce the spread of micro-organisms

1. WHY ADANDE IS DIFFERENT

Storage Temperature Flexibility



-12°C



+2°C



+8°C

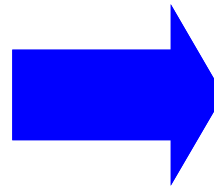
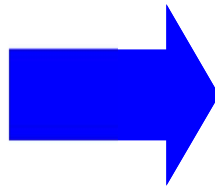
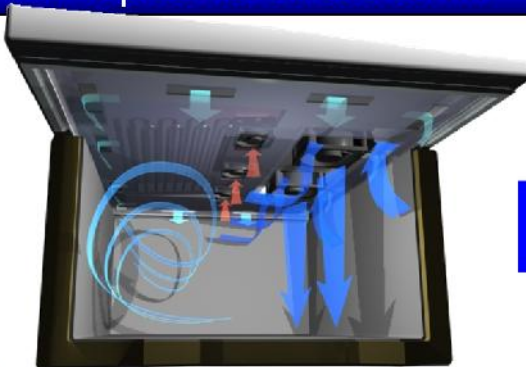


+12°C

Optimal
Temperatures
Extend Shelf
Life

From +15°C to -22°C

+ Optional Blast Chill



Fridge +
Freezer +
Blast Chill +
Prep Station



Freezer Capability

Adande - The Only Functional Drawer System for Chilled and Frozen Bulk Storage at the Point-of-Use on the Market Today



Changing Menu or Changing Restaurant Style?



