Excite and Exhibit BEAN TO BAR PROCESS with CocoaTown Professional Scale Machines

Are you excited about the Bean to Bar business and want to exhibit the process in front of your customers? Do you have a chocolate museum and want to showcase the bean to bar process to your visitors? Now CocoaTown has a complete Professional scale kit with all the accessories (\$6500 F.O.B. Atlanta– includes about \$300 discount for buying as a complete kit). Do you also want to learn the Bean to Bar process from International experts? Combine the workshop and full Professional kit and save money (\$7400 F.O.B. Atlanta– includes about \$650 discount from the regular price). Our equipment and workshop are preferred for educating customers, chocolate tours, museums, universities etc.

Special features of CocoaTown Equipment:

- Innovative
- High Quality Components
- High ROI (Return On Investment) costs only a few pennies a day
- Long lasting machines working 24/7/365 since 2007 with minimum maintenance
- High throughput Less wastage of materials more profit
- Food Grade Stainless steel parts in food contact areas
- Stainless steel construction
- Simple to use & maintain
- Compact for their size
- Multipurpose
- Energy efficient
- Affordable
- Constant improvement based on customer feedback
- US wiring and motors
- Patented mechanism
- Available in 110V or 220V except CocoaT junior Roaster
- Customizable for country of use
- Used by award winning chocolatemakers around the world for nearly a decade

About CocoaTown:

CocoaTown is well-known for its innovative cacao processing machines for the small- and commercial-scale craft chocolate industry. We started this company in 2007 at the infancy of the small batch, artisan bean-to-bar chocolate trend. Since then, we have helped "chocopreneurs" in about 100 countries realize their dreams and grow their businesses in the craft chocolate industry through the customized equipment we offer, as well as our personalized customer service and hands-on education. CocoaTown designs, develops, manufactures, and markets innovative equipment for different stages of chocolate-making–Roasting, Cracking, Winnowing, and Grinding/Melanging–for batch sizes ranging from 500 gm for development to 100 kg for commercial production. Our compact, multipurpose machines are simple in design, easy to maintain, energy-efficient and durable–they are still operating after a decade of use. CocoaTown also offers intensive workshops taught by international experts, covering everything about starting a chocolate business from selecting the beans to designing product packaging.

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Bean To Bar Intensive Workshop

Are you planning to start a Bean to Bar Craft Chocolate business? Are you a chef, pastry chef, or chocolatier who sees opportunities for craft chocolate within the culinary arts? Do you simply love to understand how your food is made or just love chocolate? We have the workshop for you.

CocoaTown's intensive three-day, hands-on Bean to Bar workshop will cover all aspects of making chocolate starting from selecting, sorting, and roasting cocoa beans to making finished products, packaging and business processes. Participants will also learn how to build a successful business plan and become a successful chocolate maker.

CocoaTown workshop has limited seating. Participants form a group of 3 people and they get to do the process themselves. Each group does the process little differently, so at the end of the workshop, they get to taste 3-4 different ways of doing each step.

Participants also get to network with other participants with different backgrounds and countries that can not be replicated in online courses.

More than 80% of past participants have started or grown their business. Cost: \$1250 per participant (group rates offered)

Location – <u>USA</u>- The course will be held at our CocoaTown facility - TBD <u>India</u> - The course will be held at Coimbatore TBD

CocoaT junior Roaster PI



CocoaT Roasters are ideal for roasting cocoa beans, the precursors of the best chocolate. Roasting the cocoa beans at right temperature for the right duration is critical to get better quality nibs and in turn better tasting chocolate. All CocoaT roasters are equipped with removable stainless steel roasting baskets / drums.

During roasting, cocoa beans constantly tumble inside the slowly rotating stainless steel drum. The beans are heated by convection heat (heating element) and conduction heat (from the roaster basket) resulting in uniformly roasted beans.

