



The Art of Cold

Insight and Updates from the Leaders in Refrigeration

True Residential Sales Meeting


December 12, 2019

RESIDENTIAL MANUFACTURING

2019 Improvements



True
RESIDENTIAL

A large industrial machine with a robotic arm is shown in a factory setting. The robotic arm is white with orange accents and is positioned over a conveyor belt. The conveyor belt has several red rollers. In the background, two workers are visible. The machine is made of dark metal with several circular openings. The floor is concrete. The lighting is bright, coming from overhead industrial lights.

GLASS INSERT

MACHINE

AUTOMATED TECHNOLOGY

LISEC LINE Glass Door Inserts

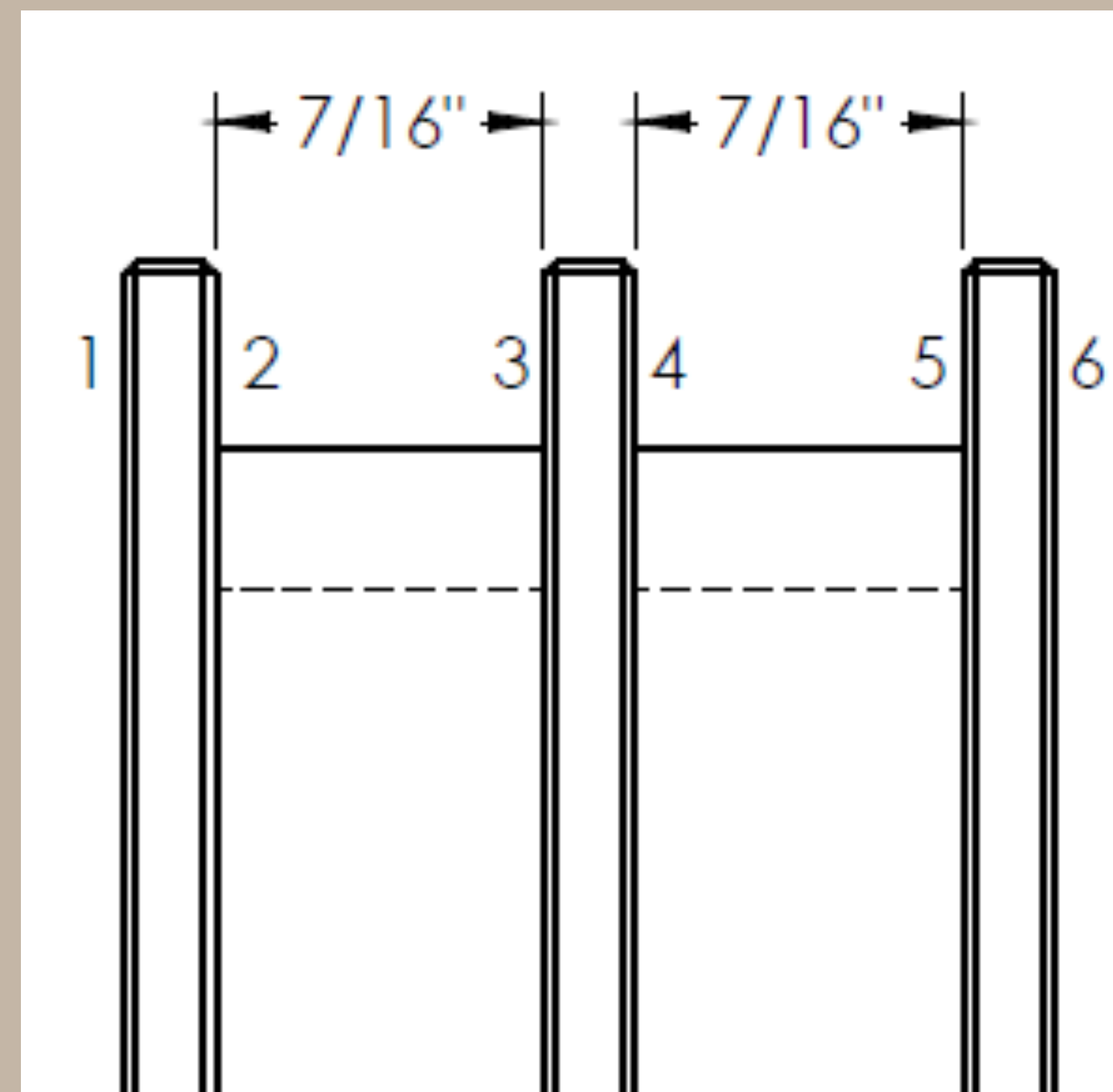
THE BENEFIT OF TRIPLE PANE GLASS OVER DOUBLE PANE

Improves Energy Efficiency.

Reduces condensation on the glass.

Triple pane door is more efficient because it has two argon filled spaces between the glass panes versus just one like double pane door..

HIGH END QUALITY-BETTER GLASS INSERT



There are two voids between the glass.

A large industrial laser drilling machine in a factory setting. The machine is white with a red "salvagnini" logo on the upper arm. It features a long bed with numerous drill bits mounted in a grid. A yellow warning label is visible on the side of the machine. The background shows a warehouse with high ceilings and storage racks.

