

A little Italy at Whole Foods

The story behind the World's Greatest Organic Food Retailer



Gelato & chocolate offered at WFM in Naperville, Illinois

December 2011, Austin Texas; In 1978 twenty-one year old Rene Lawson Hardy, borrowed \$45,000 from family and friends to open the door of a small natural foods store called SaferWay in Austin. He then partnered with John Mackey, Craig Weller and Mark Skiles to form the first Whole Foods Market. Craig and Mark were the owners of Clarksville Natural Grocery. The original Whole Foods Market opened in 1980 with a staff of only 19 people. It was an immediate success. At the time, there were less than half a dozen natural food supermarkets in the United States. Less than a year later, on Memorial Day in 1981, the worst flood in 70 years devastated the city of Austin. Caught in the flood waters, the store's inventory was wiped out and most of the equipment was damaged. The losses were approximately \$400,000 and Whole Foods Market had no insurance. Customers and neighbors voluntarily joined the staff to repair and clean up the damage. Creditors, vendors and investors all provided breathing room for the store to get back on its feet and it re-opened only 28 days after the flood .



Gelato offered at WFM in Napa, Ca



Gelato offered at WFM in Roosevelt, Seattle

Beginning in 1984, Whole Foods Market began its expansion out of Austin, first to Houston and Dallas and then into New Orleans with the purchase of The Whole Food Company in 1988. In 1989, the company expanded to the West Coast with a store in Palo Alto, California. While opening new stores, the company fueled rapid growth by acquiring other natural foods chains throughout the 1990s: Wellspring Grocery of North Carolina, Bread & Circus of Massachusetts and Rhode Island (banner retired in 2003), Mrs. Gooch's Natural Foods Markets of Los Angeles, Bread of Life of Northern California, Fresh Fields Markets on the East Coast and in the Midwest, Florida Bread of Life stores, Detroit-area Merchant of Vino stores, and Nature's Heartland of Boston. The company's 100th store was opened in Torrance, California in 1999.

The company started its third decade with additional acquisitions. The first was Natural Abilities in 2000, which did business as Food for Thought in Northern California. After the departure of then company president Chris Hitt and regional president Rich Cundiff, Southern California region, John Mackey promoted A.C. Gallo, president of the Northeast region and Walter Robb, president of the Northern California region to Co-COO and soon after added the titles of Co-President. This led to the promotion of three new regional presidents and a new era for the company. David Lannon became president of the Northeast region, Anthony Gilmore became president of the Southwest region, Ron Megehan became president of the Northern California region. In 2001, Whole Foods also moved into Manhattan. Later that year Ken Meyer became president of the newly formed South region and Whole Foods Market acquired the assets of Harry's Farmers Market, which included three stores in Atlanta. In 2002, the company opened its first international store in Canada in Toronto, Ontario. Continuing its expansion, Select Fish of Seattle was acquired in 2003. In 2005, Whole Foods opened its 80,000-square-foot (7,400 m²) flagship store indowntown Austin. The company's headquarters moved into offices above the store. Whole Foods Market's expansion has increased the need for products and processing plants. In response, the company added its 365 Everyday Value product line and purchased Allegro Coffee Company in 1997. A seafood processing plant was opened in Atlanta in 2003, the year in which Whole Foods became United States' first national "certified organic" grocer.

Awards and recognition

Whole Foods Market has been included in *'Fortune'* magazine's annual list of the "100 Best Companies to Work For" every year since the list's inception in 1998, most recently at No. 5 in 2007. CEO John Mackey was named to Barron's list of the world's best CEOs, which recognizes 30 top corporate leaders who excel in not only profit growth and stock-price gains but also leadership strength and industry stature. The Environmental Protection Agency awarded Whole Foods Market its top honor of Green Power Partner of the Year for 2006. The company was also presented with the Green Power Leadership Award in 2004 and 2005. Based on 2005 revenue, Whole Foods Market is the fifty-fifth largest retailer in the U.S.A In the 2006 Harris Interactive/The Wall Street Journal ranking of the world's best and worst corporate reputations, Whole Foods placed 12th overall and received the best score of any company for social responsibility. Whole Foods was included in *Corporate Responsibility Officer* magazine's annual "100 Best Corporate Citizens" list for 2007, ranking No. 54 out of 1,100 U.S. public companies surveyed. The ranking is based on measures of corporate service to eight groups: shareholders, community, governance, diversity, employees, environment, human rights and product. *Supermarket News* ranked Whole Foods No. 23 in the 2007 "Top 75 North American Food Retailers" based on 2006 fiscal year sales of \$5.6 billion.

CEO John Mackey was named the 2003 Overall National Ernst & Young Entrepreneur Of The Year. Whole Foods was named 'World's Greatest Food Retailer' by the British trade magazine 'The Grocer' in 2006. Jul 25, 2009 - The Natural Products Association presented **Whole Foods** Market with their "2009 Socially Responsible Retailer **Award**" for excellence. Oct 20, 2010 - **Whole Foods** Market has received a Green Power Partner of the Year **award** from the U.S. Environmental Protection Agency (EPA). Mar 10, 2011 - Natural foods grocer **Whole Foods** Market Inc. was the overall winner in the American-Statesman's Texas Social Media **Awards**.



Caesars Palace Las Vegas to Feature the New KT 24 OTL cases.

December 1, 2011; Caesars Palace will be the first to introduce the new KT 24, the newest line of display cases offered by Clabo group. These new cases will be featured in the famous Caesars Buffet in the 2nd quarter of 2012.

The most visibly distinct features for this new cabinets are clear support structure that did away with traditional aluminum that are typically used. A square jewelry look top glass with double pane and heated glass is also on medium temperature application.