Menu Changes?
Future Proof Your Kitchen with Adande

Winter Menu

- 30% Fresh
- 70% Frozen



Summer Menu

- 70% Fresh
- 30% Frozen

White Table Cloth Restaurant Service

- 90% Fresh
- 10% Frozen



Pub Grub Service

- 50% Fresh
- 50% Frozen

Reconfigure your old Adande units to a NEW layout



1. WHY ADANDE IS DIFFERENT

Ergonomic Benefits - Point of Use Storage

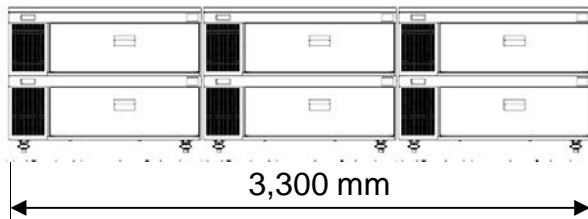


4,200 mm

Storage
24 x 1/1 GN's
100mm high



Storage
24 x 1/1 GN's
100mm high

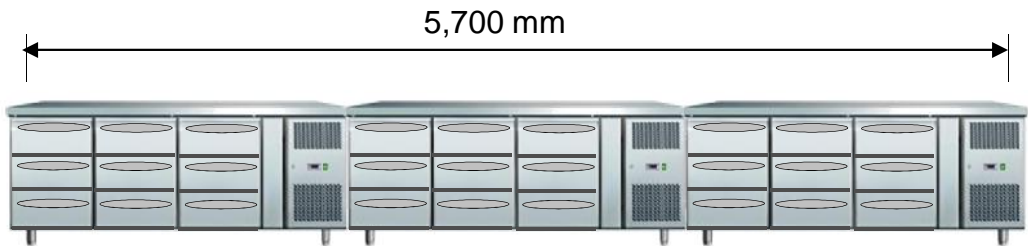


3,300 mm

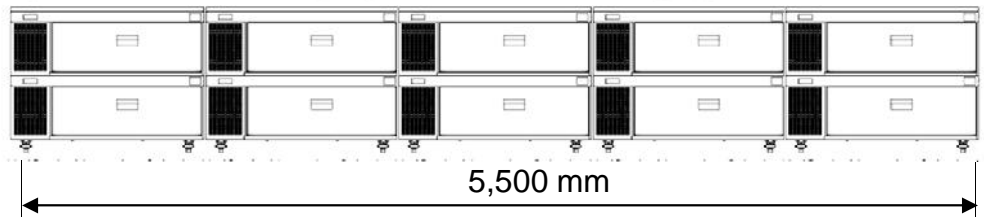
Large Capacity – Smaller Footprint

Storage
27 x 1/1 GN's
100mm high

Storage
40 x 1/1 GN's
100mm high



5,700 mm



5,500 mm

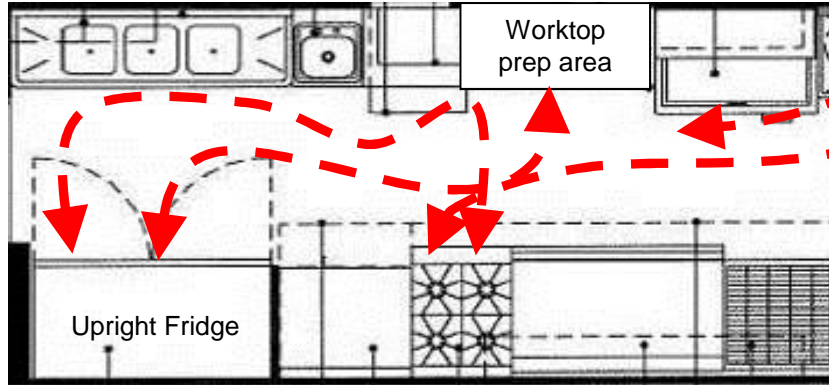
Loads of Extra Capacity – Same Footprint

**Flexible Storage
Improves Productivity
& Saves Space**



1. WHY ADANDE IS DIFFERENT

Ergonomic Benefits - Adande Improves Productivity



Out the back to fetch more frozen Scampi

Out the back to re-stock the Chiller



With Adande, **fresh** and **frozen** ingredients can be **held at the point of use** and **in bulk**

Less Time *Walking*
More Time *Working*



2. ADANDE DRAWERS IN ACTION

It's All About The Food - That's Why Chefs Love Adande

Fryer Station Storage



Two 2 Stacks + Integral Worktop



Chef Bases + Induction Hob & Griddle



Fridge / Freezer Storage & Prep Station Combined



Pizza Station



Single Drawer Cassette Perfect in the Cookline



Chef Base + Blast Chill under Griddle

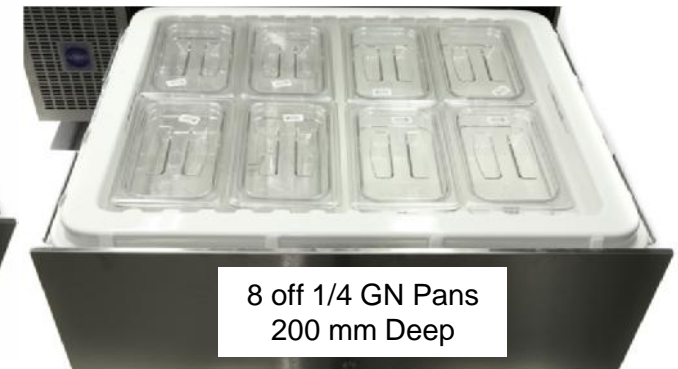
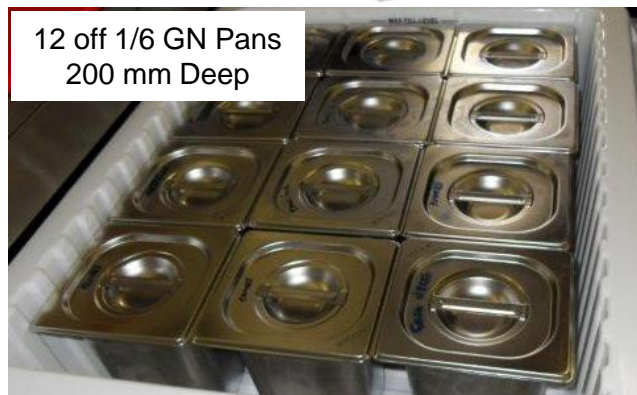
Okay to Work with Drawer Open



Dessert Station

2. ADANDE DRAWERS IN ACTION

Flexible Storage Solutions - Designed for GN Pans



Storage Solutions - Limited Only by Imagination

2. ADANDE DRAWERS IN ACTION

The Perfect Wet Fish Keep



Low Velocity
Cooling Prevents
Dehydration
- No Ice Required

Shelf Life Is
Extended

Fresh Fish +2°C



Fergus Coyle - Exec Chef of Rick Stein's Fish & Chip Restaurant in Falmouth said.....

"I was pleasantly surprised at how good the Adande units are for holding fish. The plan view of the products makes service quicker and more efficient. I was also pleased that the drawer bins are dead easy to clean and surprised that there was no condensation at all. I'm finding that fish stored in the Adande units lasts longer, and that's without ice as well - the quality holds up just fine. What's more I have been impressed by how well Adande Drawers cope in very hot conditions and the build quality is excellent, along with the quietness of the units. All in all, Adande Drawers are superb - I would recommend them to anyone."