The unit comes with a variable temperature control setting for up to 230C. There are two separate controls for upper heating element and lower heating element. There are five options to heat the oven:

- 1. Top heating element
- 2. Bottom heating element
- 3. Both heating elements
- 4. Both heating elements + convection heat Ideal setting for roasting the beans
- 5. Low heat setting for fermentation

CocoaT PI Roasters are equipped with timer control. Users can set the roasting time for up to 2 hours.

Our CocoaT junior Roaster PI can roast 2-4 lbs of cocoa beans.

Cost - \$ 650 + S&H

CocoaT junior PI Roaster:

- Volts 220
- Stainless steel roasting drum
- Includes tray to collect roasted cocoa beans
- Amps 6
- Watts 1400
- Capacity 2-4 lbs cocoa beans
- Temperature Variable
- Price \$650 (F.O.B. Atlanta)

Included with Roasters:

- 1. Roaster drum
- 2. Heat resistant silicon gloves

| Features of CocoaT junior Roaster PI | | |
|--------------------------------------|---|--|
| Feature | Benefits | |
| Material of the Roaster | stainless steel for hygiene and easy cleaning | |
| roaster drum | For uniform roasting of beans | |
| cocoa beans to roast | 2-4 lbs – ideal for lab scale or professional scale operation | |
| Timer | 0-120 minute analog timer | |
| Heating mechanism | Convection & conduction + Heating elements in top and bottom of the unit - efficient heating | |
| Temperature control | 150 – 500F – wide range | |
| Loading roaster drum | Open the drum door to load contents – easy to load | |
| unloading Roaster drum | Remove the drum from the unit, open the latch and collect the contents in top tray of cooling tray system | |
| Appearance | Cute and compact | |
| Price (F.O.B. Roswell) | \$650 + S&H - affordable | |

Optional Accessories:

Cooling Tray System:



Cooling tray aka Roaster Arrester is ideal to stop the roasting process once the beans are removed from the roaster.

Since cocoa beans have 45 -55% cocoa butter, the fat keeps the heat longer and continues cooking even after removing from the roaster. Cooling Tray cools beans in less than 5 minutes, arresting the roasting precisely and preventing beans from getting over cooked after removing from the oven. This process ensures that the beans have the right flavor that you chose in the roaster for making good chocolate.

Remove the drum with beans from the roaster after the roasting is done. Use gloves and be careful when removing the hot drum from the roaster. Rest it on the top tray of the cooling tray system. Unlatch the drum door and rotate gently so the opening is facing the tray. Rock it back and forth gently till all the beans are emptied into the collection tray.

Switch on the unit and the beans are cooled in less than 5 minutes.

Available in 110V or 220V.

Cost: \$250 F.O.B. Atlanta

CocoaT power Crackers



CocoaT power Crackers are very compact and have a foot print of less than 1.5 sq. foot. Patented special rollers in the crackers pull the shell loose from the nibs in addition to cracking the beans. The beans are cracked into bigger pieces that are easier to winnow. Combination of CocoaT power Cracker and CocoaT winnower results in higher yield of nibs with less nibs in the husk and minimum husk in the nibs (less than 0.05% of nibs though industry standards allow almost 1.5% of husk in the nibs). Better quality, cleaner nibs generate higher profit to chocolate makers than cracking the cocoa beans in the regular crackers that crack the beans into smaller pieces.

CocoaT power Cracker can be ordered in 110V or 220V version. It can crack more than 60 lbs of cocoa beans in an hour. This compact, stylish unit comes with DC motor, chain drive, metal gears, Stainless steel rollers, and stainless steel hopper, stainless steel support stand, stainless steel collection box, etc.

All food contact components are made of food grade Stainless steel. Patented stainless steel rollers are easy to disassemble and reassemble. They are easy to clean and handle. They also last longer.

The metal gears are outside the food contact area for hygiene and clean-ability. The metal drive is covered with stainless steel cover to avoid pinch-points. The 1/8 HP, DC motor is quieter in operation. The speed controller helps in regulating the cracker speed.