salvagnini

SALVAGNINI

L3 LASER ADDITIONS

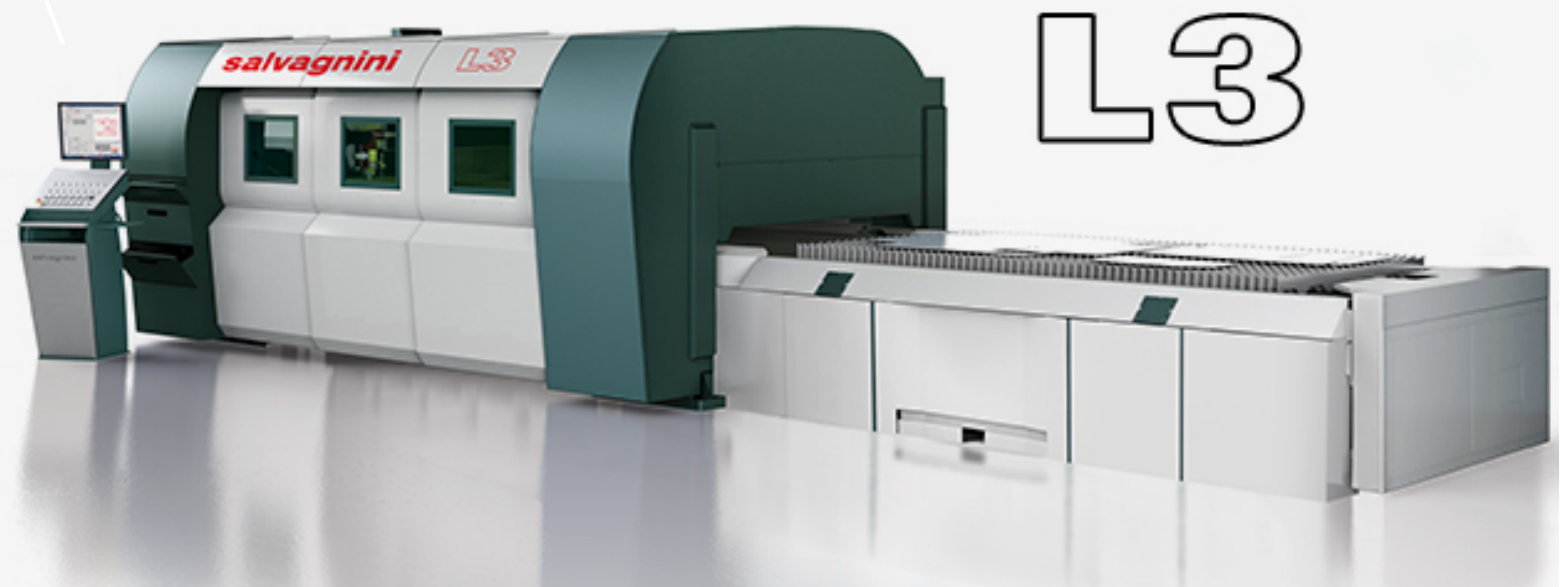
AUTOMATED TECHNOLOGY

SALVAGNINI LASER Investments

NEW SALVAGNINI L3 FIBER OPTIC LASER PURCHASED

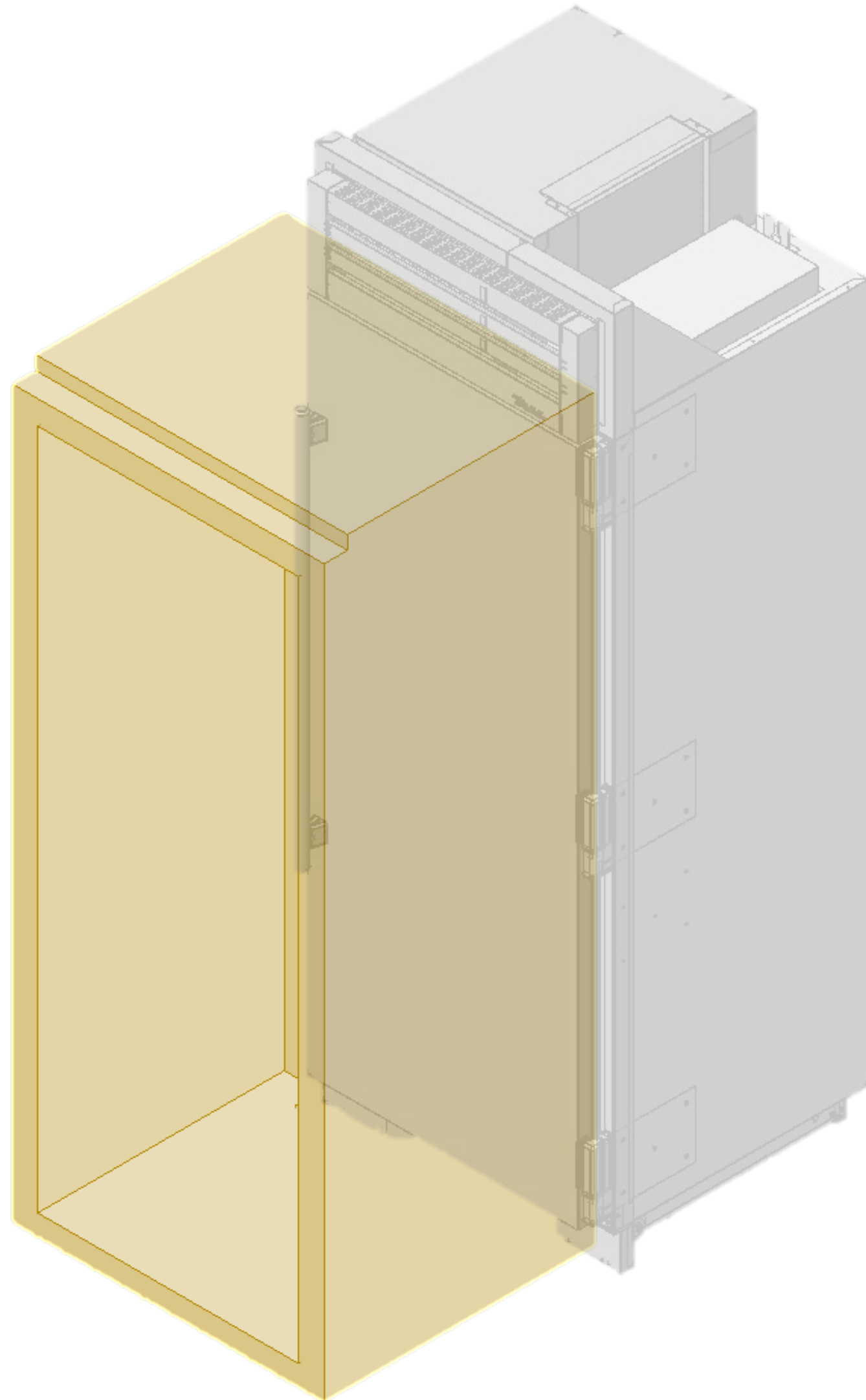
BETTER QUALITY PARTS FOR RESIDENTIAL MANUFACTURING

Castor	Drain Pan
Housings	Brackets
Shelf Bottoms	Castor Housings
Shelf Tops	Shelf Bottoms
Light Covers	Shelf Tops
Evaporator	Light Covers
Fan Mounts	Evaporator Fan Mounts
End Panel	End Panel Kickplates
Kickplates	Shelf Frame
Shelf Frame	Cabinet Backs
Cabinet Backs	Drain Pan Brackets



INSULATION IMPROVEMENT

Replacing Ecomate



 **BASF**
We create chemistry

BASF HFO FOAM
REPLACING ECOMATE

Improved energy efficiency:
3%-20%.

Improved dimensional stability =
Reduction in wavy appearance.

POWDER COAT IMPROVEMENT



Nitrotherm System

INCORPORATED INTO THE T-10 POWDER COATING LINE

Benefits of the **POLIFLUID** system:

It creates a consistent uniform path for the powder to flow onto each part.

Powder usage reduction and improved part quality, as well as prolonged equipment life.



RESIDENTIAL HARDWARE

Quality Inspections - Mismatched Color Issues

Quality Checks

New Spectrophotometer:

Ensures color values of each batch are matching up and within specified tolerance.

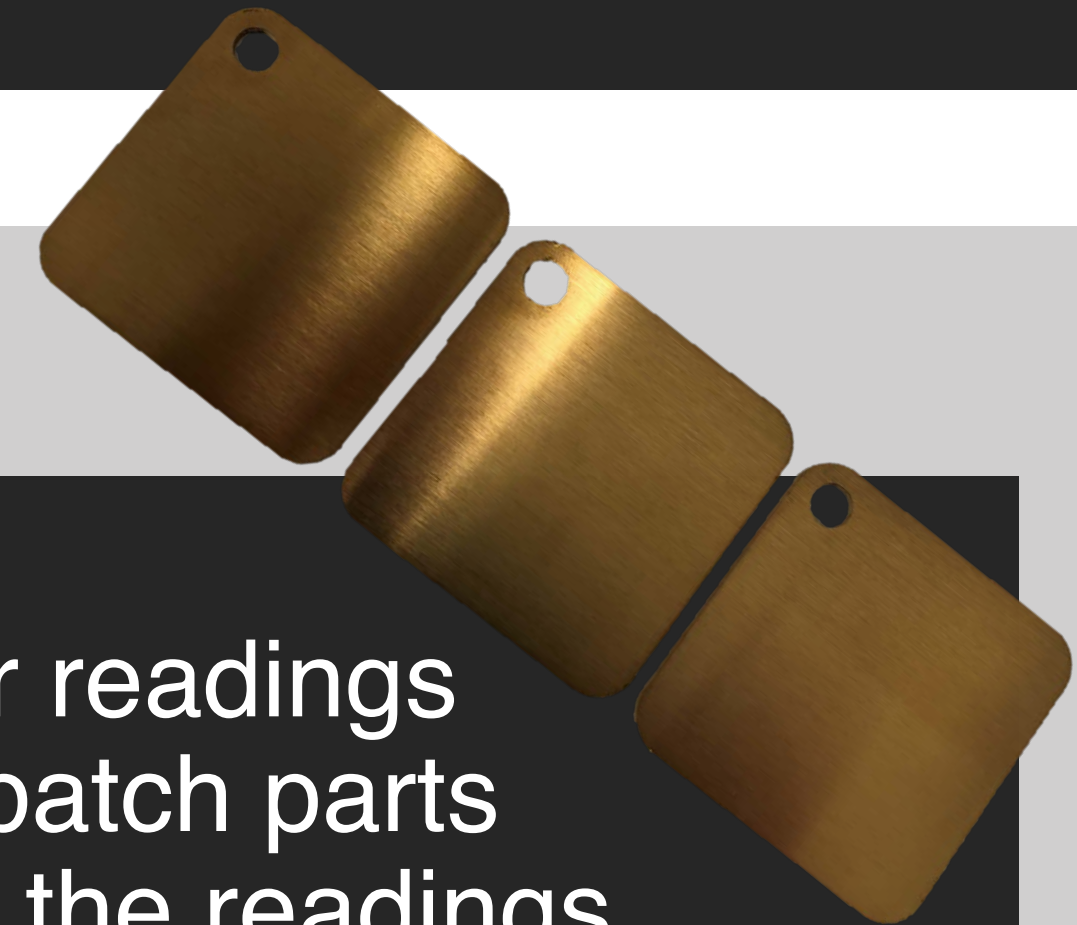
Allows us to synchronize our readings with the suppliers similar readings.



Color Reading

Supplier performs color readings on sample coupons & batch parts which are compared to the readings that True measures.

Both are measured against a common standard to ensure that there is not significant variation from batch to batch.



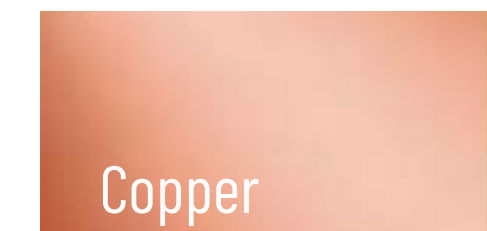
Chrome



Pewter



Brass



Copper



Gold

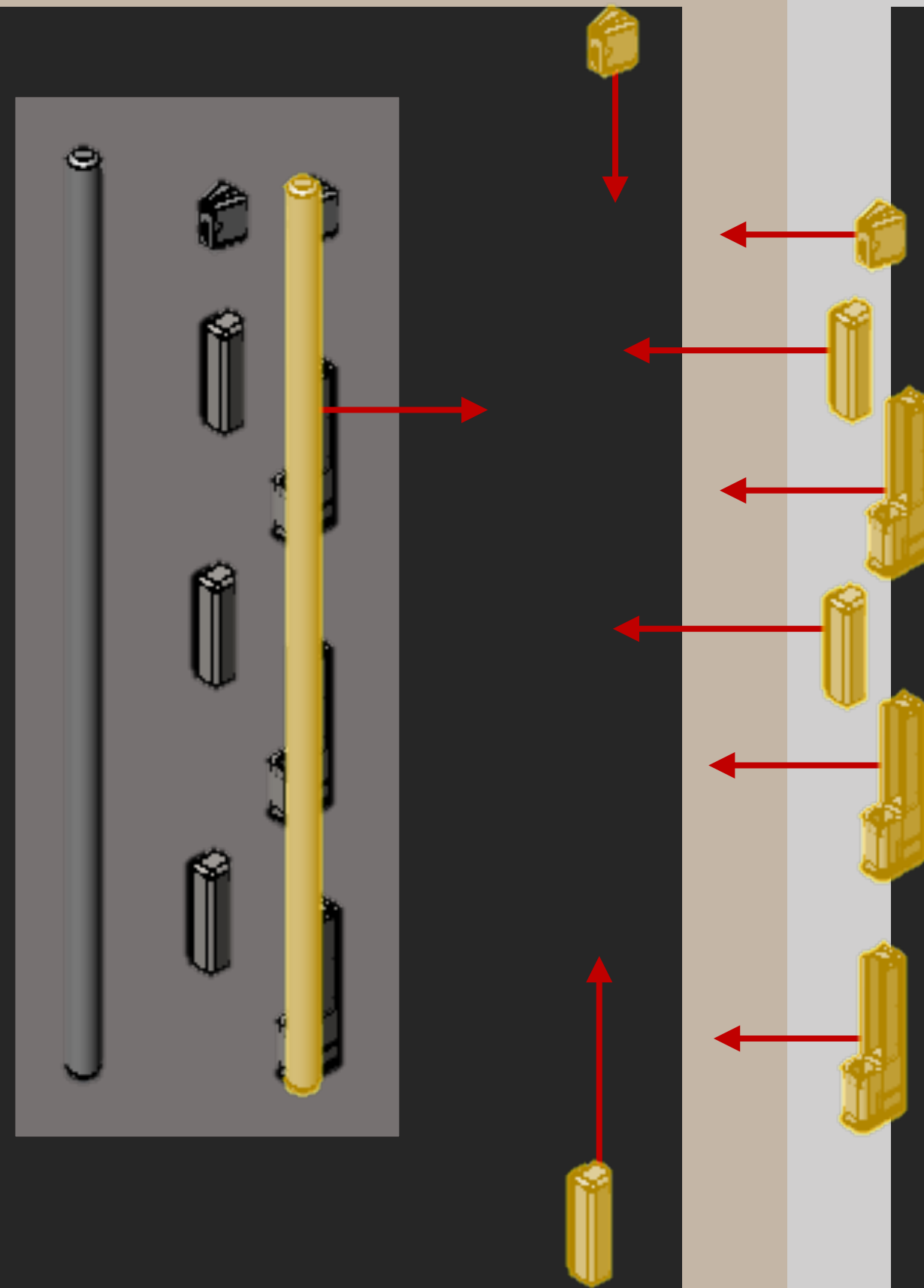
RESIDENTIAL PACKAGING

Improvements

Trays

Trays are used as parts are sent from True to supplier and returned to True in the same packaging

This is to reduce scratches or any damage to the hardware.



Residential Kit Racks

Residential Kit Racks, improves part protection during shipments from powder coat to production lines.