2. ADANDE DRAWERS IN ACTION

Frozen Ingredients Right At The Point Of Use



Frozen ingredients should be -18°C with no frost or ice

Quality is affected by poor temperature control

- Cooking times are affected
- Food presentation affected
- Oil absorbed, affecting taste
- Oil changes more frequent

Frozen Storage -18°C



Freezer Drawers right next to the Deep Fat Fryer - an ideal solution from Adande

2. ADANDE DRAWERS IN ACTION

The Perfect Dessert Station

Perfect Desserts
Every Time



Soft Scoop Ice Cream -12°C



"The Adande is a versatile unit, that we use as a service fridge and freezer - the flexibility to operate each drawer as freezer or cold fridge is a dream for the pastry team. The pull-out drawers make them easily accessible for service and the drawer bins can be lifted out simply enough when we clean them each night."

Andrew Parkinson, Executive
Head Chef, Fifteen London



2. ADANDE DRAWERS IN ACTION

Ideal Equipment Stand & Cookline Cassette



Chef Base Equipment Stand - 200kg Loading



**Plug-In
Cassette
for
Cookline
Versatility**

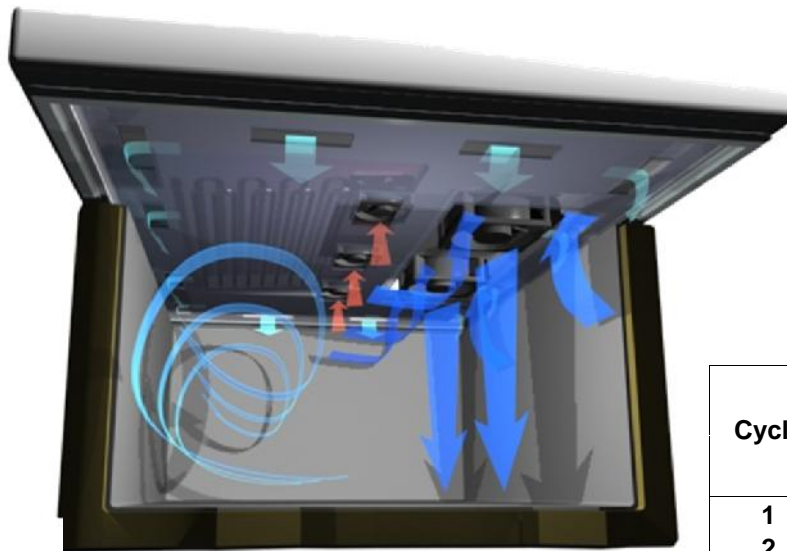


2. ADANDE DRAWERS IN ACTION

Adande Drawers – Affordable Blast Chill Innovation



The Adande Integral Blast Chill Releases Worktop Space



Optional Blast Chill as well as normal fridge / freezer functionality - on any Adande Drawer

Cycle	Blast mode	1 st Phase - Hard Chill		2 nd Phase - Soft Chill		Total cycle duration (min)
		Duration (min)	Temperature (°C)	Duration (min)	Temperature (°C)	
1	Soft Chill			90	-1	90
2	Hard Chill	60	-15	30	-1	90
3	Soft Chill			120	-1	120
4	Hard Chill	80	-15	40	-1	120

3. ADANDE PAYBACK BENEFITS

Built to Last - Inexpensive to Maintain

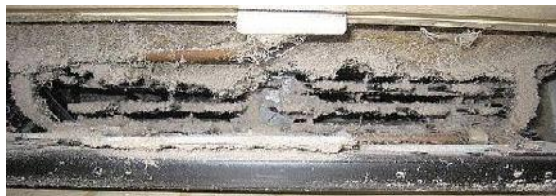


Seals

Current Problems?



