NEW PRODUCTS MD TRAINING

7CLM+/XCLM+ SYSTEMS

Sandy Anlar, Vertical Marketing Manager

SUMMARY

- Problem statements (end-user and channel partners)
- Value propositions (end users and channel partners)
- Product overview and main features
- Competitive Products
- SWOT Analysis
- Total Cost of Ownership (TCO) Models
- Target segments, applications and target roles/responsibilities
- Sizing Guidelines
- Marketing Support

END-USER PROBLEM STATEMENTS

Chloramines react with sweeteners causing oxidation of sugars that can amplify chlorine and ammonia odors and taste of a fountain drink. Chloramines can also reduce carbonation negatively impacting taste of a fountain drink.

The increased use of chloramines by water municipalities may cause damages including corrosion of metals, damaged o-rings, gaskets and seals that lead to increased operating costs and machine downtimes.

Chloramine may also cause biofilm growth, group of microorganisms that stick on surfaces of pipes and food service equipment, leading to slime.

Conventional carbon filters don't allow contact time to address the problems listed above or do not have enough capacity for maximum amount of chloramine removal.

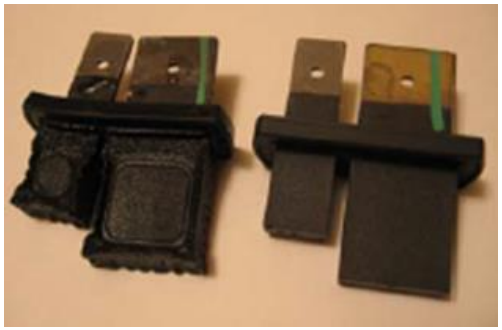
End-users' lack of understanding of chloramines leads to assuming their current water filtration is sufficient.

US EPA limits total chloramines to 4 ppm. Odor and taste thresholds for monochloramines, most common form of chloramines, is between 0.48-0.65 mg/L (ppm).

EFFECTS OF CHLORAMINES

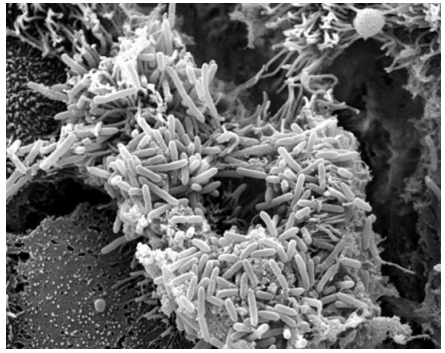
Damaged o-rings

Damaged gaskets



Damage on valve disc
of water softener

Weak carbonation



Biofilm growth

VALUE PROPOSITION TO END USERS

Maximum chloramine reduction by applying Radial Flow Carbon (RFC) technology for premium quality water to serve drinks free of unpleasant odor and taste.

Reduced maintenance, repair costs and equipment down time saves end users thousands of dollars.

Competitively priced cartridges in two sizes, 7- and X-, are perfect for end users' specific needs and applications and compatible with present and older platforms.

A quality that comes with an NSF certification for Standard 42 (chloramine reduction, taste and odor, nominal particulate Class III) and meets Coca-Cola® North America specifications.

End-users that already have 7CLM systems can double their chloramine reduction capacity with only small increase in price.

CHANNEL PARTNER PROBLEM STATEMENTS

Lack of knowledge on chloramines and their negative effects in drinking water, fountain drinks and food service equipment. This can lead to the wrong water solution being applied.

The increased water usage of end users requires higher capacity chloramine reduction systems.

VALUE PROPOSITION TO CHANNEL PARTNERS

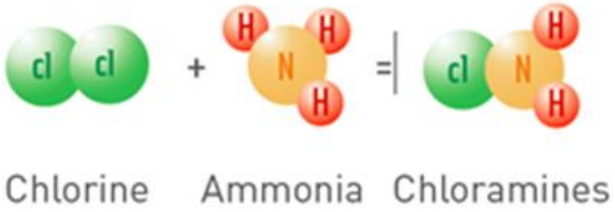
Compatibility with present and older platforms provides better total cost of ownership over full system replacement for higher probability of successful sales.

Multiple system options allow for right sizing for end user needs.

A PRIMER ON CHLORAMINES

What are chloramines?

- Chloramines are disinfectants used by water municipalities to treat drinking water.
- Chloramines are formed by adding a small amount of ammonia to chlorine.



Chlorine Ammonia Chloramines

Why are municipalities using chloramines?

- Longer dissipation rate compared to chlorine so it provides disinfection to the far ends of municipal pipes.
- Changes to EPA's Safe Drinking Water Act.
  - Less side effects compared to chlorine (carcinogenic by-products of chlorines)
  - Cost effective solution

SOLUTION – 7CLM+ AND XCLM+ SYSTEMS

HIGH PERFORMANCE AND HIGH CAPACITY
CHLORAMINE REDUCTION SYSTEMS

7CLM+/XCLM+ SYSTEMS OFFERED

7CLM+	XCLM+
QUICK CHANGES	
QC7I Single-7CLM+	QC7I Single-XCLM+
QC7I Twin-7CLM+	QC7I Twin- XCLM+
QC7I Triple-7CLM+	QC7I Triple- XCLM+
QC7I Quad-7CLM+	QC7I Quad- XCLM+
COLDRINKS	
Coldrink1-7CLM+	Coldrink1-XCLM+
Coldrink2-7CLM+	Coldrink2-XCLM+
Coldrink3-7CLM+	Coldrink3-XCLM+
Coldrink4-7CLM+	Coldrink4-XCLM+
HIGH FLOWS	
High Flow CSR Twin-7CLM+	High Flow CSR Twin-XCLM+
High Flow CSR Triple-7CLM+	High Flow CSR Triple-XCLM+
High Flow CSR Quad-7CLM+	High Flow CSR Quad-XCLM+

Note: QC7I DIO CLM+/SI upon NSF approval. Coming in Q2.

7CLM+/XCLM+ SYSTEMS – SAMPLES

QC7ITwin-7CLM+

Coldrink2-7CLM+

Coldrink3-7CLM+

High Flow CSR Triple-7CLM+

QC7I Single-XCLM+

Coldrink 2-XCLM+

Coldrink 3-XCLM+

High Flow CSR Twin-XCLM+

Increased capacity without compromising space

7CLM+/XCLM+ SYSTEMS MAIN FEATURES

- New radial flow activated carbon block filter for the highest amount of Chloramine reduction capacity.
- Cartridges in two sizes, 7- and X-, to accommodate specific needs and applications.
- Significant increases in chloramine reduction capacities compared to 7CLM systems without price increases.
- Multiple Systems (QC7I, Coldrink and High Flow) with different flow rates and capacities to serve the changing needs of food service operators - capacities as high as 77,200 gallons of chloramine reduction.
- Instant compliance with Coca-Cola North America Base Filtration Water Treatment Standards.
- NSF certified for Standard 42 (chloramine reduction, taste and odor, particulate class III).