LED lighting is standard and the full range of gelato, pastry, deli, chocolate and hot is offered. These application are available in corners, 45° exterior and 30° exterior and interior. These cases complimented with full refrigeration option on medium temperature and on gelato cases accommodating 5 , 12 liters pans or round American ice cream template option.

Front glass can be tilted for ease of cleaning, interior high polish stainless and option for curtains in lieu of plexiglas. KT 24 carries the full proprietary technology with air flow and solid state controls that Clabo is famous for.



Closer look at the KT24



The famous Forum Emperor's Fountain

New Technology

Smaller. Lighter. More Efficient. Tecumseh's newest compressor

November 08, 2011

Introducing the all-new environmentally friendly TA series next generation compressor developed for global applications in household appliances and small commercial products.

This totally redesigned, best-in-class compressor bolsters Tecumseh's small capacity global product offering for original equipment manufacturers of household refrigerators and freezers, as well as small commercial equipment such as water coolers and specialty food service devices.

While the TA will support traditional R134a refrigerant, it is optimized for hydrocarbon refrigerants R600a (isobutane) and R290 (propane). This is especially important, since hydrocarbon refrigerants are expected to be authorized for use in U.S. commercial and residential applications in the near future, due to approval of the Significant New Alternatives Policy (SNAP) by the U.S. Environmental Protection Agency (EPA). Hydrocarbon refrigerants are already being used successfully in both domestic and commercial applications around the world.

Key advantages of the TA include:

- It is best in class for combined size, weight and efficiency
- It uses up to 35 percent less oil than its predecessor
- It is up to 17 percent smaller than older models of the same capacity
- Redesigned internals provide for smoother motor operation
- Increased suction muffler volume delivers quieter operation
- TA models cover 300 to 800 Btu/h for an increased range of capacities

The TA joins the all-new AE2 compressor launched earlier this year by Tecumseh for the commercial refrigeration market. Both new compressors were designed to satisfy today's most severe energy requirements as well as those of the future. The TA is one of more than 150 Tecumseh products designed and developed to fulfill Tecumseh's Green Products Initiative. "The introduction of the TA compressor is another step in our continuous quest to provide high quality, reliable compressors that set the standard for today's refrigeration marketplace, with the capability to meet the needs of the future," says Tecumseh CEO & President, Jim Connor. "Since the TA was designed to provide optimized performance with "green" hydrocarbon refrigerants it furthers Tecumseh's position as a leader in hydrocarbon compressor development."



The Mighty Mini

The all-new Tecumseh TA.
Setting the standard for today's R&F marketplace.

IMPROVED EFFICIENCY

- Best in class for combined size, weight and efficiency
- It requires up to 35% less oil than its predecessor

PROVEN RELIABILITY

- Backed by 77 years of Tecumseh compressor technology

SMALLER ENVELOPE

- Up to 17% less volume than older models of the same capacity
- Designed specifically for domestic appliances and small commercial applications

QUIETER OPERATION

- Redesigned internals provide for smooth motor operation
- Increased suction muffler volume for improved noise attenuation

INCREASED CAPACITY

- Models to cover 300 to 800 Btu/h

ENVIRONMENTALLY FRIENDLY

- Designed for optimal performance with "Green" hydrocarbon refrigerants R600a and R290
- Supports today's use of R134a

New demand for Superior systems



Lasca Engineering and Danfoss: The Winning Partnership for the 2012 European Championship.

With the 2012 Euro Championships fast approaching, co-host Ukraine sees a surge of hotel construction – modern buildings in need of sophisticated Building Management Systems (BMS). Lasca Engineering and Danfoss MCX controller technology team up to provide highly efficient, reliable solutions.

It is not every day that the European Football Championship comes to town and, in preparation for next year's event, new buildings and hotels are going up all over co-host Ukraine. Many of these modern structures are being outfitted with advanced and sophisticated BMS solutions (Building Management Systems) to regulate functions such as ventilation, lighting, heating and more.

BMS systems manage harmonious operation of different kinds of equipment installed in hotels, but they must be customised to meet customer specifications. Properly configured, each system optimises the energy consumption of a building's systems, while ensuring the comfort of inhabitants and staff.

Lasca Engineering, a leader in the Ukrainian BMS market, specialises in building automation/management systems and refrigeration installations. In the lead up to Euro 2012, Lasca is handling installations for several five-star hotels in the Ukrainian capital city of Kyiv, and in one of the country's largest cities, Kharkiv.

But Lasca couldn't do it alone. Together, Danfoss and Lasca Engineering have developed a BMS solution based on Danfoss' programmable MCX controllers to enable the most efficient control of HVAC units and extended control of building conditions, from climate to security. Chosen for their value and reliability, the MCX controllers are backed by Danfoss' renowned technical and customer support.

Innovative Partnership Yields Flexible Solution

BMS projects are designed with Danfoss components on multiple levels. Locally, room facilities are controlled by individual panels connected to the Danfoss MCX controller; on a centralised level, control comes from the web-based BMS. Programming and commissioning are done with Lasca's special, custom software, 'Soft:blocks'.

Says Lasca CEO Sergiy Mykhailiv, "The main advantage of 'Soft:blocks' is the unique possibility to combine software functional modules together with Danfoss MCX, LCX and EXC modules. These components work like LEGO bricks to fulfil the requirements of any application, and each module allows flexible configuration via user-friendly tools."

As a result, says Mr. Mykhailiv, Lasca and Danfoss have achieved a uniquely flexible solution for BMS clients: a modern, advanced control and monitoring system with a streamlined development and commissioning time.

The industry boom in Ukraine is just a small part of the extensive scope of applications for programmable controllers like MCX, and developing market solutions requires a solid, innovative partnership like the one between Lasca and Danfoss.

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