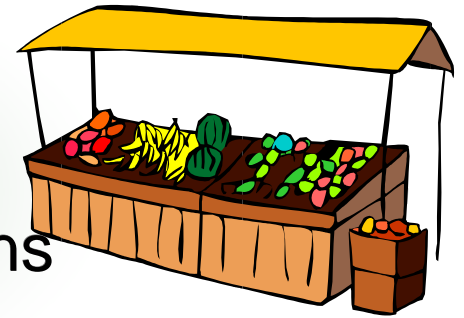


# Corrigan Report

## Fresh Ideas... ..Practical Solutions



Spring 2004

### Corrigan Turns Twenty-Five

This year marks Corrigan's 25<sup>th</sup> anniversary. In 1979, Jack Corrigan invented produce misting to address product shelf life at his "Carrot Top" market. This equipment arose from his desire to improve profits lost to shrink. His vision and concepts remain true 25 years later.

Now headed by his son Mike, Corrigan Corporation of America continues to be the innovator of fresh product preservation. Additional product lines including CRO300 Reverse Osmosis and VaporPlus service case humidity systems have been added.

The emphasis still persists

on intelligently designed and engineered equipment that is simple to install, use and maintain. Systems are built to last using brand name, proven components.

It's appropriate that this newsletter edition discusses the current state of produce misting. The need for Corrigan equipment has never been greater for stores to retain their competitive advantage.

While we acknowledge this anniversary year, we recognize that it's you, our customer, that has made Corrigan a success. We hope you'll share in our celebration and in the satisfaction of 25 years service to you.



UltraMist provides the finest mist and 100% coverage in any style case.

#### In this issue:

- Increase profits with misting.
- Increase sales with better looking product.
- Twenty-Five years of experience, a testament to commitment to quality.
- New Patent for UltraMist spray bar.

### Misted Produce Keys Store Profits

Just as refrigerated coolers are a must for perishables, misting equipment is mandatory for produce shelf life. But while most store equipment only costs you money, Corrigan produce misting will actually *make* you money.

Misted produce looks better, lasts longer and holds its weight, therefore improving its sales appeal. With misted product lasting days longer, it's less work for employees, too! They don't

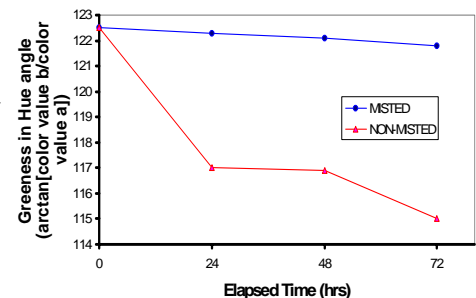
have to cull produce as frequently, nor waste time hand watering.

For every \$30 a day you save in perish and shrink (and keep in mind how expensive lettuce can get), profits increase \$10,000 or more annually. Multiply that by 10-15 years of equipment service life, factor in higher sales due to favorable appearance, add in employee efficiency, and you've got enough money to pay cash for a house!

Your initial investment of \$1000-\$4000 now seems like a brilliant strategic bargain.

Trade publications are reporting that store profits will be linked to the growth areas of produce, meat and seafood. "Any store that wants to remain competitive must do so with an emphasis on fresh products and better

Greenness Color Difference of Broccoli Recorded by Hunterlab Color Difference Meter



*"Misted produce looks better, lasts longer and hold its weight, therefore improving its sales appeal"*

(cont. on pg 2)

*We're Not the Cheapest  
We Are the Lowest Cost.*

*“Corrigan’s competitors have built systems that have failed horribly due to cheapening of components and poor quality control. Competitors have tried to copy Corrigan, but have admitted to me that it would cost too much to manufacture to Corrigan’s standards”*  
*“From a profits standpoint, I love the non-Corrigan brands, as I make a lot more money servicing their equipment. Their replacement parts are much more expensive, service more frequent, yet all the maintenance can be frustrating”*  
*“I charge less to install Corrigan systems, as it takes less time and doesn’t involve assembly. It’s also more flexible for location (mounting) and merchandising.”*

Steve Clemmer  
Pure-Flow Water  
Souderton, PA

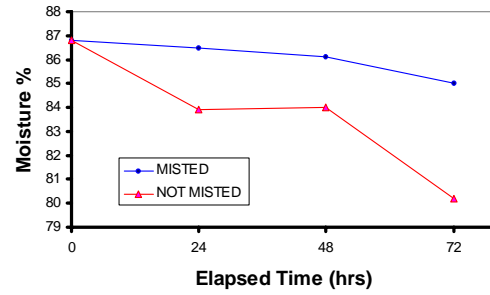
*“Other companies have tried to copy, but never matched Corrigan...”*

## Misted Produce Keys Store Profits (cont. from page 1)

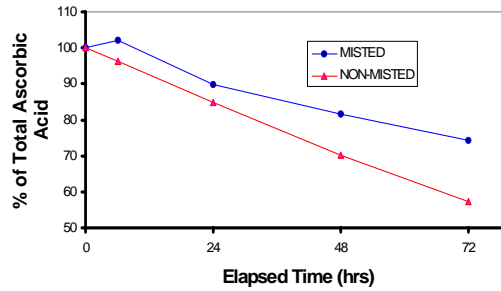
service”, reports a leading grocery president. Many other executives echo the sentiment that price alone will not keep their stores in business.