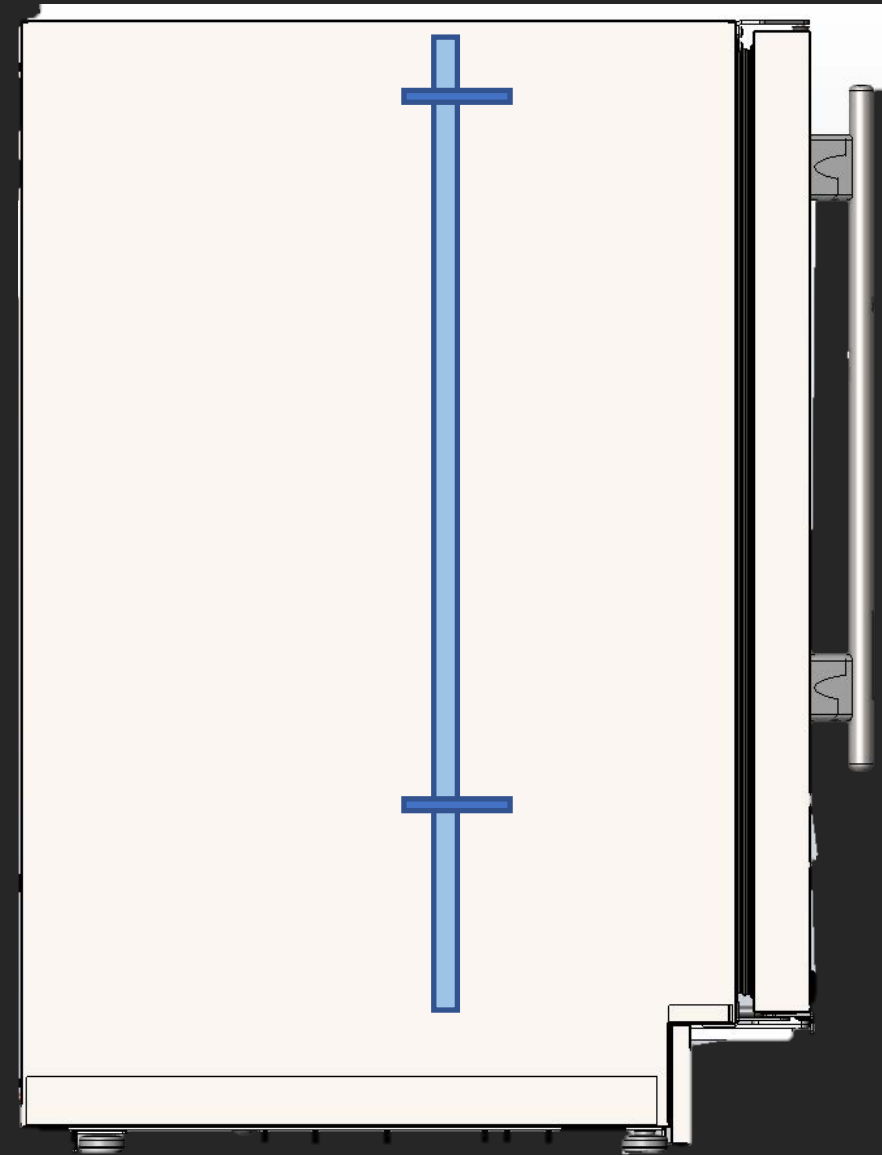


RESIDENTIAL PACKAGING

Improvements

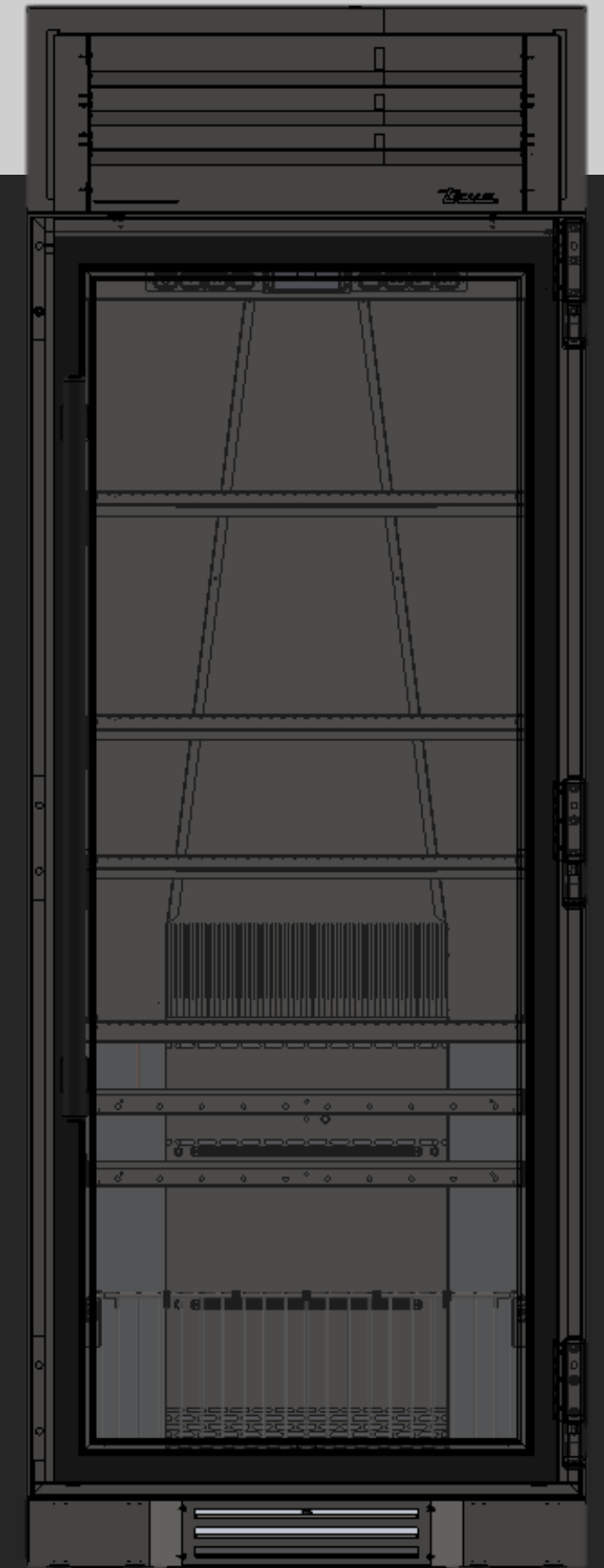
Foam Blocks

Foam block added in door jam on all TUR-15/24 to keep gaskets from deforming when unit is banded to skid.



Interior Bracing

Residential TR-30/36/42/48 standardize interior bracing of shelves shipping in-place across all REF/FRZ models.