CocoaT power Cracker costs \$1750 + S&H.

Other uses:

Break nuts into pieces

Features:

Stainless steel rollers – Hygienic & long lasting Compact footprint – Saves space High quality stainless steel– Elegant, Hygienic, Easy to clean Hopper – self feeding – More efficient operation Metal Gears– Long lasting, less maintenance Gears outside food contact area – Hygiene and easy to handle DC motor – Quiet in operation Speed controller – Adjustable for different speeds of cracking

Specifications:

Capacity – cracks >60 lbs of beans/ hour Motor – 1/8 HP, DC motor -available in 110V or 220V version Warranty – 1 year limited warranty for any manufacturing defect Weight – ~ 45 Lbs – shipped in 2 boxes Price - \$1750 F.O.B. Atlanta warehouse

CocoaT deluxe Winnower



CocoaT deluxe Winnower is a compact system that efficiently separates the husk from the nibs in a single pass. The husk is collected in the collection box and there is no dust generated. It is hygienic and ideal for any manufacturing condition. The elegant stainless steel column can be displayed in front of the customers and they can see the separation process. The winnowing process is so efficient that the loss is less than 0.05%. This is the most cost effective, compact winnower you will find in the world. All food contact areas are made of high quality stainless steel.

Cleaning the winnower between the batches is very easy. Just use the vacuum cleaner attached and it blows off the debris from the winnower separation column. The hopper, nib collection tray are all removable for easy cleaning with soap and water.

The husk is collected in a sealed container and can be removed in a snap.

The air flow is controlled by a stainless steel tube air regulator by simply adjusting how much it is closed.

The unit Is streamlined so the vacuum cleaner tubes are not visible to the customer. This is a show stopper and people also love the visible separation of the husk and the nibs. The LED lights in the winnower separation column make this a true star.

Metered dispenser:

Metered dispenser regulates the flow of cracked bean through the separation column and gives the best separation of nibs and husk. Avoids the variability caused by different people feeding it in different speed and affecting the efficiency of separation.

Cost \$250

Picture of deluxe winnower with metered dispenser:



Features:

- Can separate 10 Kgs of cracked cocoa beans effectively in single pass into clean nibs & husk
- Separates more than 99% of husk in single pass
- Dust is contained with husk and does not spread around the room
- Hygienic to use under any manufacturing condition
- Almost no husk mixed in nibs and almost no nibs mixed with husk
- Maximum yield of nibs less wastage of money
- See through mechanism is a show stopper when used in front of customers
- With Manual Metering dispenser \$1750 + S&H
- With motorized Metering dispenser \$2000 + S&H

Specifications:

- 750W Vacuum cleaner
- Available in 110V or 220V

CocoaT Mini PREGRINDER



CocoaT mini Pregrinder is more than a blender. This is a multipurpose unit which grinds, cracks, juices and pulverizes.

There are two different blades. Use the longer blade for pregrinding, pulverizing and blending. Use the shorter blade for cracking cocoa beans. Unique blades grind without heating the ingredients and thus preserves nutrients.

The unit comes with two different jars. Use the shorter jar for pregrinding nibs and sugar. It takes only 5-10 seconds to pregrind sugar or cocoa nibs. Use the larger jar for smoothies, fruit juices etc. This is truly a multipurpose machine that you will be using in your kitchen every day.

Pregrinding:

Use the grinding blade in the jar (longer, sharper blade), add 1 cup of the ingredient, pulse it couple of times and then use speed 1 or 2 for 20 -30 seconds depending on the ingredient and how fine they have to be ground.