With profits tied to fresh products, produce misting is a key component. Independent research has long verified the benefits of misting. The universities of Illinois and Kentucky, in separate studies arrived at the same conclusions. Misted broccoli had higher vitamin, color, weight and texture retention. Studies of other vegetables have shown similar results.

**Avg. Moisture Content of Misted vs. Non-misted Broccoli**



**% of Total Ascorbic Acid (Vitamin C) Retention of Broccoli**



## Original Equipment Is Always The Best

“So why does it matter what brand of misting equipment I buy?” If you prefer the original, not an imitator, you’ll choose Corrigan. Corrigan invented the technology and holds several patents from 1979 to date. Other companies have tried to copy, but never matched Corrigan for reliability, ease of use or engineering design.

The current mist bar is called UltraMist™. It’s remarkably simple to use, install and maintain:

- Nozzle direction is achieved by moving the head front to back (fixed heads are limiting). Swivel elbows are available for 360° flexibility.
- Off/on is an easy slide of the mist head from left-right (no tools required).
- All nozzle styles are available for direction and drop-let size (flexibility is key).

- Nozzles are spaced 12” apart for 100% case coverage (use your hoses only for watering the lawn).
- Mist bar attaches with push-fit connector (no glued fittings).
- Mist bar mounts with self tapping screws (quick, easy and flexible installations)

Available in black or white, with or without locking heads, UltraMist is the industry standard. UltraMist provides the lowest profile available and works in all case styles.

### UltraMist Receives Patent

Corrigan, once again, is recognized for its development of original designs. Corrigan recently received U.S. Patent 6,651,901 for UltraMist Produce Misting. This brings to five, the total number of patents for misting.

Paul Jones, the inventor, remarked “This design is a natural progression of innovation and technology. It provides our customers with greater ease of operation and allows us to pass along savings from this cost-effective head style.”

Through engineering that focuses on reliability and functionality, Corrigan continues to drive the industry.



UltraMist disappears in most case installations.

# Corrigan Standard Equipment Hardly Standard

*What is your misting system really costing you???*

*“I recently completed a cost analysis of 13 Corrigan reverse osmosis systems and 14 of another manufacturer. During a 12-month period, the average cost of maintenance for Corrigan equipment was \$280.38 versus \$1305.12 for the other brand. A new Corrigan system doesn’t cost much more than the annual maintenance on a competitors’ equipment.” “It does not benefit me if you change to Corrigan, but I feel incumbent to point this out. I make much more money on service and parts on the competitive systems.”*

*“Don’t send a boy to do a mans job!”*



Behind every RO, there’s a pump. Corrigan uses a 1/3HP motor & pump. Other misting companies use smaller diaphragm pumps that are common in residential applications.



Compare Corrigan’s commercial grade RO membrane to other misting companies’ smaller residential grade membrane.

Any mist run is only as good as the controls and filtration equipment behind the scenes. Corrigan excels here, too.

Every system comes with a controller. Water is fed from the controller to each end of the mist run, providing a constant flow of fresh water.

Unlike some manufacturers, we don’t waste water as there’s no need to flush the system. We can achieve short, frequent mist cycles, as water is always ready. Also beware of single-feed styles, as they promote an environment for standing, stagnant water.

Corrigan frequently specs a WaterPak or PumpPak. If

store water pressure exceeds 45 pounds, we supply a one-micron graded-density sediment filter and a 2½ gallon pressurized accumulator tank. If water pressure is low or inconsistent, a pump is added to improve mist quality.



**Waterpak**

Other manufacturer’s standard equipment provides for a screen (100 microns) instead of a filter. A window screen may keep bugs out of the house. A screen pass is good in sports, movies look good on the big screen and it may be good to screen phone calls. But a screen is not a satisfactory water filter. Proper filtration keeps nozzles from clogging and improves solenoid function.



**PumpPak**

*“...we supply a one micron graded-density sediment filter...”*

## Keep Cases Clean Without Hard Labor

Harsh water conditions require additional filtration. Calcium and lime deposits on mirrors and cases are easily remedied with reverse osmosis filtration. If your store already has R.O. bottled water, we can often tap into it.