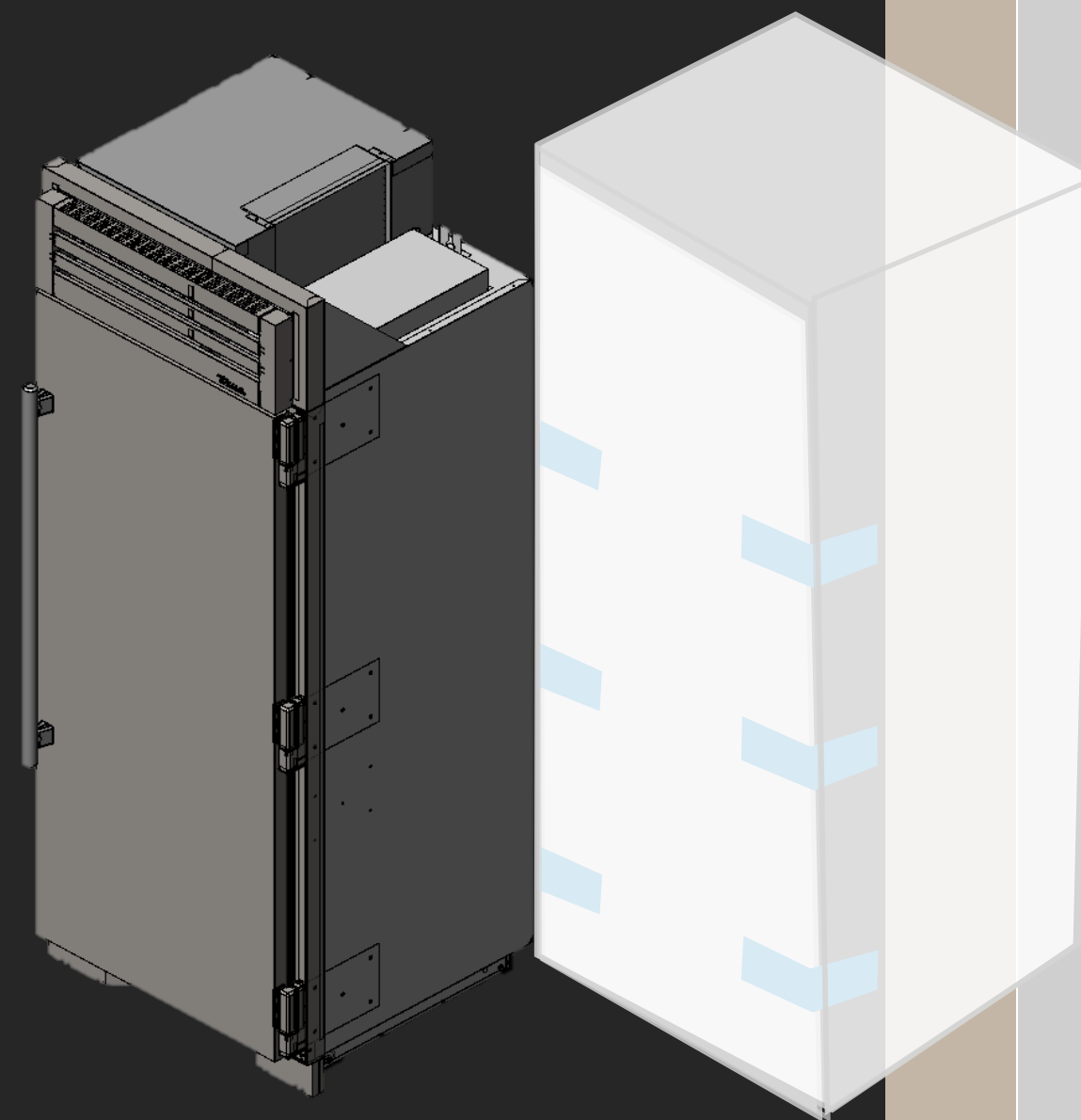


RESIDENTIAL PACKAGING

Improvements

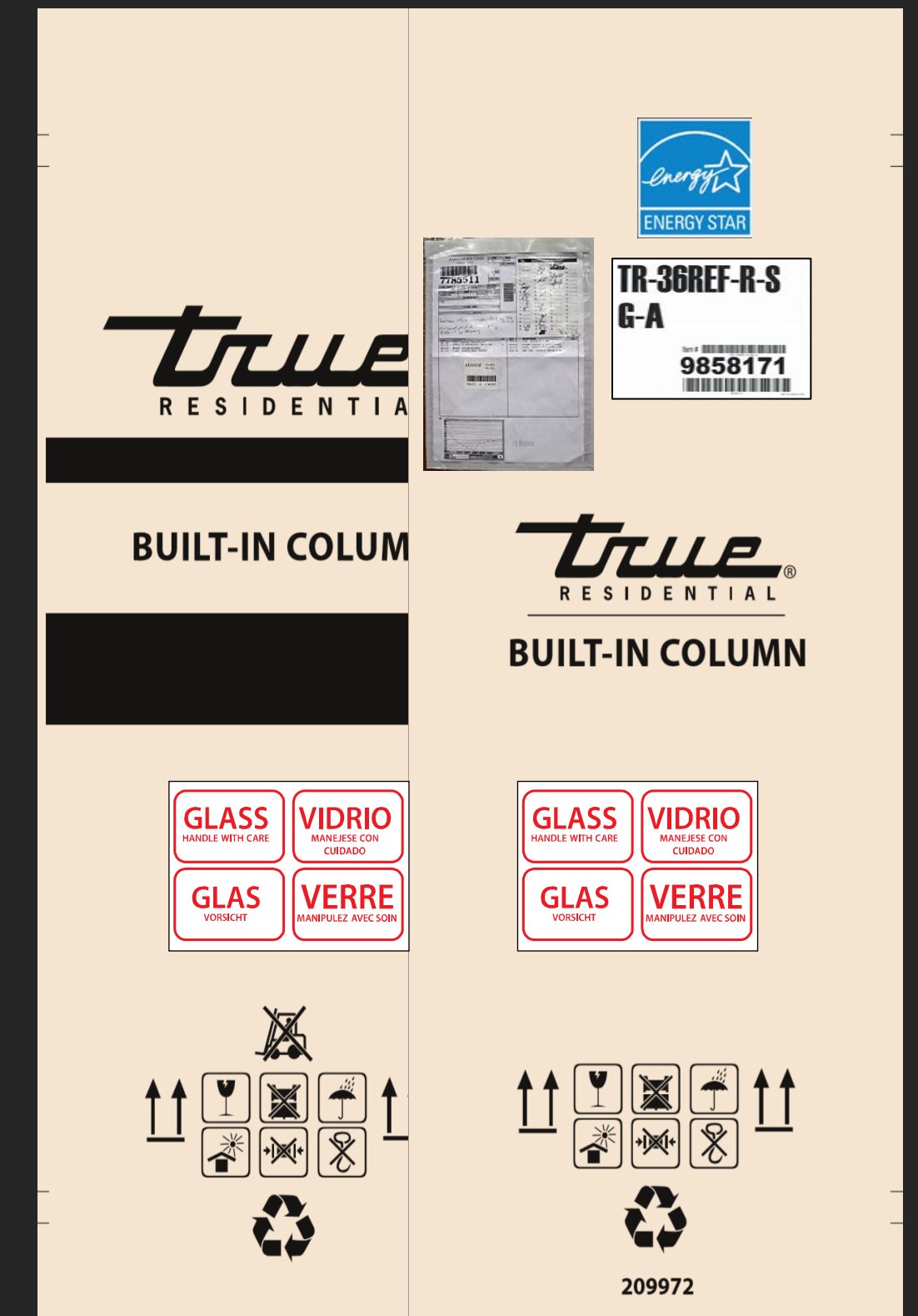
Dust Cover Bag

Upgraded from 1 mil to 2 mil dustcover bag and full front side coverage of 1/8" thick micro foam to prevent scuffing of exterior surface on TR-30/36/42/48 units during shipment.



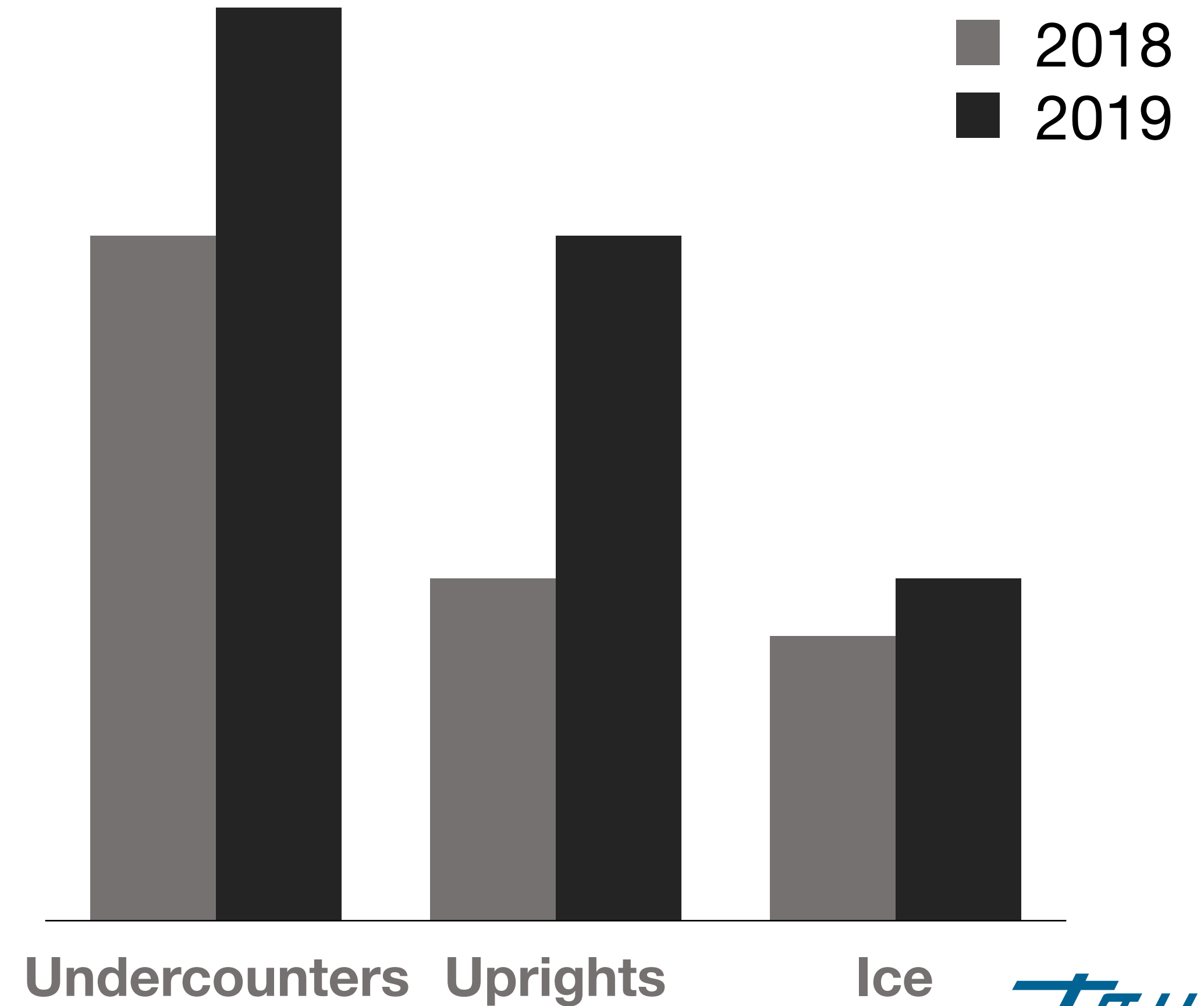
Packaging Graphics

Packaging Graphics added to corrugate wrap around sleeves used on TR-30/36/42/48 models; wraps prior were unprinted



