



May 2004

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Hill PHOENIX

Agenda

- Markets/Trends/Competition
- Business Progression
- Facilities & Products
- Technology
- Hill PHOENIX Position/Opportunity
- Colonial Heights Facility

MARKETS AND TRENDS

Markets and Trends

- **Core** market for Hill PHOENIX products is the supermarket equipment industry
 - \$2.0 billion North America market
 - Significant consolidation over the past 10 years
- Mature, low growth(1-3% annually) market

MARKET POSITION

Markets and Trends

- **Core** market for Hill PHOENIX products is the North American supermarket equipment industry
 - Market Size: Approximately \$2 billion
 - Significant consolidation over the past 10 years
- Mature, low growth(1-3% annually) market

International Markets

- Historically, sales have been primarily to US and Canadian customers; however, significant inroads are being made in Mexico and countries throughout the Caribbean.
- Sales in these areas are projected to grow by 30% in 2004.
- We hold a strong position with major retailers in Mexico and Canada.

Market Position

- Hill PHOENIX is the second largest North American supplier of refrigerated display cases and refrigeration systems with an approximate 20% share.
- Hill PHOENIX is the only case/systems manufacturer to experience significant growth in recent years.

Competition

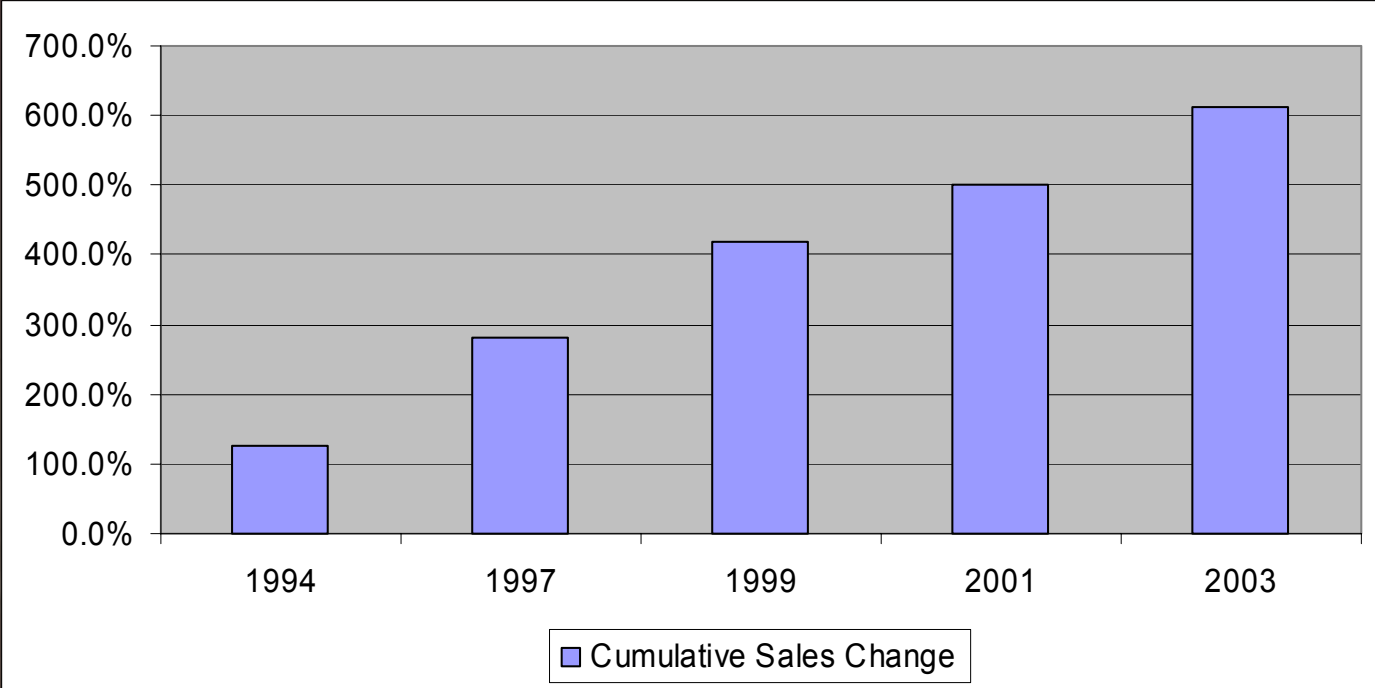
Primary competitors are-

- Hussmann/Ingersoll Rand
- Tyler/Carrier-UTX
- Kysor/Enodis
- Zero Zone/Total Logisitics

Business Progression

Cumulative Sales Change

(Base Year 1993)



