



DEPARTMENT HIGHLIGHTS

FACTORY UPDATES

CONTINUOUS IMPROVEMENT

Cadco's 20th Anniversary THE NEXT PHASE

In February 1999 Cadco purchased the assets of BroilKing Corp. of Newark, New Jersey. BroilKing was manufacturing Cadco's Hot Plates, Warming Trays and a Quarter Size Convection Oven. One year after the purchase, the manufacturing was relocated to a new, larger location at 145 Colebrook River Road in Winsted, Connecticut. This was the company's first initiative into manufacturing. With this acquisition came Sam Grano de Oro, our future Director of Operations and Gary Schutz, General Manager.

In late 1999, at the NAFEM Show in Dallas, Texas, Cadco introduced Quarter and Half Size Countertop Convection Ovens made by Unox out of Padua, Italy. The unique design and strong performance of these ovens created a quick success story. On January 1, 2000 Tom Burke joined Cadco as Director of Sales & Marketing. At the same time Cadco became an approved supplier to Allied Buying Corporation (ABC group), while prior to this time had only been a part of the SEFA buying group. In early 2001, Cadco introduced an expanded line of Countertop Convection Ovens which included new Quarter Size, Half Size and Full Size Ovens. The new half size, 3 tray oven became an instant hit with caterers because of its size, performance and versatility of being 120V. The new Quarter Size Oven became popular very quickly with food companies for baking cookies and with wholesale clubs for in-store demonstrations.



Tom Keegan & Bill Blackman, early Cadco reps



Enrico Franzolin & Antonio Bassan,

Unox partners in the early 2000's

In 2003, Fred Flynn of Productivity Inc. was contracted to begin advising the company on the "Lean Thinking" manufacturing system in order to improve the company manufacturing processes and layouts. Fred made numerous visits to the Cadco/BroilKing facilities over the years and helped to change the manufacturing culture & systems.

In October 2005 at the NAFEM Show in Anaheim, California, a complete line of new heavier duty, digital & manual convection ovens were introduced. As time progressed, BroilKing Corp's name was changed to BK Mfg., a wholly owned subsidiary of Cadco, Ltd. In 2007 & 2008 Cadco purchased a sophisticated punching machine and a high-tech bending machine from Trumpf, Inc. These changed the design process to Computer-Aided Design (CAD) while advancing the company from the system of presses that had been acquired with BK. New manufactured products such as Griddles, Buffet Servers, Warming Shelves and Warming Carts were now part of the Cadco product line expansion. Sales and Distribution continued to expand during this period, as Cadco became a recognized brand in the foodservice industry.

June 12-13th will be the Cadco 20th Anniversary celebration with an Open House for dealers and sales reps. It will be held at the factory in Winsted, Connecticut.

SPECIAL SAVINGS

The model OV-013, *America's #1 Catering Oven*, has special discounts this year to enhance our 20th Anniversary excitement for our dealers. The OV-013 has proven to be our best-selling oven and we hope this great success continues for our customers.



Department Highlights

ANOTHER SUCCESSFUL SPRING SHOW SEASON

The Sales & Marketing team has been accumulating many miles this spring. Starting with the Bargreen-Ellingson Show in January, and continuing with sales rep visits in February, the NAFEM Conference, the New York Restaurant Show in March, CaterSource Show, Adams-Burch Show, TriMark Strategic Meetings in April, Singer Show, SEFA Conference, TriMark Economy Show, the ABC Conference in May, NRA Show, followed by the International Dairy Deli & Bakery Show (IDDBA) in June, and TriMark United East Meeting. In addition, this spring Cadco has participated in multiple Arby's franchisee meetings nationwide. The team will continue with an agenda of dealer sales meetings and sales rep visits past the regular show season.

Factory Updates

FAST SHIP PROGRAM



On March 1, 2016 the *Fast Ship* program was launched. Throughout the 2016 Cadco Catalog, various products listed have an FS logo just to the right of the model number, indicating that particular model will ship within 2 to 3 business days of receipt of order within our system. Such orders are reserved for dropship and/or smaller orders.

Combining 20 of our top-selling products, this program was implemented to give our dealers and end-user customers the confidence that when these items are ordered they can expect to receive them within a short period of time. This in turn will help decrease the turn-around time on our larger/bulk orders as well.

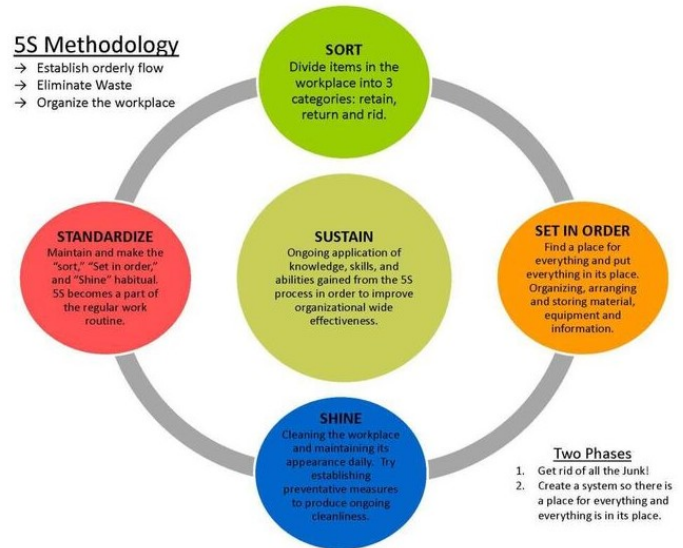


Fast Ship

Continuous Improvement...

5S Methodology

- Establish orderly flow
- Eliminate Waste
- Organize the workplace



Two Kaizen events were executed by Connstep, concentrating on company *flow* and 5s. Thanks to our employees who participated and made them so successful.

Employee Appreciation BBQ

Thursday - June 2, 2016