7CLM+/XCLM+ SYSTEMS MAIN FEATURES

- A balanced filtering capacity between particulate and chloramine removal.
- The same physical form and fit as the existing 7CLM cartridges.
- Cartridges that are compatible with present and backwards platforms.
- Quick change filters that are easy to use, change and maintain.

7CLM+/XCLM+ SYSTEMS – flow rates, capacities and prices

		PART NUMBER	SYSTEM NAME	FLOW RATE (gpm)	MICRON RATING	CAPACITY (gallons)	LIST PRICES ($)
7CLM+	QC7I	EV977111	QC7I Single-7CLM+	1.0/1.3/1.7	5.0	12,600*/9,500*/7,500	436
		EV977112	QC7I Twin-7CLM+	2.0/2.7/3.3	5.0	25,200*/19,000*/15,000	800
		EV977113	QC7I Triple-7CLM+	3.0/4.0/5.0	5.0	37,800*/23,500*/22,500	1,170
		EV977114	QC7I Quad-7CLM+	4.0/5.3/6.7	5.0	50,400*/38,000*/30,000	1,417
	COLD DRINK	EV977121	Coldrink1-7CLM+	1.0/1.3/1.7	5.0	12,600*/9,500*/7,500	640
		EV977122	Coldrink2-7CLM+	2.0/2.7/3.3	5.0	25,200*/19,000*/15,000	1,055
		EV977123	Coldrink3-7CLM+	3.0/4.0/5.0	5.0	37,800*/23,500*/22,500	1,403
		EV977124	Coldrink4-7CLM+	4.0/5.3/6.7	5.0	50,400*/38,000*/30,000	1,655
	HIGH FLOW CSR	EV977132	High Flow CSR Twin-7CLM+	2.0/2.7/3.3	5.0	25,200*/19,000*/15,000	1,330
		EV977133	High Flow CSR Triple-7CLM+	3.0/4.0/5.1	5.0	37,800*/23,500*/22,500	1,613
		EV977134	High Flow CSR Quad-7CLM+	4.0/5.3/6.7	5.0	50,400*/38,000*/30,000	1,814
XCLM+	QC7I	EV976111	QC7I Single-XCLM+	1.0/1.7/2.0	5.0	19,300*/11,600*/9,300	488
		EV976112	QC7I Twin-XCLM+	2.0/3.3/4.0	5.0	38,600*/23,200*/18,600	904
		EV976113	QC7I Triple-XCLM+	3.0/5.0/6.0	5.0	57,900*/34,800*/27,900	1,326
		EV976114	QC7I Quad-XCLM+	4.0/6.7/8.0	5.0	77,200*/46,400*/37,200	1,625
	COLD DRINK	EV976121	Coldrink1-XCLM+	1.0/1.7/2.0	5.0	19,300*/11,600*/9,300	692
		EV976122	Coldrink2-XCLM+	2.0/3.3/4.0	5.0	38,600*/23,200*/18,600	1,159
		EV976123	Coldrink3-XCLM+	3.0/5.0/6.0	5.0	57,900*/34,800*/27,900	1,559
		EV976124	Coldrink4-XCLM+	4.0/6.7/8.0	5.0	77,200*/46,400*/37,200	1,862
	HIGH FLOW CSR	EV976132	High Flow CSR Twin-XCLM+	2.0/3.3/4.0	5.0	38,600*/23,200*/18,600	1,434
		EV976133	High Flow CSR Triple-XCLM+	3.0/5.0/6.0	5.0	57,900*/34,800*/27,900	1,769
		EV976134	High Flow CSR Quad-XCLM+	4.0/6.7/8.0	5.0	77,200*/46,400*/37,200	2,022

+Meets the requirements of the Coca-Cola specification for chloramines reduction.

*Not performance tested by NSF. 7CLM 0.5 micron will still be available.

THE COCA-COLA WATER SPECIFICATION

Base Filtration Chemical Reduction Performance	Must meet the following NSF/ANSI 42 performance claims conducted by an independent validation laboratory: • Chlorine >50% reduction • Chloramine reduction (≥85% reduction of 3.0 mg/L challenge) • Nominal Particulate Reduction, Class V (≥ 30 µm to < 50 µm) • Chlorine Taste and odor reduction
	The water supplied to the dispensing system must be free of any off-taste or odor.
	The water filtration system configuration must account for potential premature filtration system failure due to particulate matter in the water supply system of some municipalities. This may require pre-filtration to assure that the stated useful life of the filtration system is maintained with a water supply containing particulate matter.
Influent Challenge Water	o Water Temperature: 80°F +/- 5° o Chloramine: 3 ppm +/-10% o pH: 7.7± 0.3 o Hardness: 160 ppm o Alkalinity: 180 ppm o TDS: 350 +/- 100 ppm o Particle size: 97% 1-5 microns/Particle count: approximately 2500 +/-1000 particles/mL; record turbidity and SDI

7CLM versus 7CLM+/XCLM+

7CLM

- Only size 7 can (21" H)
- 0.5 microns
- NSF Certified (42, 53)
- Taste and odor
- Particulate Class I
- Cyst and Turbidity
- Chloramine capacity per cartridge:
  - 3,600 gal @ 1.7 gpm
  - 5,500 gal @ 1.3 gpm**
  - 8,000 gal @ 1.0 gpm**
- Available as systems:
  - Single, Twin, Triple, Quad QC7I/Coldrink
  - Twin, Triple, Quad CSR High Flow
  - Twin and Triple hybrid
- Highest system capacity is 32,000 gal

7CLM+/XCLM

- Two sized cans – 7 (21" H) and X (24" H)
- 5.0 microns
- NSF Certified (42)
- Taste and odor
- Particulate Class III
- 7CLM+ Chloramine capacity per cartridge
  - 7,500 gal @ 1.7 gpm
  - 9,500 gal @ 1.3 gpm**
  - 12,600 gal @ 1.0 gpm**
- XCLM+ Chloramine capacity per cartridge
  - 9,300 gal @ 2.0 gpm
  - 11,600 gal @ 1.7 gpm**
  - 19,300 gal @ 1.0 gpm**
- Available as systems:
  - Single, Twin, Triple, Quad QC7I/Coldrink
  - Twin, Triple, Quad CSR High Flow
  - QC7I DIO (release date to be determined)
- System capacities as high as 77,200 gal

7CLM and 7CLM+ SYSTEMS COMPARISON

System Name	Part Number	Flow Rate (GPM)	Capacity (gallons)	List Price
Coldrink1-7CLM	EV932711	1.7	**3,600**	$ 666.00
Coldrink2-7CLM	EV932712	3.4	**7,200**	$ 1,055.50
Coldrink3-7CLM	EV932713	5.1	**10,800**	$ 1,403.00
Coldrink4-7CLM	EV932714	6.8	**14,400**	$ 1,655.00

