



Your Solutions Partner

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# A PARTNERSHIP APPROACH FOR SUCCESS.

At Duke, we know that our success is based on our customers' success. So we're not just here to sell you equipment. We're here to help you build a better, more successful, more profitable business.

You can count on Duke for the finest equipment and the most advanced technology in the industry, as well as customized solutions designed to address your specific needs and challenges. Plus, Duke can offer you an array of important advantages:

- Safer, better quality, better tasting food
- Faster return on investment
- Reduced energy usage
- More efficient employees
- Faster service for your customers
- Reliable, long-lasting equipment
- Menu development to address changing lifestyles

**LET US HELP YOU BUILD A MORE PROFITABLE OPERATION... LIKE WE'VE ALREADY DONE WITH SOME OF THE TOP GLOBAL FOOD SERVICE COMPANIES. CONTACT DUKE TODAY AND LET US SHOW YOU THE POSSIBILITIES!**

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# CUSTOM FABRICATION CAPABILITIES

With Duke, you get custom solutions tailored specifically to your needs, plus mass production capabilities that offer reliable, consistent results, speed-to-market and competitive pricing. That's what makes Duke your total solutions partner.

Creating customer experiences that are positive, on-brand and on-budget . . .

## FRONT COUNTER SUCCESS STORIES

### FRUTATION® & EDIBLE ARRANGEMENTS®



**Quick serve modular metal counter system enables rapid, trouble-free expansion for Frutation® (by Edible Arrangements®).**

- Time and motion studies helped improve design and layout, increased productivity.
  - UL and NSF approved modular metal counters hastened national expansion and acceptance by local code officials.
  - After prototyping, Frutation® now has a standard front and back counter for all U.S. locations.
  - Incorporates contemporary aesthetics and TRI-CHANNEL™ refrigeration technology.
- Sole source supplier for stainless steel worktables, sinks and modular fabricated products for Edible Arrangements®.
  - Readily available inventory allows for quick turnaround and faster store openings.

### SUBWAY®



**During a 25-year partnership, Duke has helped the SUBWAY® brand open 25,000 restaurants worldwide.**

- Helped the SUBWAY® brand move from a basic sandwich prep table to a complete serving system for improved customer service.
  - Duke's exclusive TRI-CHANNEL™ refrigeration system delivers state-of-the-art cold food holding.
  - Developed standardized components to satisfy a broad variety of installation conditions.
  - Introduced store décor systems, which drove better consistency in all restaurants, improved overall appearance and reduced total costs.
- Executed a productivity study and worked with the SUBWAY® brand to implement speed-of-service enhancements.
  - Global sales, service and equipment consolidation services support store openings around the world.
  - Developed a new baking technology platform introduced in 2008.

Custom equipment packages that perfectly complement your serving systems . . .

## PRODUCTION COUNTER SUCCESS STORIES

### DENNY'S



**Quality products and service has earned Duke the Denny's Vendor of the Year Award.**

- Re-configured stainless-steel worktables for "back-of-the-house" applications to provide cost savings and improved functionality.
  - Worked with Denny's architectural staff, operations personnel, project managers and procurement department to deliver the optimal solution.
  - Supporting Denny's EDGE program, developed new quick serve counter incorporating a steamtable, heated overhead shelf and prep area.
- Our installation team worked to ensure that the counters would fit the footprint of existing stores.
- Equipment consolidation services deliver the entire store package, assembled and on one truck.

### LEADING MEXICAN QSR



**Duke production counters ensure superior product holding, safer operation, increased efficiency and reduced costs.**

- Unique modular construction reduces shipping costs and simplifies the installation process.
  - Duke provided turnkey installation to over 1,000 restaurants in less than 18 months.
  - Incorporates DRI-CHANNEL™ hot holding technology for improved food quality and operational savings.
  - Exclusive TRI-CHANNEL™ refrigeration system provides superior cold food holding.
- Easy maintenance through quick access to key components.
  - Smooth surfaces vastly improve cleanability.
  - Ergonomic design helps improve speed of service.
  - Energy saving refrigeration and electrical components.



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