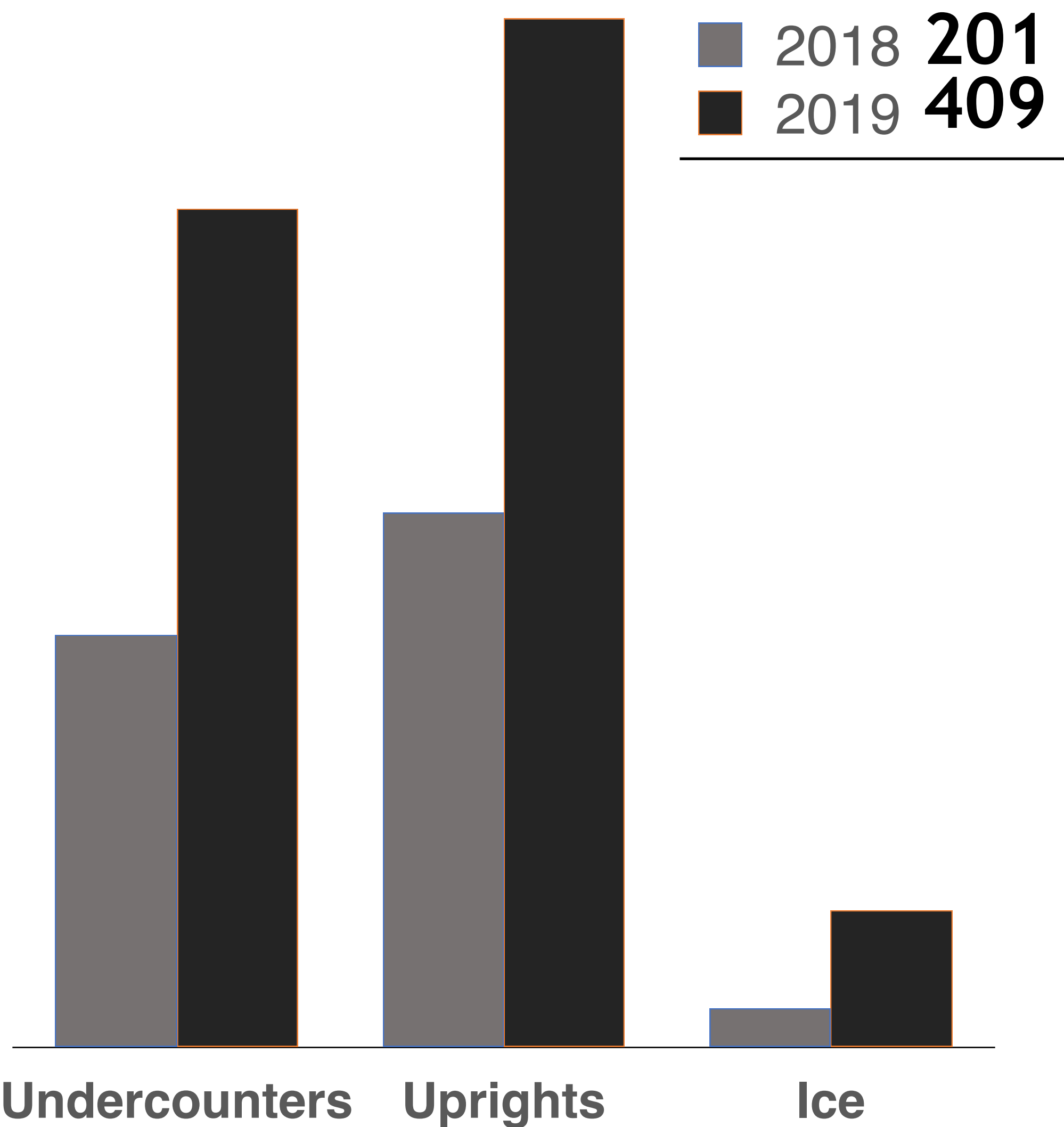
RESIDENTIAL MANPOWER

Growth



RESIDENTIAL MODEL VARIATIONS

Production



Increased Manpower &
Increase In Model Variation



*2019 Data 1.1.19 - 11.30.19

RESIDENTIAL PRODUCTION OF UNITS

Upright TR's



Undercounters



Ice
Machines



TOTAL UP

TBR /TDR SERIES BACK BAR REFRIGERATION



Investment In Redesigning Our Products





TBR/TDR PRODUCTION LINE

BAR AND DRAFT REFRIGERATORS

LIGHT COMMERCIAL RESIDENTIAL SUCCESS

2019



HIGHLIGHTS OF THE YEAR



SoFi Financial Institution in San Francisco, CA



**VARIOUS
TR-30 MODELS**



HIGHLIGHTS OF THE YEAR



Texas Rangers Stadium



TR-30DZW-R-SG



HIGHLIGHTS OF THE YEAR



National Marine



TUI-15



TUR-24



HIGHLIGHTS OF THE YEAR



NY Crown Relocations



**VARIOUS
TR-30**



Four Seasons Hotel California



FOUR SEASONS
Hotels and Resorts



TR-30W

true
MANUFACTURING CO., INC.

USA COMMERCIAL SUCCESS STORIES



HIGHLIGHTS OF THE YEAR

WINS Self Contained Refrigeration Units



HIGHLIGHTS OF THE YEAR

WINS Self Contained Refrigeration Units



HIGHLIGHTS OF THE YEAR

WINS
Units Shipped
Y-T-D



Walgreens



HIGHLIGHTS OF THE YEAR

WINS
Units Shipped
Y-T-D



HIGHLIGHTS OF THE YEAR

WINS
Units Shipped
Y-T-D



DOLLAR GENERAL®



HIGHLIGHTS OF THE YEAR

WINS
Units Shipped
Y-T-D



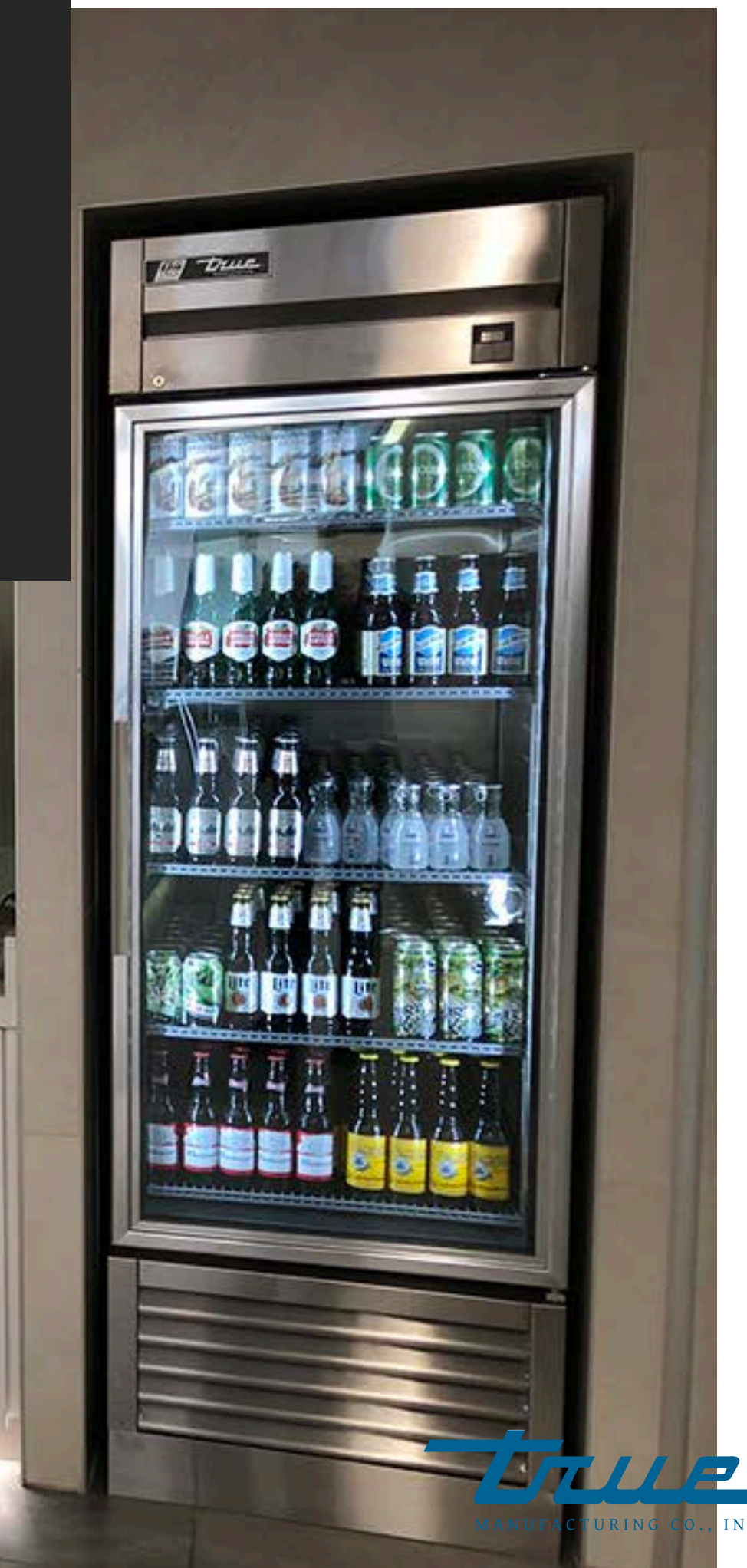
HIGHLIGHTS OF THE YEAR

wework

- Awarded Specification for the Next 2 years
- T-Series & Undercounters

New Building Plans
on Hold but moving
forward w/leased
locations as
planned for 2020

wework



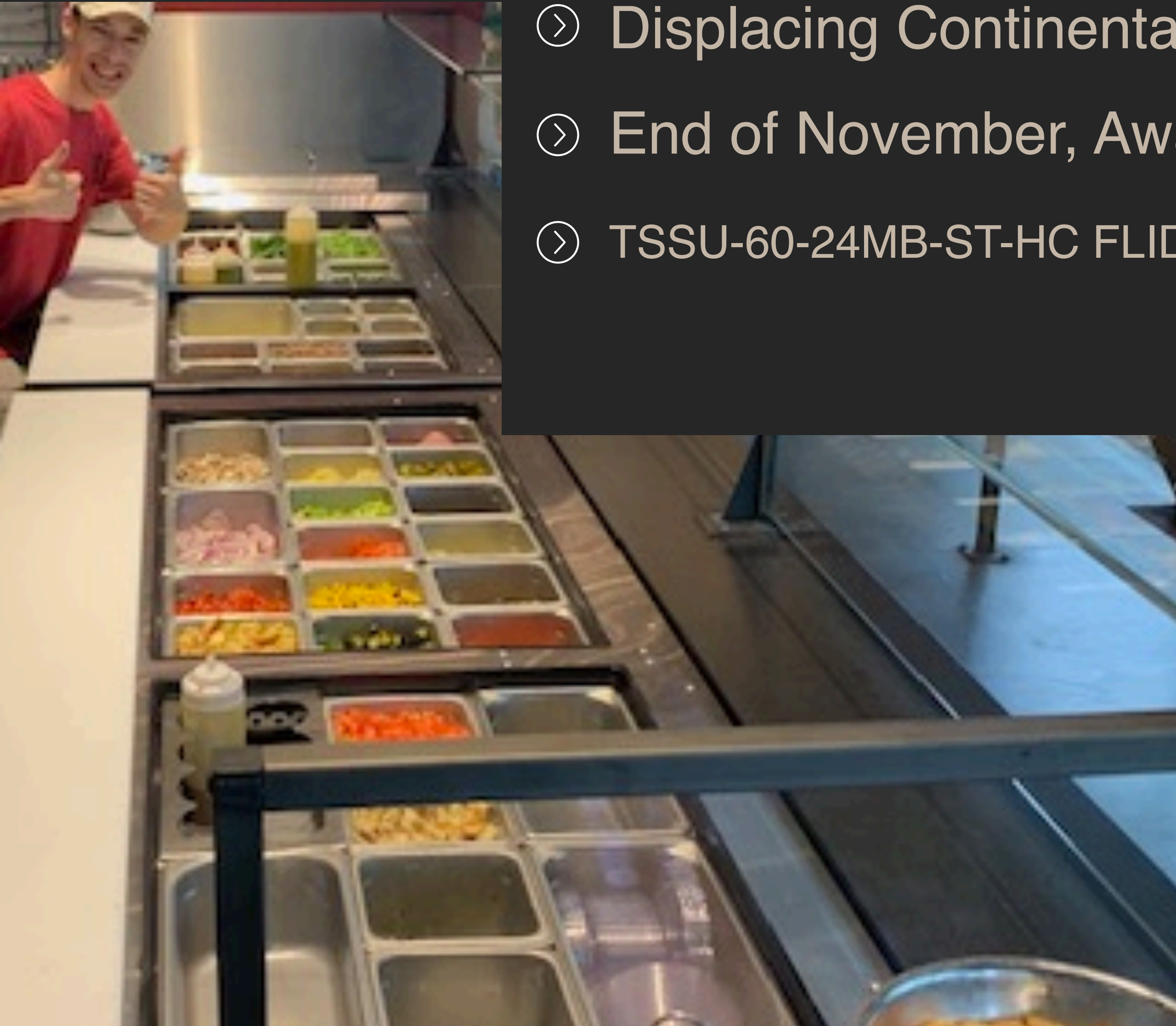
True
MANUFACTURING CO., INC.

HIGHLIGHTS OF THE YEAR

SMITH AND GREENE
A DIVISION OF EDWARD DON & COMPANY

MOD Pizza

- ③ Displacing Continental
- ③ End of November, Awarded Business for 2020
- ③ TSSU-60-24MB-ST-HC FLID & TSSU-72-30MB-ST-HC FLID



true
MANUFACTURING CO., INC.