System Name	Part Number	Flow Rate (GPM)	Capacity (gallons)	List Price
Coldrink1-7CLM$^+$	EV977121	1.7	**7,500**	$ 640.00
Coldrink2-7CLM$^+$	EV977122	3.4	**15,000**	$ 1,055.50
Coldrink3-7CLM$^+$	EV977123	5.1	**22,500**	$ 1,403.00
Coldrink4-7CLM$^+$	EV977124	6.8	**30,000**	$ 1,655.00

%Capacity Change	% Price Change
108%	**-4%**
108%	**0%**
108%	**0%**
108%	**0%**

System Name	Part Number	Flow Rate (GPM)	Capacity (gallons)	List Price
High Flow CSR Twin-7CLM	EV932952	3.3	**7,200**	$ 1,330.00
High Flow CSR Triple -7CLM	EV932953	5.0	**10,800**	$ 1,613.00
High Flow CSR Quad- 7CLM	EV932954	6.7	**14,400**	$ 2,216.00

System Name	Part Number	Flow Rate (GPM)	Capacity (gallons)	List Price
High Flow CSR Twin-7CLM+	EV977132	3.3	**15,000**	$ 1,330.00
High Flow CSR Triple -7CLM+	EV977133	5.0	**22,500**	$ 1,613.00
High Flow CSR Quad- 7CLM+	EV977134	6.7	**30,000**	$ 1,814.00

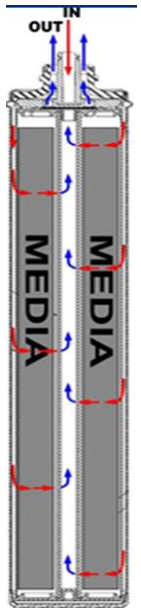
%Capacity Change	% Price Change
108%	**0%**
108%	**0%**
108%	**-18%**

CLM+ SYSTEM PRICING THE SAME AS CLM

HIGHER CAPACITY OF 7CLM+/XCLM+ SYSTEMS

Why does a 7CLM+/XCLM+ System has higher capacity compared to existing 7CLM System?

- Higher amount of specialized carbon
- Improved utilization of the carbon since the binder has been removed
- Improved utilization of the internal diameter of the canister due to the overall design of the RFC (less dead space in the canister)
- Improved utilization of the length of the can through a new low profile top cap



COMPETITIVE PRODUCTS

HF 160-CL

3M CUNO HF 295-CL

SMF IC600

Selecto Scientific SMF IC 620

FX-22PCR **Optipure**

VZN-441V-T5 **AJ Antunes**

3M CUNO CHLORAMINE REDUCTION SYSTEMS

MODEL	MICRON	CAPACITY (GAL)	FLOW RATE (GPM)	LIST PRICE	APPLICATION
CFS9112EL-CL	1.0	3,600	1.7	$ 183	Cold beverages
CFS8112EL-CL	1.0	3,600	1.7	$ 183	Cold beverages
HF 160-CL	0.2	4,700	2.2	$ 349	Cold beverages
HF 160-CLS	0.2	4,700	2.2	$ 359	Hot beverages
HF 165-CL	5.0	7,000	2.1	$ 323	Cold beverages
HF 195-CL	5.0	30,000	2.5	$ 460	Cold beverages
HF 265-CL	5.0	14,000	4.2	$ 1,208	Cold beverages, juices, tea/coffee
HF 295-CL (twin)	5.0	60,000	5.0	$ 1,494	Cold beverages
DF260-CL-CC	0.2	9,400	4.4	$ 1,380	Cold beverages, tea/coffee, ice
DP295-CL	5.0	60,000	5.0	$ 1,781	Cold beverages, tea/coffee, ice

SELECTO CHLORAMINE REDUCTION SYSTEMS

MODEL	MICRON	CAPACITY (GAL)	FLOW RATE (GPM)	LIST PRICE	APPLICATION
SMF IC600	0.5	8,000	2.0	$ 494	Fountain beverages
SMF IC 614	0.5	15,000	3.7	$ 548	Fountain beverages
SMF IC 620	0.5	30,000	5.0	$ 667	Fountain beverageS
SMF IC 614-2	0.5	30,000	7.4	$ 986	Fountain beverages
SMF IC 620-2	0.5	45,000	6.0	$ 1,222	Fountain beverages
SMF IC 600-S	0.5	8,000	2.0	$ 914	Ice
SMF IC 614-S	0.5	15,000	3.7	$ 955	Fountain beverages and Ice
SMF IC 620-S	0.5	22,500	3.0	$ 515	Fountain beverages and Ice
IcePRO	0.5	45,000	6.0	$ 261	Ice
SMF Coffee Pro	0.5	50,000	5.0	$ 515	Coffee, tea, espresso
SMF Espresso 7500	5.0	7,500	1.0	$ 574	Coffee, tea, espresso
SMF Espresso 12000	5.0	12,000	2.0	$	Coffee, tea, espresso

AJ ANTUNES CHLORAMINE REDUCTION SYSTEMS

MODEL	MICRON	CAPACITY (GAL)	FLOW RATE (GPM)	LIST PRICE	APPLICATION
VZN-421HC	0.15	21,000	5.0	$2,505	Fountain beverages
VZN-421HC-T5	0.15	21,000	5.0	$3,125	Fountain beverages
VZN-441HC	0.15	21,000	5.0	$2,850	Fountain beverages
VZN-441HC-T5	0.15	21,000	5.0	$3,535	Fountain beverages
VZN-441VC	0.15	21,000	5.0	$ 2,850	Fountain beverages
VZN-441VC-T5	0.15	21,000	5.0	$ 3,735	Fountain beverages

OPTIPURE CHLORAMINE REDUCTION SYSTEMS

MODEL	MICRON	CAPACITY (GAL)	FLOW RATE (GPM)	LIST PRICE	APPLICATION
FX-22CR	5.0	25,000	5.0	$ 1,150	Fountain beverages
FX-22PCR+	5.0	80,000	3.2	$ 1,550	Fountain beverages

SWOT – Pentair

STRENGTHS

- **Strong brand recognition – EVERPURE®.**
- **Flow rates up to 8.0 gpm and capacities as high as 77,200 gallons.**
- **Cost effective – same price as 7CLM with much higher capacity and flow rates.**
- **Multiple system options, with or without prefiltration, to fit different store needs.**
- **High quality catalytic carbon for maximum chloramine reduction.**
- **Same footprint as conventional carbon filtration systems, saving space at different locations.**
- **E-20 Prefiltration extends life of carbon.**
- **NSF certified for Standard 42.**
- **Easily to upgrade older Everpure system to new CLM+ system with better TCO over purchasing a new system.**
- **Current 7CLM end users can double capacity with minimum cost.**