ACGR – Sales 21.7%



FACILITIES AND PRODUCTS

Facilities



Refrigerated Case Division Plant #1
Colonial Heights, Virginia



Refrigeration Division Plant #1
Conyers, Georgia



Refrigeration Division Plant #2
Conyers, Georgia



Electrical Distribution Division
Conyers, Georgia



National Cooler Eastern Plant
Covington, Georgia



National Cooler Western Plant
San Dimas, California



Branch Operations
California and Georgia

Colonial Heights Case Division Plant Visit



- 450,000 sq. ft. facility located on 49 plus acres
- Completed in Spring of 1995
- State of the art case manufacturing facility

Facilities and Products - PRODUCTS



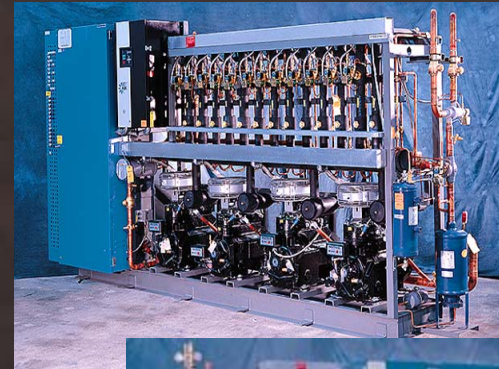
Case Division
Colonial Heights, Virginia

Facilities and Products - PRODUCTS

Mechanical Centers



Refrigeration Systems "Racks"



Refrigeration Division

Conyers, Georgia

Facilities and Products - PRODUCTS

powerCenter™



MT **POWER**



POWERplus

Electrical Distribution Products Division

Conyers, Georgia

The
People
factor makes the
difference.

Facilities and Products - PRODUCTS



National Cooler

LEADING TECHNOLOGIES



Leading Technologies

SECOND.
NATURE.



- Improved product quality
- Significantly reduces refrigerant
- Simplified refrigeration system (low pressure)
- Lower installation cost
- Lower maintenance cost
- Better for the environment ***GREEN***

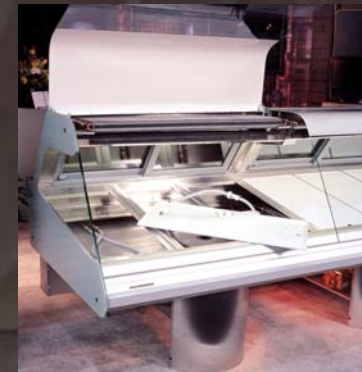
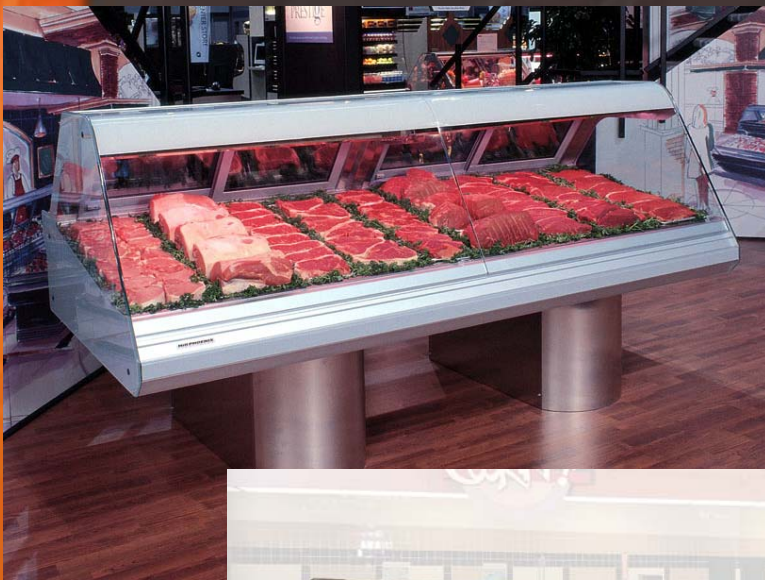
Systems Division

Conyers, Georgia

Coolgenix™

Where The Science Of Hot And Cold Meets
The Business Of Freshness And Value

- Patented design
- Based on Secondary Coolant Technology
- Conduction cooling through bottom pans
- Supplemental gravity cooling – top coil
- Surrounds product with soft natural air
- No forced air
- Less Shrink, Less Labor, Less Maintenance



Leading Technologies

The
People
factor makes the
PHOENIX
EXCELLENCE
A DOVER COMPANY

Leading Technologies

ORIGIN²®

- **New Coil Efficiencies**
- **6 Door Reach In Case**
- **Patented Case Castor System**

Case Division

Colonial Heights, Virginia



ORIGIN²

6 Door Reach In Case



27-inch Shelf Depth

vs. industry standard of only 22 inches!

