

Santa Barbara Baking Company

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MAY 20 2003

May 20, 2003

Lou Agamie
Kamran & Company
411 w. Montecito Street
Santa Barbara, CA 93101

Re: Automated Equipment Purchases

Dear Lou,

This letter to you is to express my sincere appreciation for your impact you have on our baking operation by recommending two new pieces of equipment. We are a wholesale bakery specializing in pastries and coffee breads. We produce a high volume of coffee breads on a daily basis and we used to scoop the batter into bread pans by hand. We also used approximately \$1,800.00 worth of spray release cans to oil these bread pans and baking sheets.

For several months you tried to convince us to purchase an Automatic Pan Depositor as well as an Automatic Pan Oil Sprayer. We were mostly concerned about the initial high cost if we wanted to purchase these two machines. You convinced us with detailed calculations that we would save on labor as well as with the reduction of grease oil.

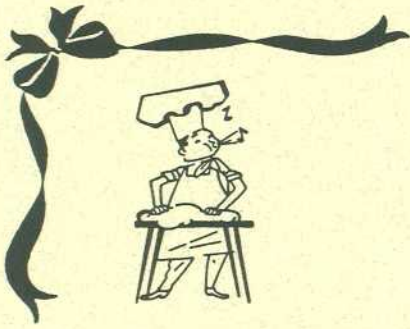
As it turns out, we save approximately 5 hours of labor per day and \$1,200 on oil spray cans per month. Not only will both machines be paid off within the first year of operation, but thanks to your suggestions we will be able to rise our profitability after that by about \$2,000.00 per month. Another advantage is that both pieces of equipment make our operation more proficient and we have more quality control as well.

We really appreciate your expertise in helping us gaining all the above advantages. We also really appreciate your professionalism and your great personality. We look forward working with you in the future.

Best regards,



Peter Kayfetz-Gaum
President, Santa Barbara Baking Co.



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4705 Cayuga
Tampa, FL 33614
(813) 348-0128

10/5/04
Ziona Hayon
Hayon Manufacturing
9682 Borgata Bay Blvd.
Las Vegas, Nevada 89147

Dear Ziona,

This letter is to thank you for the Pan Grease Machine that you sold us. We have been using it now for a couple of months and I have been doing some productivity studies on our operation and have compared this to our methods. Our productivity has increased over 300% and our labor has decreased over 75%. Everything all said and done we will have a complete return on our investment on the machine back within 4- 5 months. That is the money side of this purchase. The operational side has worked very well. Very simple, and very, very low maintenance needed on this machine.

I also appreciate your service leading up to the purchase as well as after helping us out with some questions and working with our maintenance supervisor, Raphael.

Overall this is a very good investment for our company. It was money well spent.

Thanks for your help and service. Any future purchases on this type of machine I will purchase through Hayon Manufacturing.

Sincerely,

Gary Horstmann
Chief Operating Officer
Alessi Bakery
Tampa, Florida

Subj: **RE: Follow-up**
Date: 7/28/2005 3:54:02 PM Pacific Standard Time
From: JBALMAIN@bak.rr.com
To: HayonMfg@aol.com

I am sorry about the long delay. Business has been good but trying to find enough employees is a nightmare. To the point. I told you I would send a testimonial so here it is. I purchased one of your spray machines at the RBA convention in Chicago in the late 1960's. In all these years we have only to replace one electric motor and a small part connected to the pump. We have used the machine 4 to 5 hours a day , 6 days a week since purchase. The only thing that I have that has been more reliable is my lovely wife of over 45 years. Your quality has truly stood the test of time. Sincerely, James Balmain, owner, Smith's Bakeries, Bakersfield, Cal

From: HayonMfg@aol.com [mailto:HayonMfg@aol.com]
Sent: Wednesday, February 23, 2005 5:03 PM
To: JBALMAIN@bak.rr.com
Subject: Re: Follow-up

Thanks Jim, we would really appreciate that.

Ziona Hayon
HAYON MANUFACTURING
9682 Borgata Bay Blvd.
Las Vegas, Nevada 89147
702-562-3377
702-562-3351 fx
hayonmfg@aol.com

Subj: **spray machine**
Date: 2/11/2005 3:16:51 PM Pacific Standard Time
From: JBALMAIN@bak.rr.com
To: hayonmfg@aol.com

We have one of the original select sprays back from the 60's. We purchased it at the RBA convention in Chicago.....Ali was fighting for the championship, as I recall. In all these years we have only had to replace the motor once. We are now in need of the coupler shaft that goes between the motor and the pump. Is that available and what other info do you need ? Thanks, Jim Balmain, Smith's Bakeries, Bakersfield Cal.