HIGHLIGHTS OF THE YEAR



Instacart



Various Models T-23, T-23G, T-49, T-49G, T-72



HIGHLIGHTS OF THE YEAR

J.P. Morgan

J.P.Morgan

- ④ Orders in house for 383 Madison Ave Project
- ④ Expecting Ohio, Delaware, Data Centers, & Ft. Worth, Houston, Austin, TX locations



HIGHLIGHTS OF THE YEAR



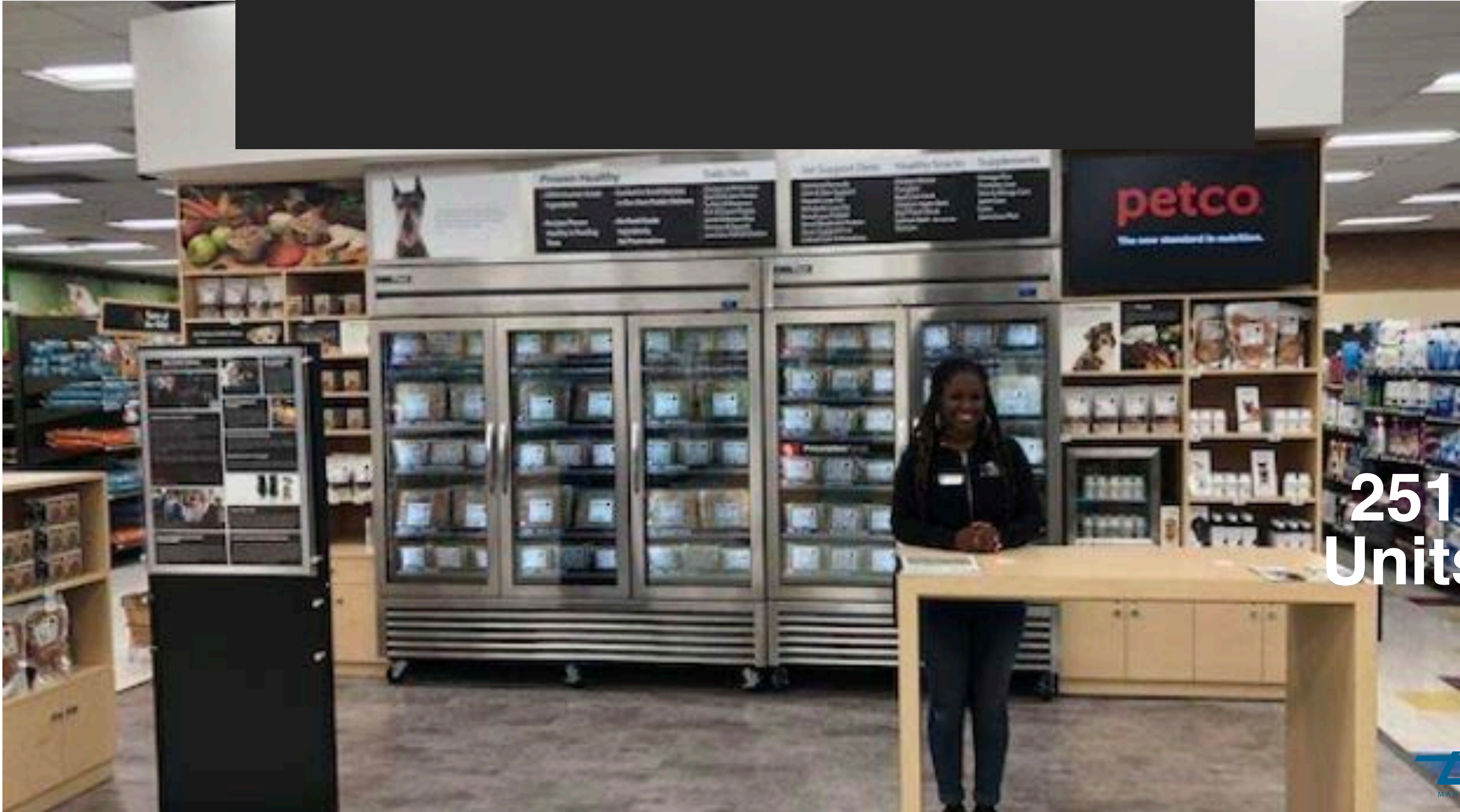
Google

Various Projects – Most recent was Mountainview, CA



HIGHLIGHTS OF THE YEAR

Petco

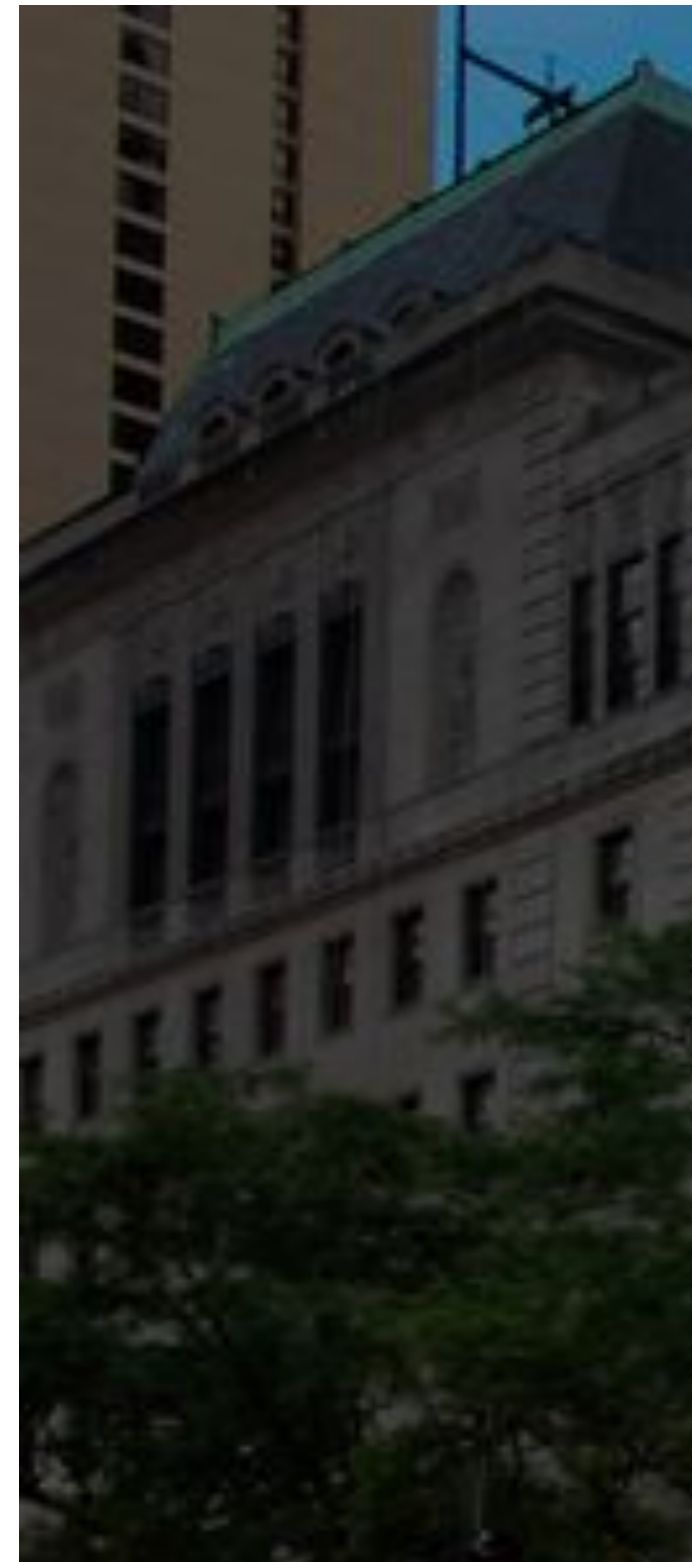


251
Units

HIGHLIGHTS OF THE YEAR

Starbucks Roastery

Grand Opening November 15th 2019 Chicago



HIGHLIGHTS OF THE YEAR



Loews Hotel Kansas City

September 2019

LOEWS
HOTELS



HIGHLIGHTS OF THE YEAR



Uber

May 2019

Uber

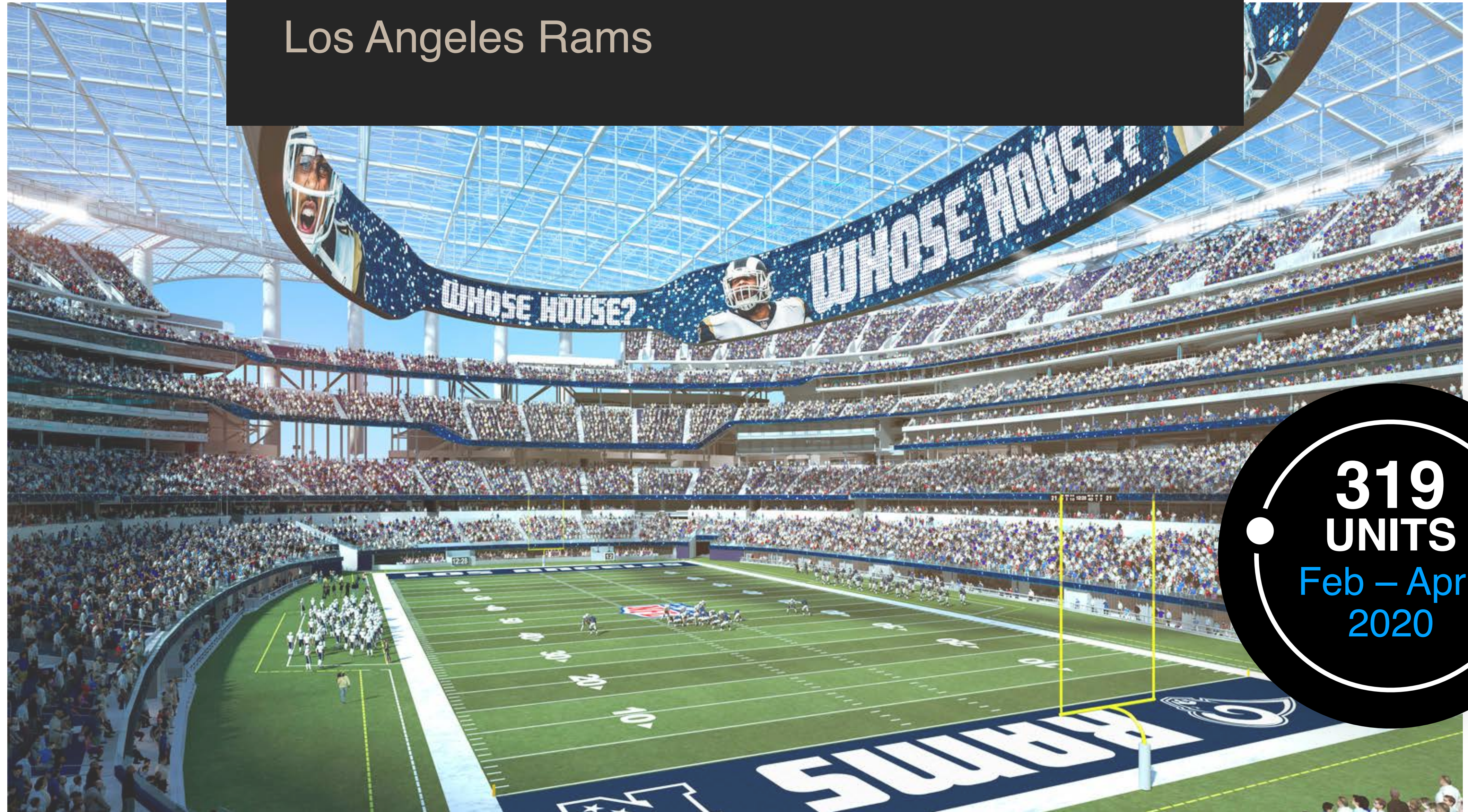
UBER



HIGHLIGHTS OF THE YEAR



SoFi Stadium Los Angeles Rams



**319
UNITS**
Feb – April
2020



HIGHLIGHTS OF THE YEAR

DURAY
J. F. Duncan Industries, Inc.

