

GORBY 1000 GENERAL INFORMATION

Thank you for interest in the GORBY 1000.

The machine is designed for the Specialty Coffee roaster to affordably package coffee on-site in 100% compostable K-cups. The table top unit is compact, and requires no special power. Designed and built in St Paul, MN it will package up to 1,000 pods per hour.

There are several factors that distinguish the Gorby concept:

- the coffee is packaged at the peak of it's flavor
- the pods are certified 100% compostable.
- the machine is designed and built in the US with good access to parts and support.

Because the lids are custom printed using a digital press, a variety of graphics can be included in an order for a modest up-charge of \$75 each beyond the first graphic. Note that each such graphic is spooled to a separate spindle.. This is particularly of value when considering co-packing..

For those Keurig machines that have a DRM, a work around clip is available for no charge.

The lids are thermally sealed. By packaging on-site warm from the roast, the CO2 from the out-gassing will cause a positive pressure in the pod discouraging the entrance of Oxygen. This is discussed in our recent blog, "The Artisan Pod".

Aside from the "swish" sound when puncturing the domed lid, you get a fresh coffee smell. The seals are tested in the lab to about 13 psi, so we are pretty much tolerant of out-gassing. Typically the best results are achieved at about 18 -24 hrs after grinding. Pods so packaged will retain their freshness for up to 6 months.

For special cases where the coffee load is particularly heavy or where flavoring is to be added to a filled (but yet unsealed pod) a two step mode is provided.

Our goal is to match (or exceed) the quality found in a coffee house pour-over. Our patented cup will accommodate 15+ gr of coffee (hand pack)... almost twice the amount of a standard Keurig cup. We scored well in a recent blind test against coffee house brews.

For your reference, I am attaching specs and warranty information. Note that the machines are built to order and require a 50% deposit; balance on delivery. FOB St Paul, MN. Typically, the lead time is about 2-3 mos. Depending on configuration, the machines are priced in the low 20's.

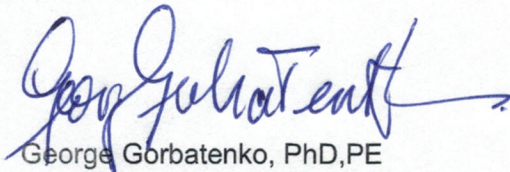
We recently introduced our "toe-in-the-water" option where for \$1,000 we will package about 200 pods of your coffee under your personalized label to be used as sales samples for your customers. This amount covers the printing cost and will be credited to your first machine order.

We got a temporary break from the pod supplier and are passing it on to first time buyers. High quantity cup pricing is being offered at the reduced quantities. This works out to 15 cents per pod in quantities of 80K, a savings of \$3,200. To this is added the cost for a custom lid, about 3 pennies and change. For larger quantities, the price approaches a cent for the lid and 10 cents for the pod.

Also, our lab machine has been upgraded to the current production level and is available at a reduced price, a significant savings with the same warranty. (This machine is shown in our video and has been used in several trade shows.) A second machine that was used to to pack 3000 pods is available at a 10%discount. Both are available now. Both machines carry the standard warranty. Call for more info.

For the last couple of years, we have been sampling pods packaged fresh from the roast. They are very good. If you send me a pound of your coffee whole bean to the address in the note below along with and give me a heads-up, I will package it for you so you can share with your customers quality coffee in a pod. My label.

Again, thanks for your interest and I look forward to your call for more information.

A handwritten signature in blue ink, appearing to read "George Gorbatenko", with a long horizontal flourish extending to the right.

George Gorbatenko, PhD,PE

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