Condenser Blocking

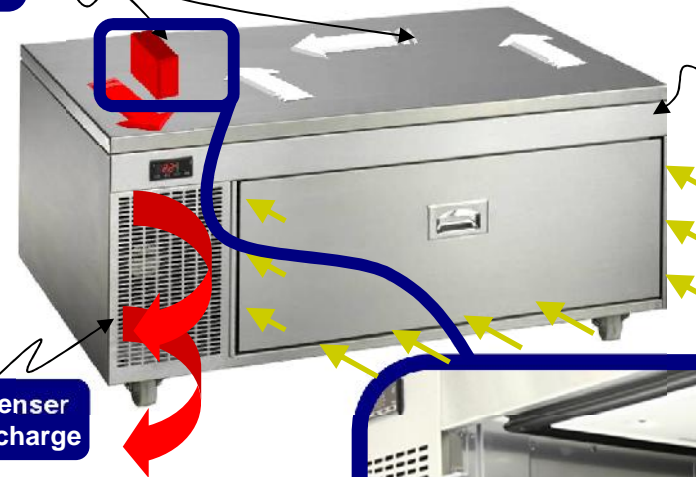


2 Year Seal Warranty
a refrigeration industry first



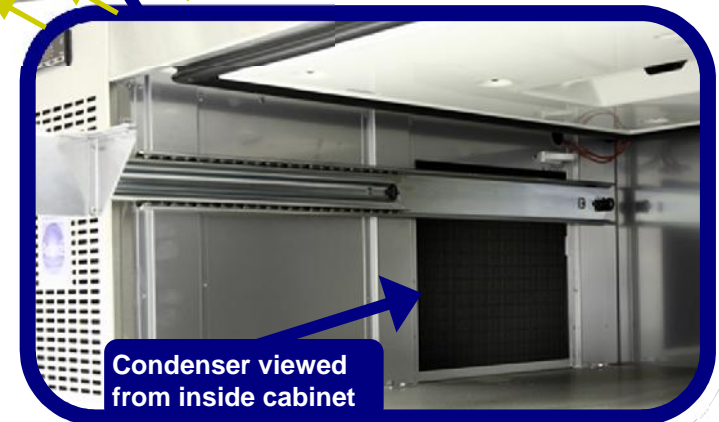
Seals are out of reach and out of sight

Clean air goes through condenser



Condenser air drawn in around drawer front drops out airborne dirt

Condenser air discharge



Condenser viewed from inside cabinet

Adande = Patented Design - Quality Engineering - Robust & Utterly Reliable

3. ADANDE PAYBACK BENEFITS

Big Energy Savings

Insulated drawer

'Cavity Wall Insulation'



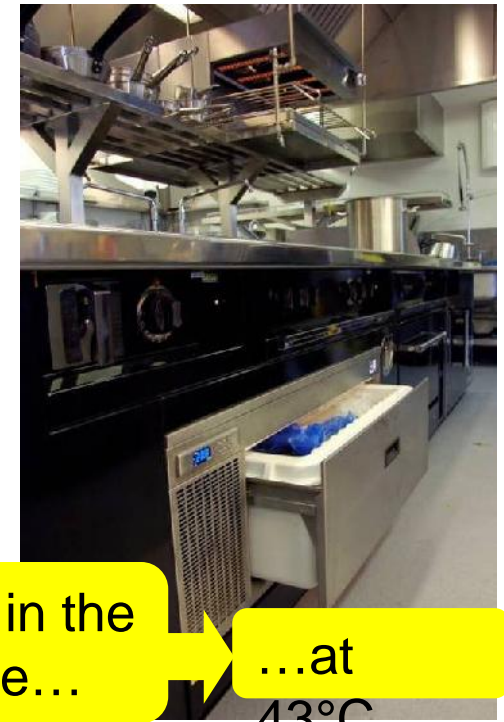
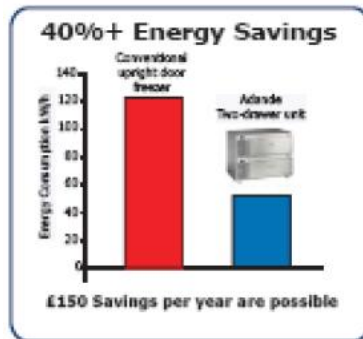
Unit external casing

Typical vented air space each side of the drawer

1 x 13 Amp Plug Daisy Chains the power supply to as many as 3 Adande Units



Hydrocarbon saves even more....
Coming Soon



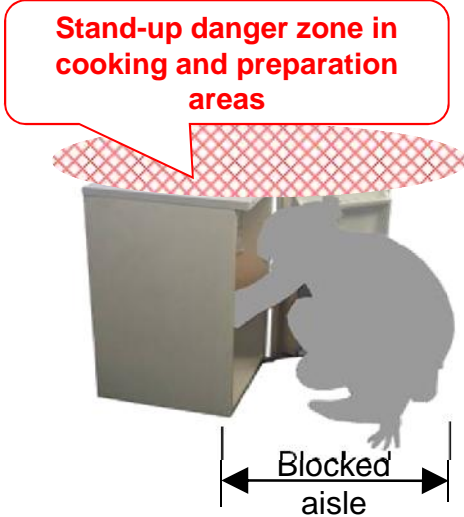
Adande Drawers Save Energy In Hot Busy Kitchens....