WEAKNESSES

- **CLM+ is not available yet as 0.5 micron version (current 7CLM has 0.5 micron).**
- **Weak connections with Category Manager.**
- **Overcoming perception of standard 7CLM not having enough capacity.**

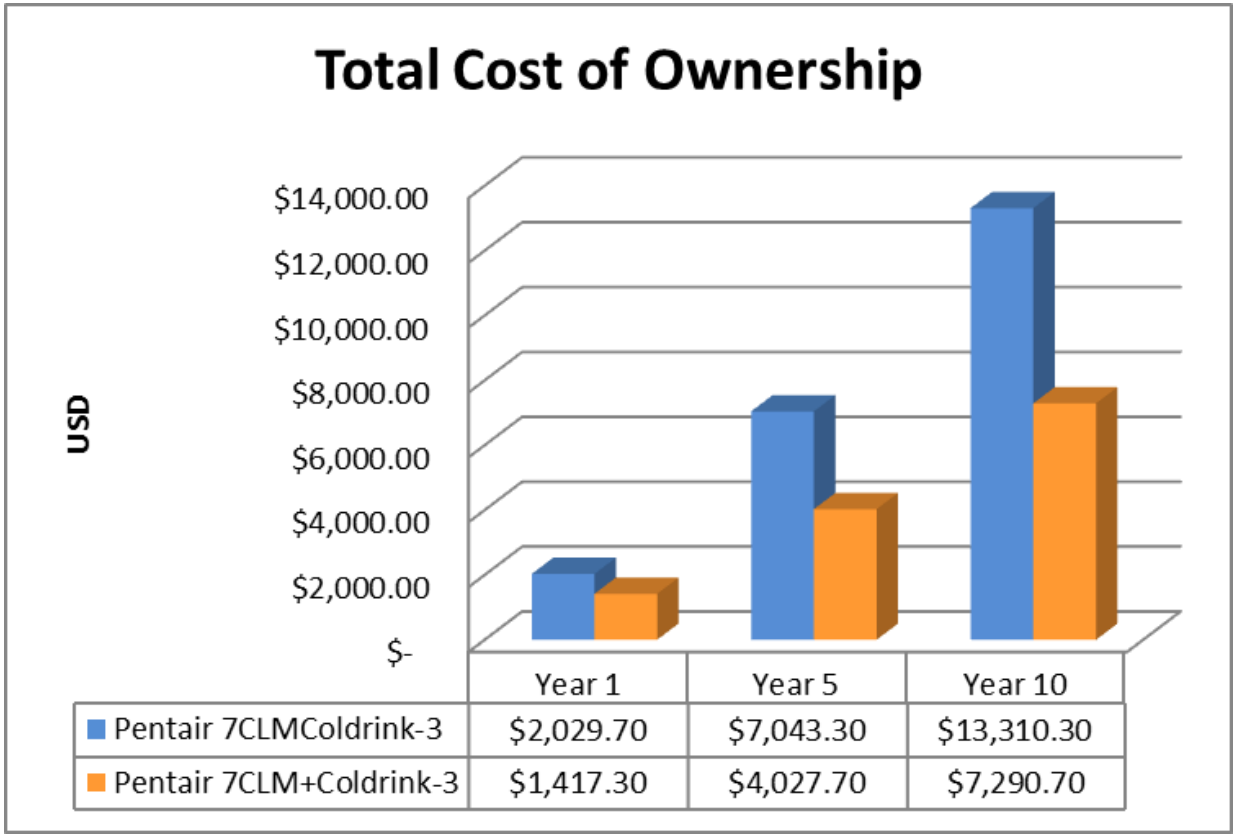
OPPORTUNITIES

- Many restaurant and convenience store chains have not moved to freestyle.
- Current end user customers can easily change to chloramine reduction without removing heads. Strong TCO being in our favor makes it easier to retain existing customers.
- Chloramine usage rising is increasing demand for CLM+ solutions.

THREATS

- Competitors established in marketplace with chloramine solutions.
- Lack of understanding chloramines by end users.

Model#1: 7CLM versus 7CLM+ TCO COMPARISON

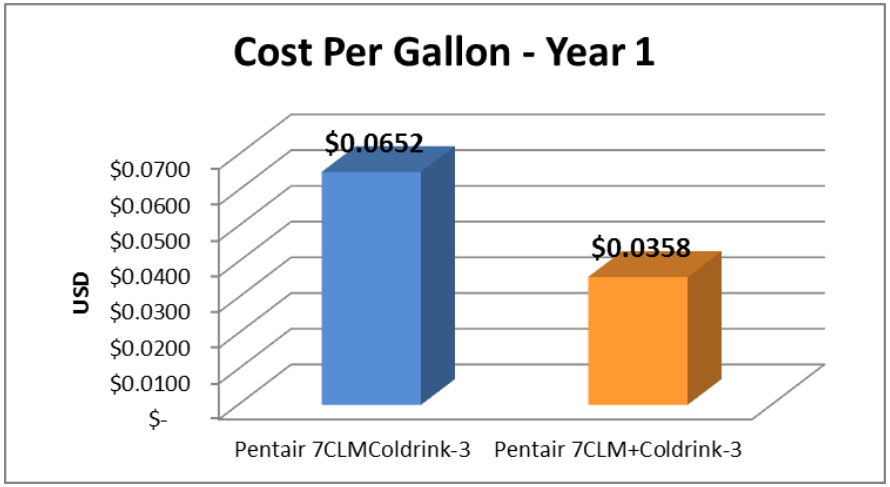


	Year 1	Year 5	Year 10
Pentair 7CLMColdrink-3	$2,029.70	$7,043.30	$13,310.30
Pentair 7CLM+Coldrink-3	$1,417.30	$4,027.70	$7,290.70