Allegiant Stadium

Las Vegas Raiders



282
UNITS
Install Spring
2020

INTERNATIONAL GROWTH

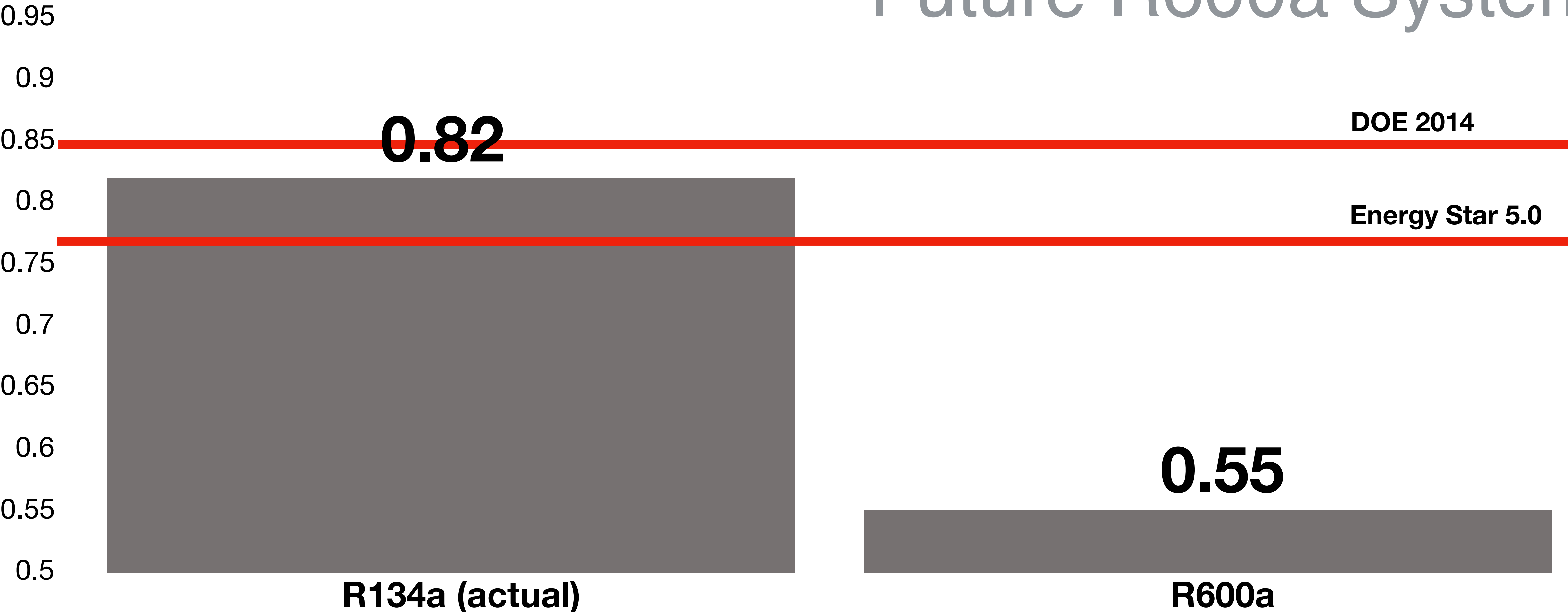
Expo Host Milan Italy October 2019



RESIDENTIAL UNITS

BUTANE ENERGY EFFICIENCY

Future R600a Systems



RESIDENTIAL UNITS

R600a BENEFITS

1

**Quieter and
more reliable.**

2

**Refrigerant
charges reduced
by 50%.**

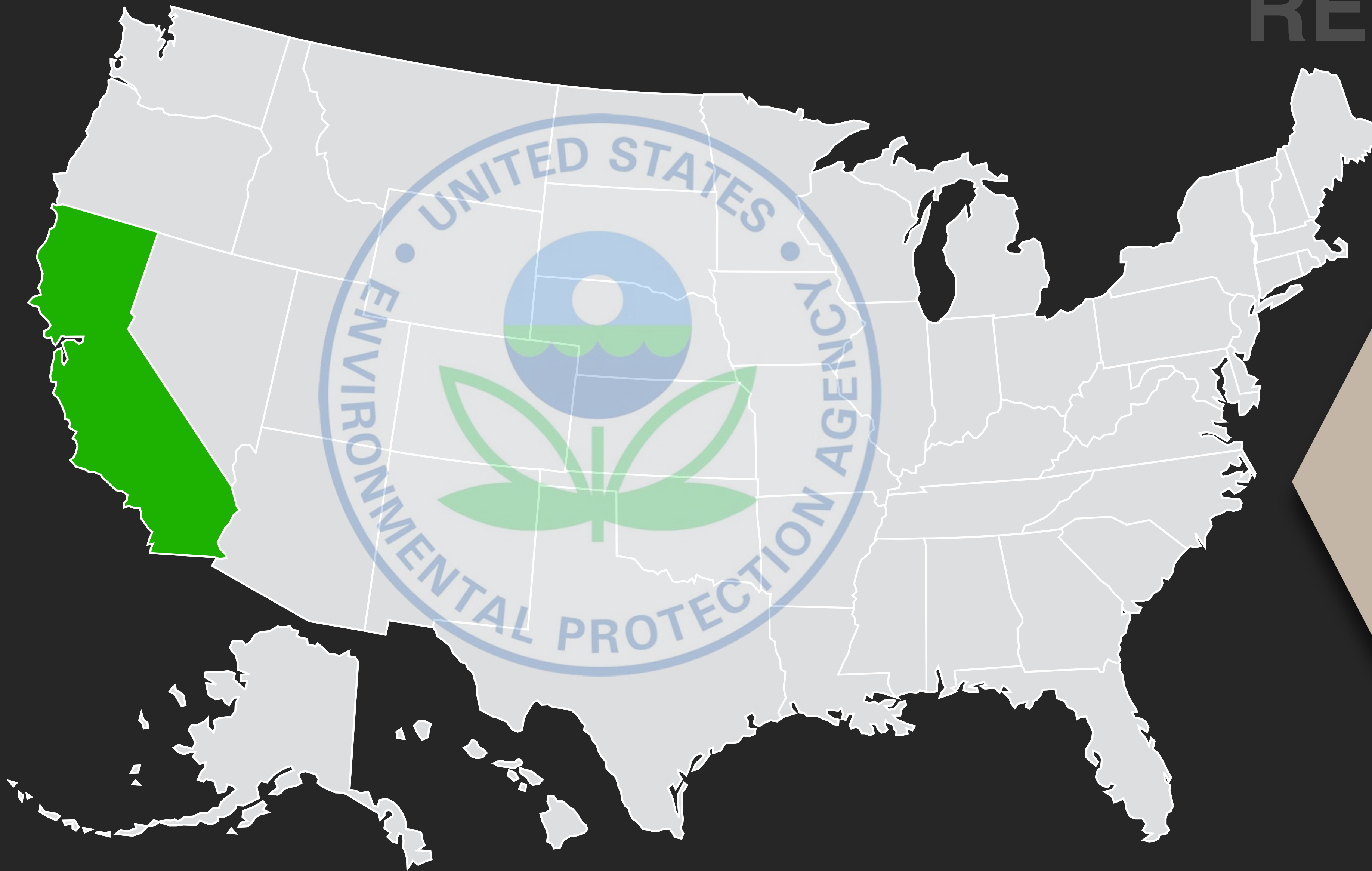
3

**Supply base is
developing and
offering soon
enhanced energy
efficient R600a
compressors.**

REGULATORY OF HFC'S RESIDENTIAL WORLD



REGULATORY OF HFC'S



California

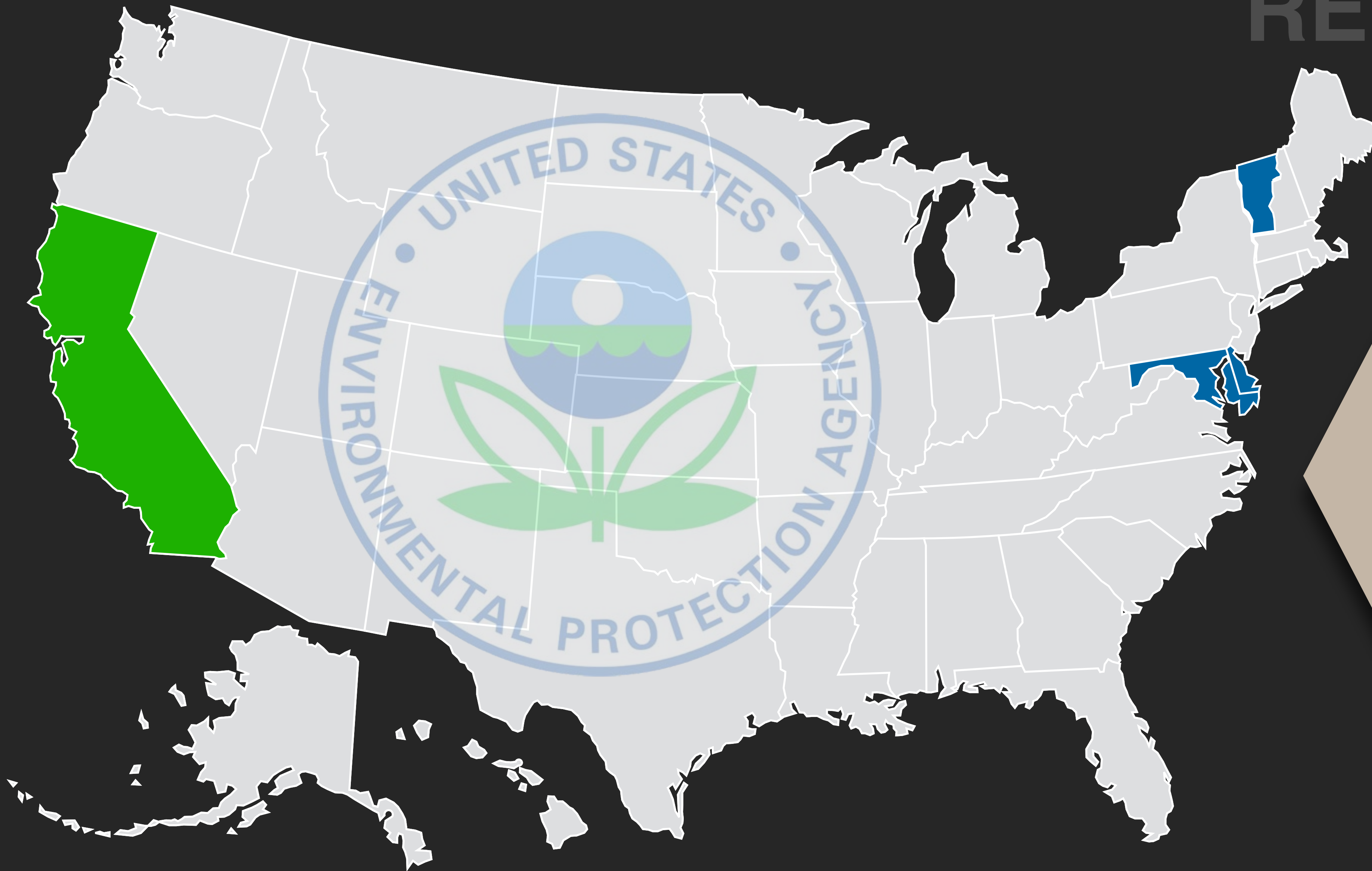
Has final rules covering
Residential units;

Compact Refrigerators
($>7.75 \text{ ft}^3$) Jan 2021