...even in the Cookline...

...at 43°C

3. ADANDE PAYBACK BENEFITS

Simpler Compliance to HSE Regulations



The contents of each drawer can be placed conveniently on the worktop

Adande - Compliance Made Easy For Food Safety & Equipment Hygiene



4 Auto Defrosts per Day (adjustable to suit any application)

Frost Free Adande Drawer - Better for Your Food

Food Cost Gross Profit target is typically 67% of the menu price

Therefore a £1m sales per annum operation (circa £20k / week) would be expected to return £670k Gross Profit every year

A 1% rise in Gross Profit from reduced food waste returns £6,700 a year, so even a 0.1% Gross Profit improvement, from less waste, returns £670 a year



**Hidden Losses From Food Waste -
Potentially The Costliest Problem?**



VS



2 Drawer Adande vs
3 Door Counter Freezer

Adande Can Help
Improve The
Bottom Line

Typical Adande Cost Savings

Power Consumption (freezer) £156

Energy Saving per Week	30 kWhs
Cost per kWhr	10 Pence

Replacement Seals £80

Repalcement Seals per Year	1
Cost of Materials	£45
Cost of Labour	£35

Other Servicing & Parts £155

Condenser cleaning per year	2	
Labour cost	£20	£40
Failed Part Replacements / Year	1	
Cost of Failed Part	£65	
Labour to Replace Failed Part	£50	£115

Cabinet Deep Cleaning £50

Deep Cleans per Year	25
Time Saved per Clean	12 mins
Labour Cost per Hour	£10

Food Quality & Waste Issues £416

Wasted Food Items per Week	2
Average Value per Wasted Item	£4
Weeks per Year	52 Wks

Inefficient Staff Movements £153

Time Saving to Bulk Store	30 seconds per trip
Trips per Day	5
Labour Cost per Hour	£10

Typical Annual Cost Savings / Adande 2 Stack £1,010

4. ADANDE PRODUCT RANGE

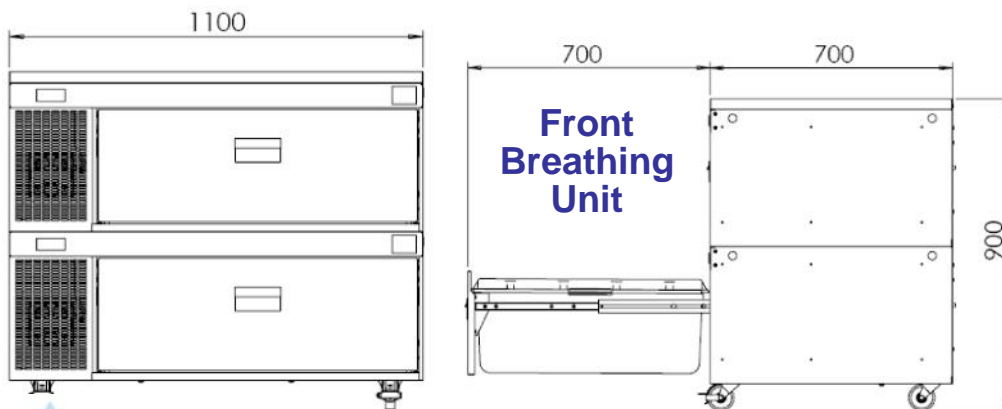
Modular Drawer System

Modular - Flexibility Like You Wouldn't Believe



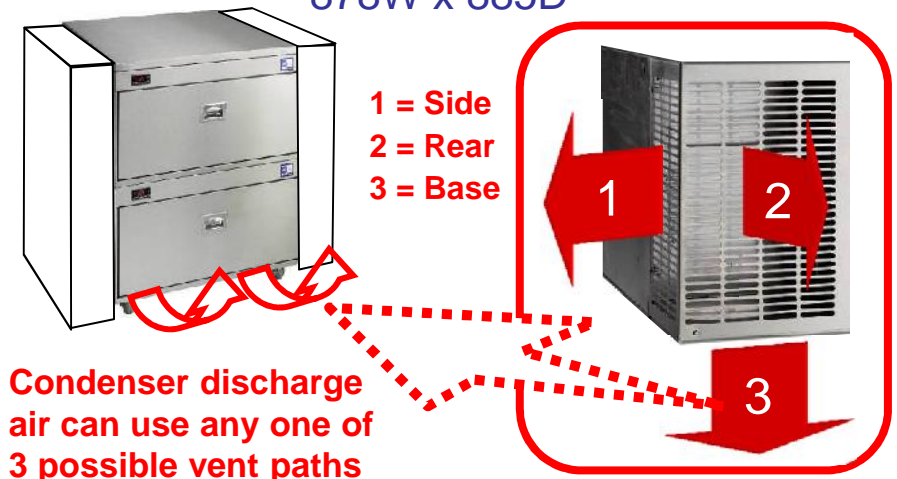
Square or Rectangular Shaped Units for Footprint Flexibility -
Designed to Work in Hot Kitchens Up To 43°C Ambient