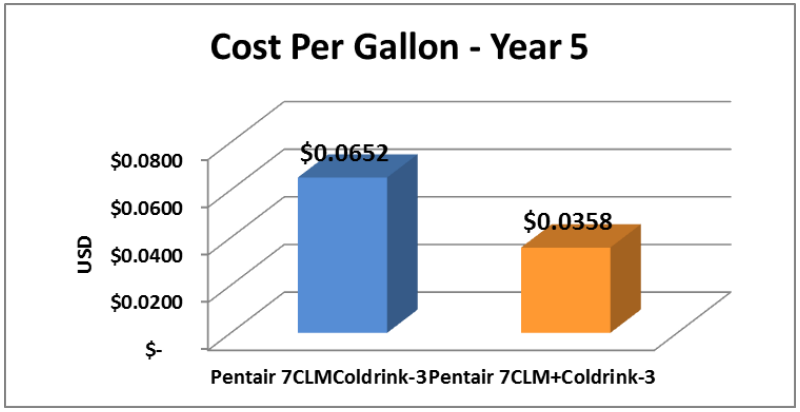
IMMEDIATE SAVINGS STARTING YEAR 1! 30%

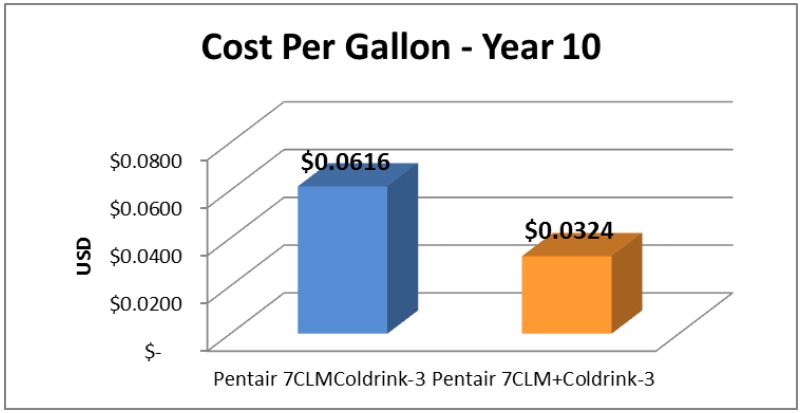
45% SAVINGS BY YEAR 10

Model#1: 7CLM versus 7CLM+ COST PER GALLON COMPARISON



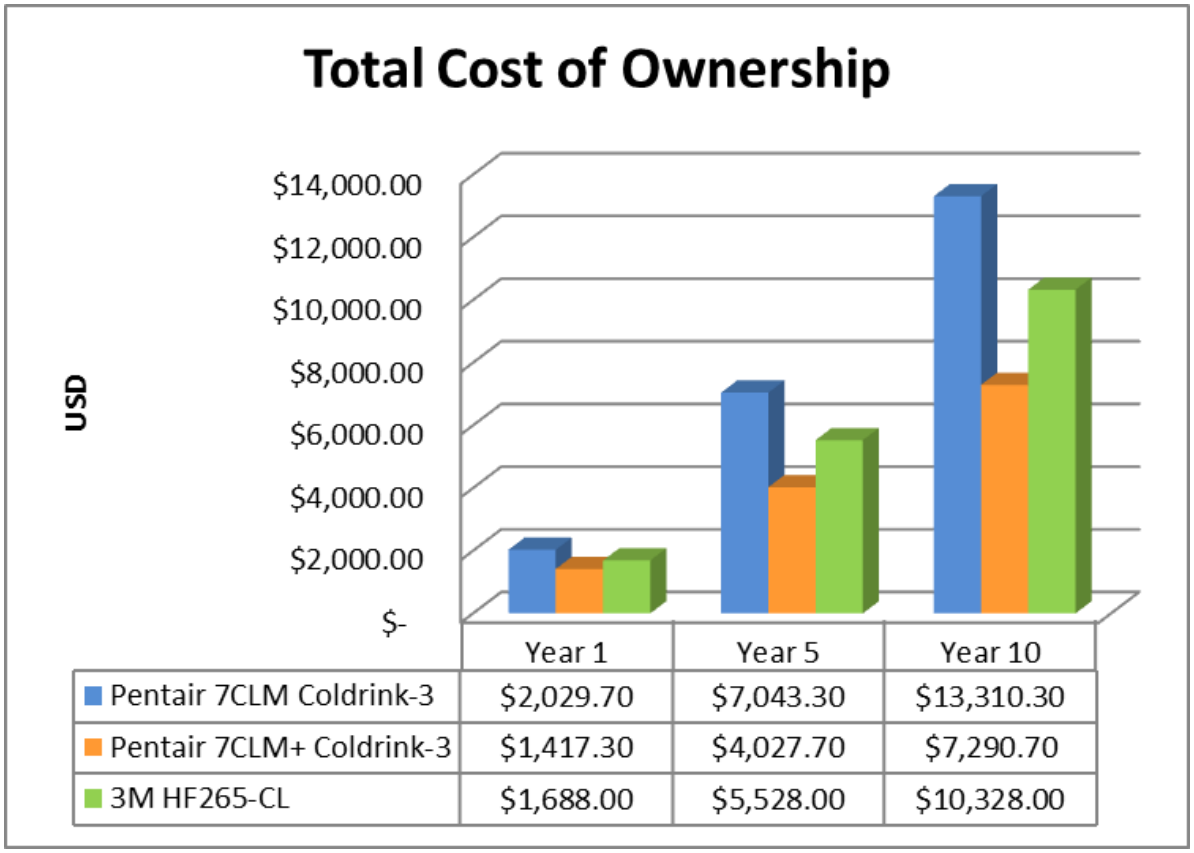
IMMEDIATE SAVINGS STARTING YEAR 1!
45%





CONTINUED SAVINGS YEAR 5 (45%) AND YEAR 10 (47%)

Model #2: TCO SYSTEM COMPETITIVE COMPARISON

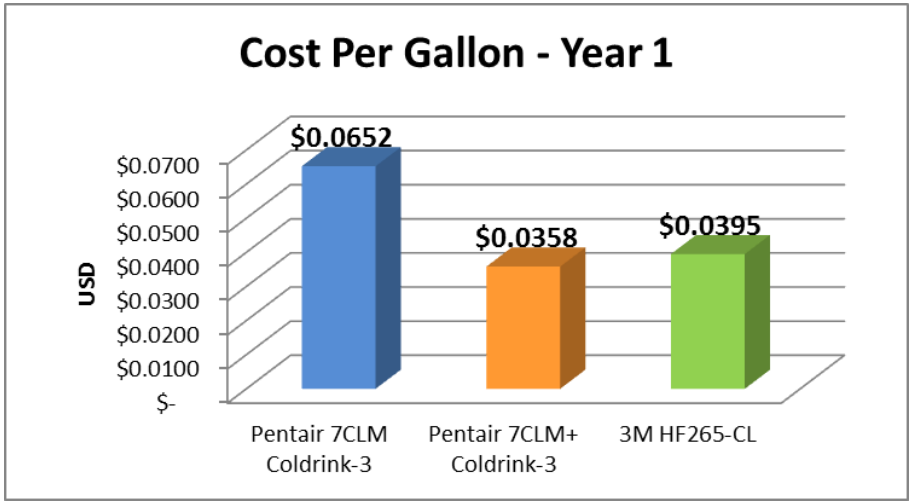


	Year 1	Year 5	Year 10
Pentair 7CLM Coldrink-3	$2,029.70	$7,043.30	$13,310.30
Pentair 7CLM+ Coldrink-3	$1,417.30	$4,027.70	$7,290.70
3M HF265-CL	$1,688.00	$5,528.00	$10,328.00