*“Stay away from glorified residential reverse osmosis systems”*

If not available, the Corrigan CRO300 Reverse Osmosis System is the solution. Like all Corrigan products, its superior engineering sets it apart from other units. Corrigan uses 2 large 20” filters (not 10”) to offer more surface area, resulting in longer times between filter changes. The system provides a tested 1:1 ratio, making one gallon of

permeate (good) water used for misting for every gallon of concentrate (bad) water sent to the drain.

What makes this system truly unique is the process of flushing the membrane with permeate water after each cycle. This automatic

process greatly increases membrane life, reduces service expense and enhances overall reliability. The CRO300 is designed for industrial demands. Stay away from glorified residential reverse osmosis systems.

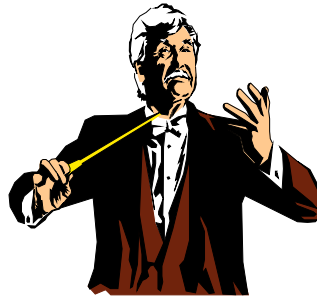




# “Singing in the Rain” Brings Smiles

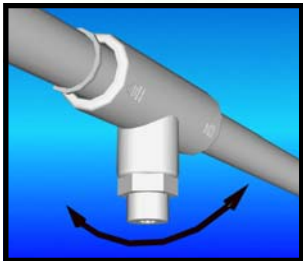
## UltraMist Offers Unparalleled Flexibility

Audio systems were first introduced to alert shoppers to “stand back” or get wet when misters activated. Now with such a fine mist and short on-times, it’s no longer necessary to “warn” customers. However, Corrigan QUE audio provides a great marketing tool. The shopping experience is enhanced with whimsical sounds or tunes



such as “Singing in the Rain”. Shoppers are drawn to the produce wet rack, therefore sales increase.

Corrigan QUE audio marketing can be used throughout the store to draw attention to departments, specials or sales. QUE is as vast as the imagination. It holds multiple messages up to a total of 4 minutes.

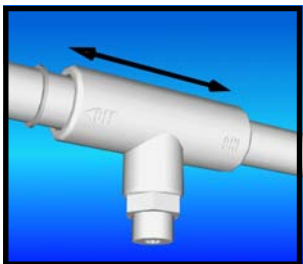


## Best Equipment, Best Guarantee

Our warranty is the best in the business. It’s automatic with every purchase, no warranty cards to fill out or

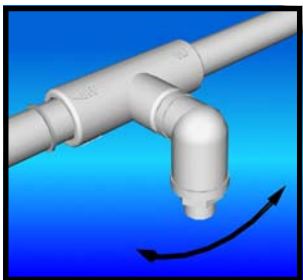
mail in. If your equipment is not from Corrigan, ask the manufacturer if they can match the following:

(PS – they can’t!)



**WARRANTY**

Corrigan Corporation of America warrants each system, manufactured and sold by them to be free from defects in material and workmanship for a period of two years from the time of shipment (first year covers part and labor, second year covers parts only). Produce misting solenoids are warranted for three years. Produce misting timers are warranted for ten years. UltraMist mist bar is covered for case life, not to break, crack or leak at connectors. Reverse osmosis membranes are warranted for one year provided proper filter and preventative maintenance service has been executed and proper feed-water pre-treatment has been in place from time of installation. Coverage is limited to properly installed and maintained equipment. In addition, these guarantees are dependent upon installation of appropriate Corrigan pre-filtration and factory authorized replacement filter cartridges. Warranty does not cover service items such as filters and damage due to misuse. This warranty does not obligate Corrigan Corporation of America to bear the cost of labor after initial twelve-month period or freight charges in connection with the replacement of defective parts, nor shall it apply to any product upon which repairs or alterations have been made, unless authorized by the manufacturer or his authorized agent. Corrigan Corporation shall in no event be liable for consequential damages or contingent liabilities arising out of the failure of any product, its power unit or their accessories to operate properly. No express, implied or statutory warranty other than the herein set forth is made or authorized to be made by the manufacturer. Failure to notify manufacturer prior to any repair work performed within the warranty period may void warranty. All warranty inquiries should be directed to the manufacturer at: Corrigan Corporation of America, 104 Ambrogio Drive, Gurnee, IL 60031, 800-462-6478



**For:**

- VaporPlus™ Humidity
- UltraMist™ Produce Misting
- Que Audio Marketing
- Hypersoft™ Reverse Osmosis Filtration

**Contact:**

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 Phone: 800-462-6478, 847-263-5955  
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 104 Ambrogio Drive  
 Gurnee, IL 60031



See the Corrigan UltraMist and Other Products at the FMI Show, Chicago, IL. Booth #4415 May 2-4 2004