Greatest Packout

vs. any conventional reach-in!

More Revenue

Earn \$200 more per door!

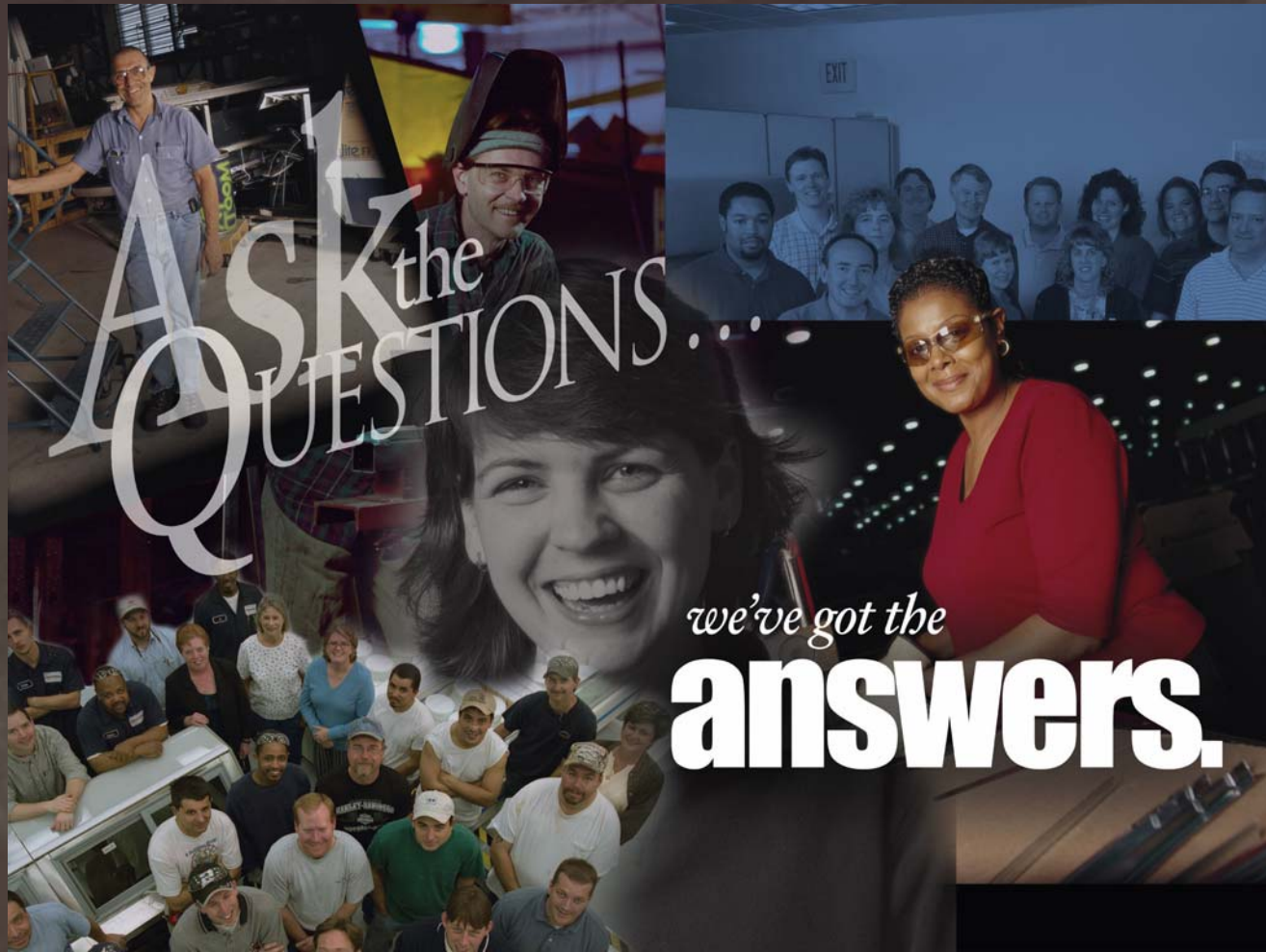
20%

lower maintenance costs
lower installation costs
fewer unsightly joints
fewer drain hubs
fewer probes
less possibility of downtime or failures

Hill PHOENIX VISION

**“The Clear Best Value
Alternative for our
Customers”**





we've got the
answers.

The
People
factor *makes the*
difference.



The people factor makes the difference.

Hill PHOENIX
E X C E L L E N C E

A **DOVER** COMPANY

Factor **le** makes the difference.