45% SAVINGS OVER 7CLM by YEAR 10

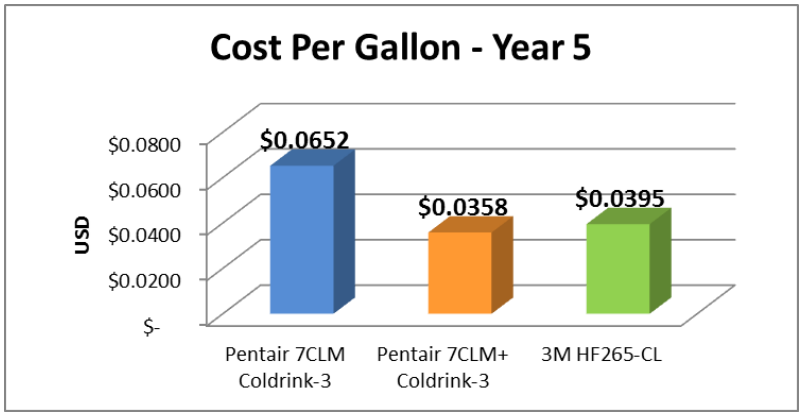
41% SAVINGS OVER 3M by YEAR 10

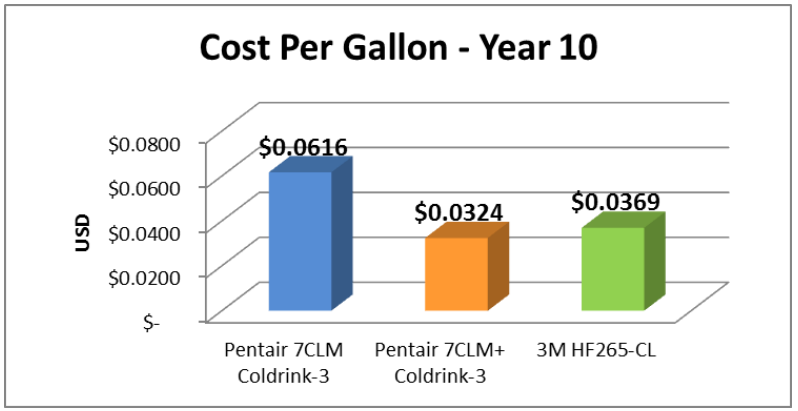
Model #2 :COST PER GALLON COMPETITIVE COMPARISON



IMMEDIATE SAVINGS STARTING YEAR 1!

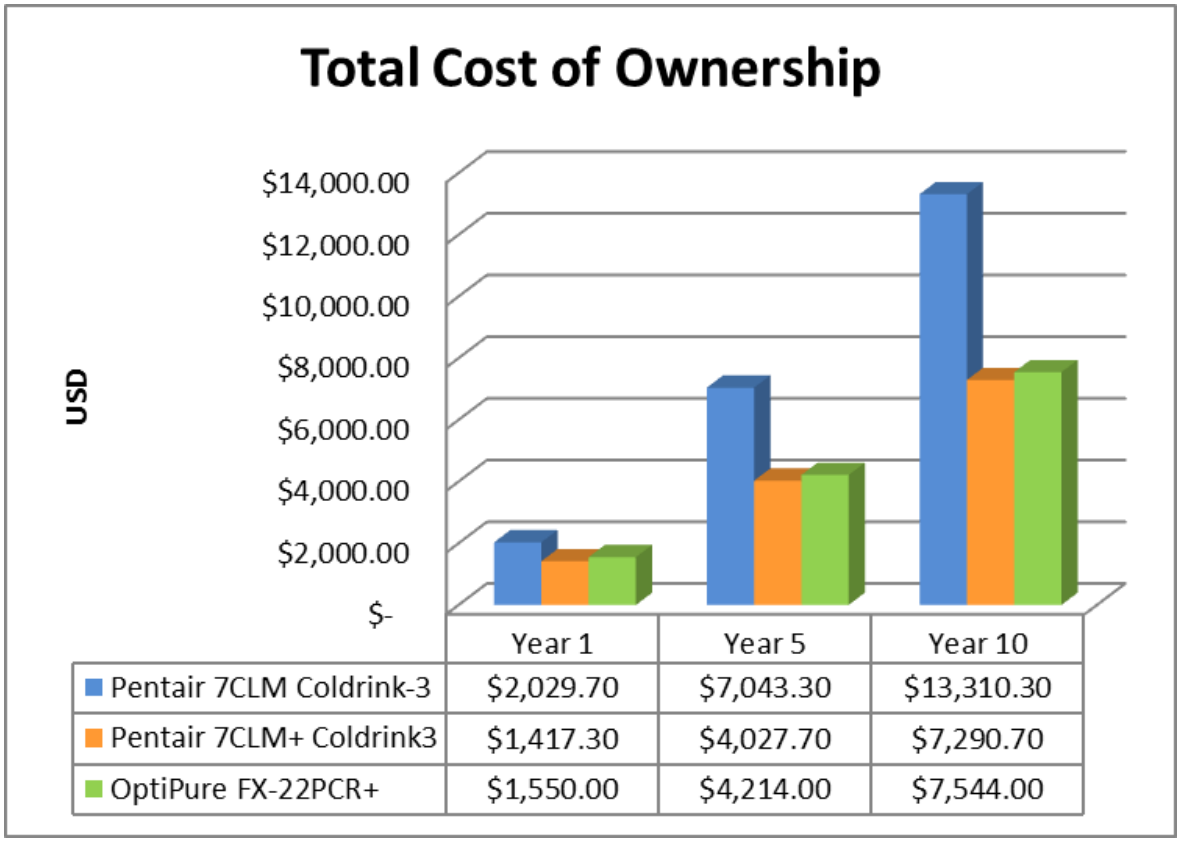
10% compared to 3M





CONTINUED SAVINGS compared to 3M (13% OVER 3M by YEAR 10)

Model #3: TCO SYSTEM COMPETITIVE COMPARISON



	Year 1	Year 5	Year 10
Pentair 7CLM Coldrink-3	$2,029.70	$7,043.30	$13,310.30
Pentair 7CLM+ Coldrink3	$1,417.30	$4,027.70	$7,290.70
OptiPure FX-22PCR+	$1,550.00	$4,214.00	$7,544.00

4% SAVINGS OVER OPTIPURE

TARGET SEGMENTS

- Any segment with Coca-Cola Freestyle® and/or Coke® Legacy
- Quick Service Restaurant's (QSR's)
- Convenience stores
- Restaurants with limited service
- Movie Theaters/Amusement parks
- Cruise ships
- Bakery shops/cafes
- Specialty beverage shops
- Schools, colleges, universities
- Hospitals, Health Care Centers