Side Engine Unit Dimensions



Rear Engine Unit

878W x 885D



4. ADANDE PRODUCT RANGE

Variations To Suit Different Applications

Base Options					Top Options	
HC	C	SC	R	SR	W	T
163 mm	96 mm	75 mm	52 mm	42 mm	10 mm	1 mm
High Castor Base	Standard Castor Base	Small Castor Base	Large Roller Base	Small Roller Base	Solid Worktop	Top Cover

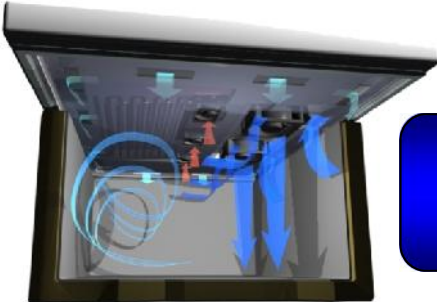
Options to Change Unit Height



Chef Base with Heat Shield and High Castors



Side and Rear Engine



+ Optional Blast Chill



Cassette Insert For Cookline



2-Way Matchbox



Freestanding and Built-in

Amazing Flexibility & Range of Applications



4. ADANDE PRODUCT RANGE

Optional Features & Accessories



Mobile Frames & Fixed Frames

Drawer Locks

Worktop Gantries & Can Openers



Drawer Dividers



Extended Worktops, Bull Nose Worktops, & Upstands



Accessorising Adande Drawers To Fit The Need

4. ADANDE PRODUCT RANGE

Fully Sustainable Equipment



**Adande - Robust & Utterly Reliable
Re-Usable & Sustainable**

Unrivalled Temperature Stability

Low velocity cooling prolongs the shelf life of food

Kitchen Layout Flexibility

Triple function drawers - the ultimate in storage temperature flexibility for seasonal & menu changes

Space Saving Design

Modular drawer units designed to optimise the use of scarce kitchen footprint

Productivity Gains Through Storage At The Point Of Use

Staff spend more time working and less time walking

Reliable & Hygienic

Easy to clean and maintain - by design

Energy Efficient Refrigeration

Up to 57% saving on power bills

Life Cycle Cost Savings

Hassle free operation results in much lower cost of ownership

Adande Innovation

" It's all about the food - that's why chefs love Adande"

Key Benefit Summary
Adande designs help caterers grow the bottom line

Adande Cooler by Design

Resisting ?

or

Adopting ?

COLD FACTS

Adande Drawers - the ideal solution for your refrigeration needs, bringing bulk storage to the point of use in hot busy kitchens

Celebrated by Chefs



Alain Ducasse at The Dorchester, Mayfair , Fat Duck, Bray-on-Thames, Berkshire , Pied a Terre, Camden, Bloomsbury, Marcus Wareing at The Berkeley, Belgravia, Hibiscus, Mayfair, Le Manoir aux Quat'Saisons, Great Milton, Oxfordshire, Andrew Fairlie at Gleneagles, Auchterarder, L'Autre Pied, Marylebone, The Park (at Lucknam Park Hotel), Colerne, Wiltshire, The Terrace (at Montagu Arms), Beaulieu, Hampshire, Lords of the Manor, Upper Slaughter, Gloucestershire, Bohemia (at The Club Hotel and Spa), Jersey, The Star Inn, Harome, North Yorkshire, La Becasse, Ludlow, Shropshire, Mr Underhill's at Dinham Weir, Ludlow, Shropshire, L'Ortolan, Shinfield, Berkshire, Old Vicarage, Sheffield, South Yorkshire, Martin Wishart, Edinburgh,



The Dorchester



Adande
The **Anadin** of the refrigeration world - no more headaches for chefs



Adande - Making Sense of Refrigeration