Full Size Jan 2022

Built-in Jan 2023

REGULATORY OF HFC'S

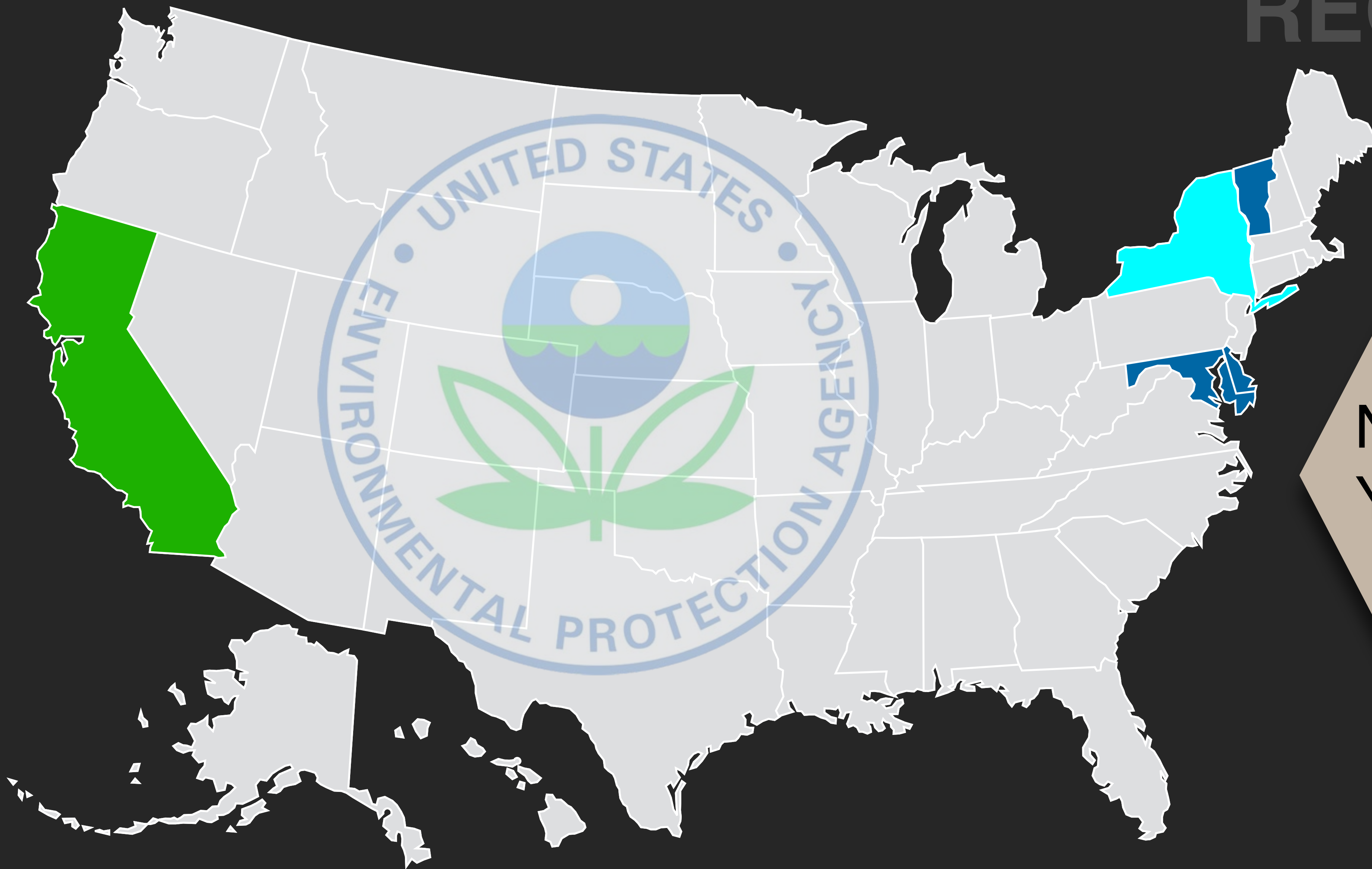


Vermont
Maryland
Delaware

Are
Following
California's
schedule.

Maryland may delay the
start each category of
regulations by 8 months.

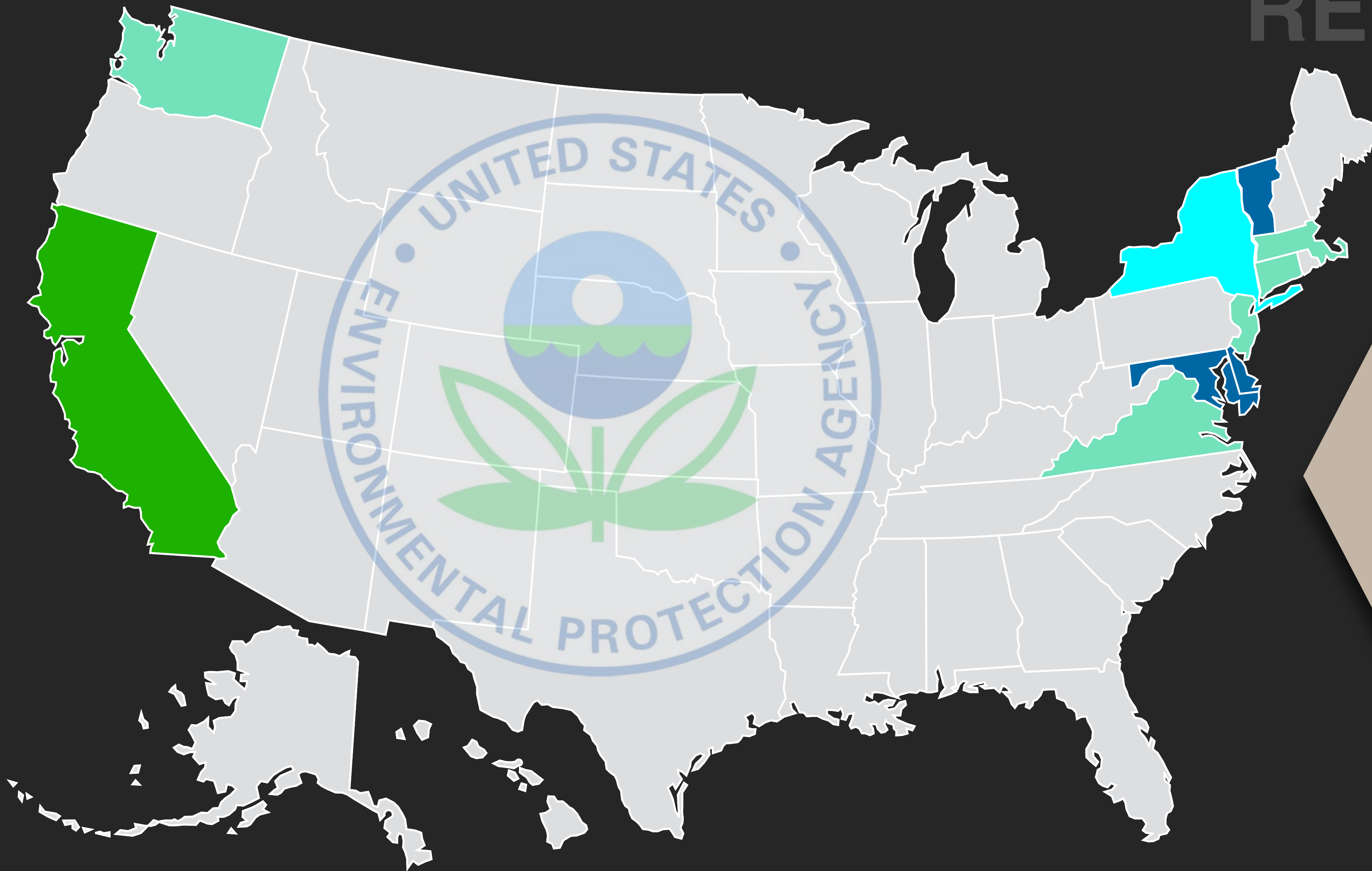
REGULATORY OF HFC'S



New
York

Published a
proposal for all
product at the start
of a but they are
looking to delay
and follow
California.

REGULATORY OF HFC'S



Virginia
Washington
New Jersey
Connecticut
Massachusetts

Have not published draft
standards, but are looking
to follow California.

The rest of the Climate Alliance are still looking at dates or do not have a simple path to regulate HFCs.