TARGET ROLES/KEY PLAYERS

ROLE	DEPARTMENT
Category Manager	Purchasing/Retailing
Facility Manager	Facilities/Maintenance
Quality Manager	Operations/Quality

CATEGORY MANAGER

MAIN ROLE/OBJECTIVES

- Lead in category ranging, pricing and promotions
- Provide valuable insights to clients regarding the product/category
- Align product offerings with corporate strategy
- Manage annual operating plan for beverages
- Improve ROI for beverage programs
- Maximize customer experience and minimize health/safety risks

TYPICAL STRATEGIES

- Create strategies (long and short term) for specific categories
- Develop in-store promotions and advertising
- Negotiate beverage offering with vendors
- Attend tradeshows and industry specific events

ISSUES/CHALLENGES

- Differentiating between various vendors
- Determining the best product mix with highest return
- Managing expenses outside their control
- Keeping up with industry trends

CATEGORY MANAGER

VALUE PROPOSITION

- We are their dispensed beverage quality consultant
- We are their technology experts keeping them up with new technologies and innovations
- We are their educators on water chemistry, optimal water quality, health and safety risks and maximum ROI

INFORMATION SOURCES

- Print/Digital Pubs
  - Beverage industry magazine
  - CSP.Net
- Linked-in
- Blogs
- Microsites

FACILITIES MANAGER

MAIN ROLE/OBJECTIVES

- Reduce equipment downtime, maintenance and repair costs
- Reduce energy and water costs
- Solve problems and identify improvement opportunities
- Manage inventories of assets
- Manage service/repair vendors and schedule services

TYPICAL STRATEGIES

- Collect data on maintenance and repair costs
- Make equipment recommendations
- Monitor pilot tests/assess and deliver data
- Involve in vendor negotiations
- Keep up with industry standards, procedures and regulations

ISSUES/CHALLENGES

- Vendor management
- Budget limitations
- Finding good service providers
- Keeping up with industry trends

FACILITIES MANAGER

VALUE PROPOSITION

- We are their subject matter expertise to offer solutions
- We can reduce maintenance and repair costs by offering right equipment
- We can reduce energy and water costs by offering innovative technologies and right sizing solutions
- We can help them managing service and repair vendors by offering services performed by qualifies ISPs

INFORMATION SOURCES

- Print/Digital Pubs
  - Beverage industry magazine
  - CSP.Net
- Linked-in
- Blogs
- Microsites

QUALITY MANAGER

MAIN ROLE/OBJECTIVES

- Achieve quality by implementing production, quality and customer-service standards
- Reduce operating costs through labor, equipment and inventory management
- Identify areas to gain efficiencies in operating the restaurants
- Minimize risks financially and increase safety of personnel and customers

TYPICAL STRATEGIES

- Establish internal standards, procedures and methods of operation
- Develop and implement quality control strategies
- Set continuous improvement initiatives
- Train management and personnel on quality issues

ISSUES/CHALLENGES

- Shortage of quality labor
- Budget limitations
- Supplier performance issues
- Communication issues

QUALITY MANAGER

VALUE PROPOSITION

- We can reduce operating costs by supplying premium quality water and right-sized high-quality equipment
- We can meet and exceed customer expectations by improving taste and quality of beverages and food
- We can identify areas to gain efficiencies in operating restaurants providing right-sized water filtration systems

INFORMATION SOURCES

- Print/Digital Pubs
  - Beverage industry magazine
  - CSP.Net
- Linked-in
- Blogs
- Microsites

SIZING GUIDELINES

	COCA-COLA FREESTYLE			
NUMBER OF FREESTYLE UNITS	SYSTEM NAME	PART NUMBER	SYSTEM FLOW RATE	NUMBER OF WATER BOOSTERS
1	Coldrink1-7CLM+	EV977121	1.7	1
2	Coldrink2-7CLM+	EV977122	3.4	1
>2	Coldrink3-7CLM+**	EV977123	5.0	2
>2	Coldrink4-7CLM+**	EV977124	6.7	2

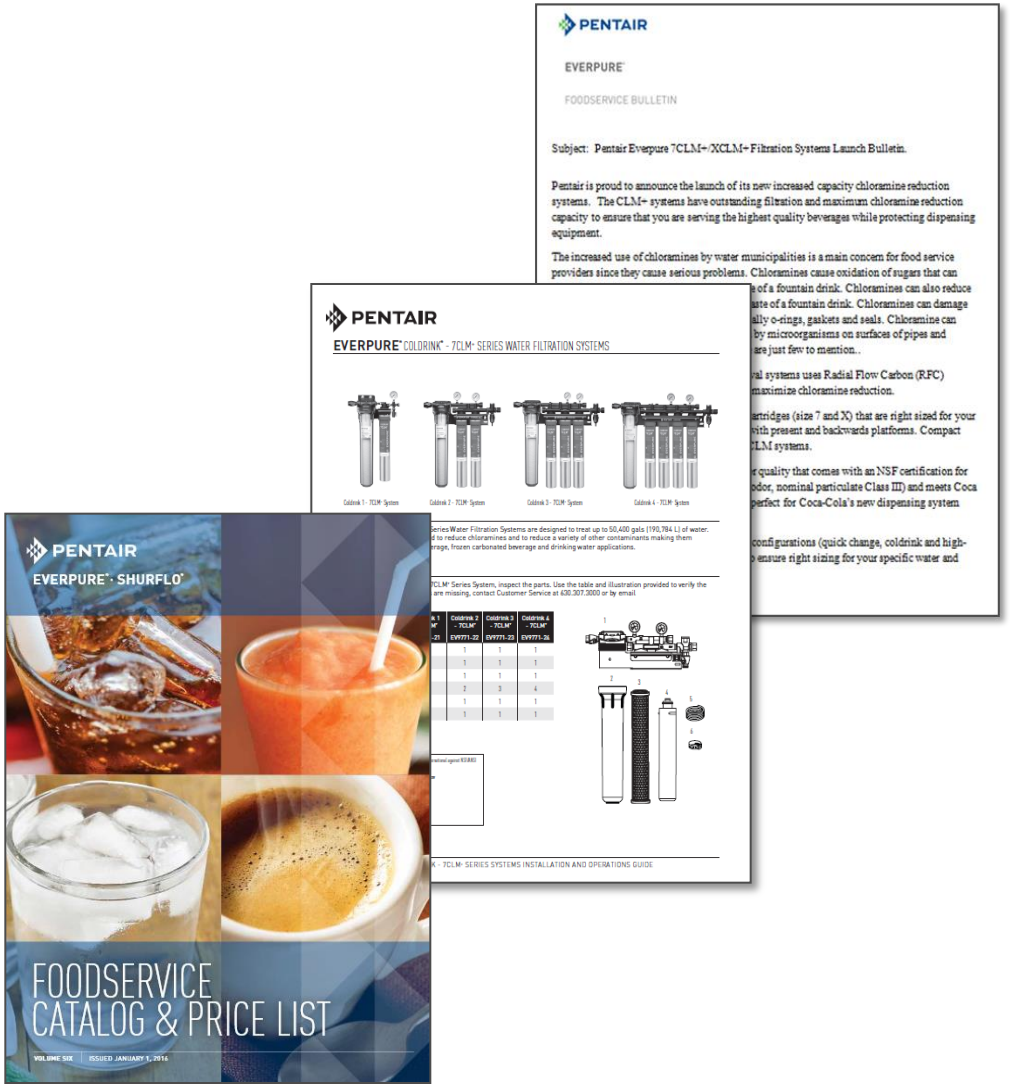
*If the system requires more than 2 dispensers, the recommendation is to utilize multiple filter systems. If you have any questions or require additional assistance, please contact Everpure Technical Support at 800-942-1153 or e-mail us at servicespecialist@pentair.com.
**Table assumes that Water Booster System is feeding only Freestyle Dispenser not Hoshizaki Ice Machine.

NUMBER OF CARBONATORS (AMBIENT)	SYSTEM NAME	PART NUMBER	SYSTEM FLOW RATE
1	Coldrink1-7CLM+	EV977121	1.7
1	Coldrink2-7CLM+	EV977122	3.4
2	Coldrink3-7CLM+**	EV977123	5.0
2-3	Coldrink4-7CLM+**	EV977124	6.7

NUMBER OF CARBONATORS (AMBIENT)	SYSTEM NAME	PART NUMBER	SYSTEM FLOW RATE
1	Coldrink1-XCLM+	EV976121	2.0
2	Coldrink2-XCLM+	EV976122	4.0
2-3	Coldrink3-XCLM+**	EV976123	6.0
3-4	Coldrink4-XCLM+**	EV976124	8.0

MARKETING LITERATURE

- Bulletin
- Product Brochure
- Product Specification Sheets
- I/O Guides
- Selling Guide
- MD PowerPoint Presentation
- 2016 Catalog
- Everpuresizing.com
- Press release
- FatStax
- Foodservice e-library



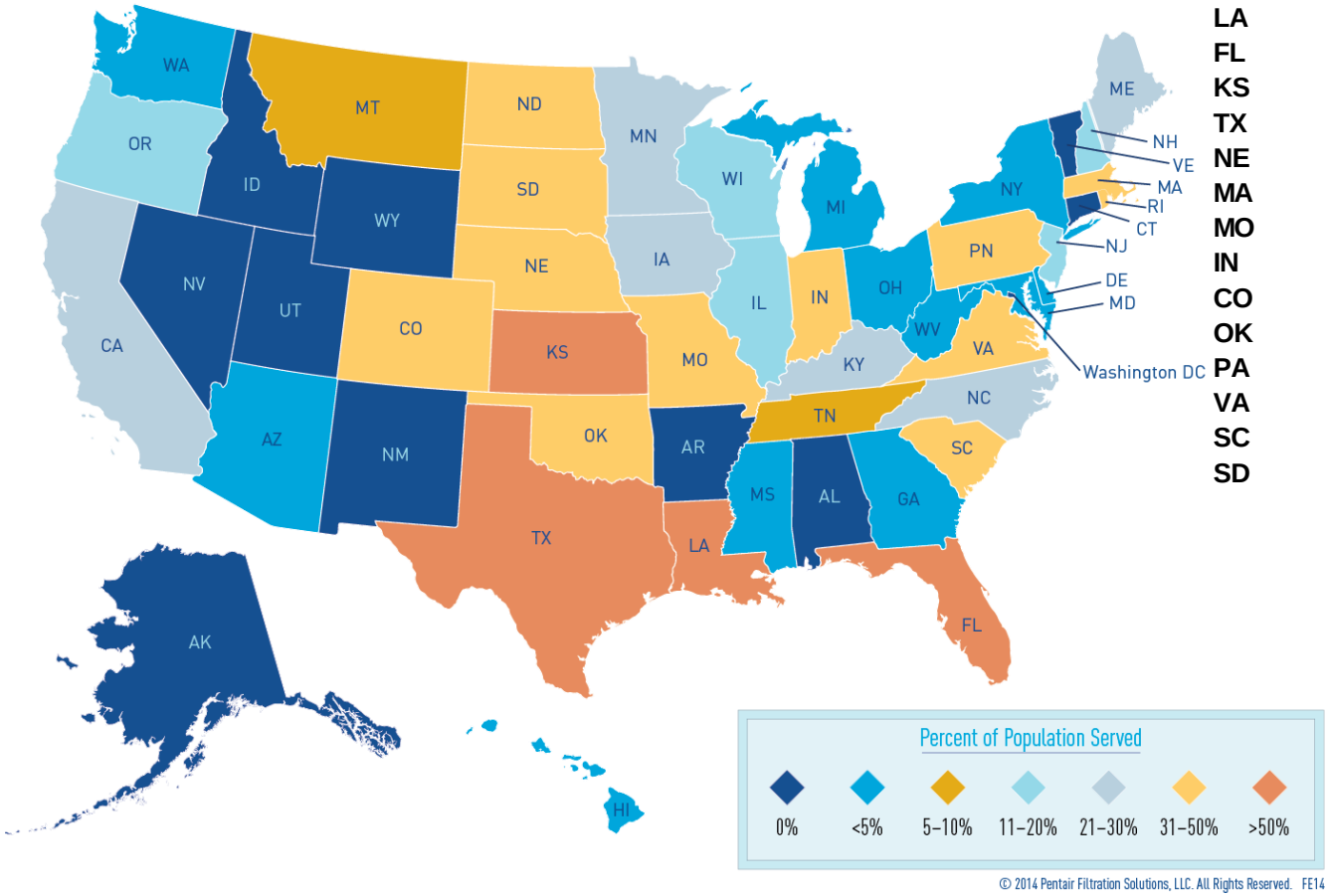
ADDITIONAL

- CONTACT INFORMATION:
  Sandy Anlar, Marketing Manager
  sandy.anlar@pentair.com

THANK YOU

APPENDIX

NORTH AMERICA CHLORAMINE USAGE



State	Pop. Served	Total Pop.	%
LA	2,625,183	4,533,372	58%
FL	10,617,395	18,801,310	56%
KS	1,600,166	2,853,118	56%
TX	12,310,506	25,145,561	49%
NE	866,517	1,826,341	47%
MA	2,986,270	6,547,629	46%
MO	2,622,365	5,988,927	44%
IN	2,746,660	6,483,802	42%
CO	1,973,083	5,029,196	39%
OK	1,463,516	3,751,351	39%
PA	4,706,233	12,702,379	37%
VA	2,851,829	8,001,024	36%
SC	1,585,236	4,625,364	34%
SD	261,313	814,180	32%