This is an ideal tool to pregrind cocoa nibs or nuts before grinding in the ECGC-12SL melanger. This pregrinding cuts the process time in the melanger up to 50%. Since cocoa nibs and nuts are ground to powder instead of paste, there is less waste of material.

cocoa nibs into cocoa powder

nuts into nut powders

Cracking cocoa beans:

It can crack cocoa beans in less than 10 seconds. Simply install the cracker blade (short, blunt blade) after removing the grinding blade. Add 1 cup of beans, close the lid, place the jar on the unit, pulse it couple of times and you have cracked beans. Since the beans are cracked into bigger pieces, the skin comes off easily.

Grinding / Pulverizing:

coconut into paste fruits into smoothies and shakes and much more.

Benefits:

Easy to clean and maintain.

Two stainless steel jars are designed to handle a teaspoon to one cup of ingredients.

Unique blades grind and pulverize the ingredients in seconds, preserving the heat sensitive nutrients. Powdering the cocoa nibs instead of pregrinding into cocoa paste is easier to clean the jars. Also less wastage of cocoa.

Features:

- Two different size stainless steel jars
- Unique blade design for efficient grinding
- Two different blades for different functions
- Wide jar design for easy operation and cleaning
- Jars with built-in flow breakers for uniform grinding
- Snap on lid for easy handling
- Heavy duty 550W motor
- Safety switch activated by locking the jar
- Reset switch to protect the motor from overheating
- Built-in cord storage compartment
- Compact storage
- One year limited warranty against any manufacturing defect
- Costs \$175
- S&H \$25 within continental USA.
- Call for S&H quote for outside continental USA delivery

Uses:

- Pregrinding cocoa nibs into powder cleaning is easier, less wastage
- Pregrinding sugar makes it easy to add sugar (especially special sugars such as palm sugar that has bigger crystals) to the melanger. Reduces grinding time for sugar in the melanger
- Powder nuts before adding them to melanger to make nut butters and nut milks
- Make smoothies, milk shakes
- Make fruit juices
- Grind coconut pieces (less than 4 mm on any dimension) in room temperature (if they are frozen, thaw them by dipping in the hot water) into shredded coconut or add water to make coconut milk.

Specifications:

| Motor | - 550W, 110V |
|--------------------|-------------------|
| Jars | - Stainless steel |
| Small Jar capacity | - 1/2 cup max |
| Large jar capacity | - 1 cup max |
| Foot Print | - 12" x 6" |
| Weight | - 10 lbs with box |



ECGC-12SQSS melanger is the smaller version of ECGC-65A Grindeur with all its features and benefits. It is a granite stone on granite stone grinder to grind cocoa bean nibs to chocolate liquor.

This melanger is an ideal tool for chocolatiers who want to make chocolate from bean to bar or cocoa nibs to cocoa liquor. This mini Grindeur is ideal to make chocolate in front of customers.

This mini Grindeur has two black granite stone rollers that rotate at 110 -120 rpm on a granite slab in the stainless steel vessel. Stone on stone grinding produces a smooth cocoa liquor of about 15 micron range without creating a lot of heat.

The roller stones and wiper are attached to the stainless steel shaft, and the whole roller stone assembly, is removable as one piece. They are easy to clean, handle and store. Tension on the roller stones can be adjusted with tension adjustor mechanism. The conical roller stones serve dual function – conching in addition to grinding. The melanger can also be tilted to remove the cocoa liquor from the stainless steel drum. Locking mechanism keeps the vessel upright for grinding and keeps it horizontal for removing the ground ingredients. The tension adjustor helps release the tension on the stone completely for the conching cycle.

It is ideal for small chocolate businesses or for R&D to develop recipes for big businesses. In addition to grinding cocoa nibs, it can also be used to grind nut butters, tahini, and more. It grinds upto 12 lbs of cocoa nibs+ all the ingredients in a single batch.

We ship these units around the world.

Recent upgrades to ECGC-12SQSS

We have minimized the amount of Delrin (replacing it with Stainless steel parts) in the food contact area. Also we added additional safety features. These are the upgrades we have incorporated:

- 1. SS wiper
- 2. SS center pin the whole center pin is made in stainless steel as one piece
- 3. Emergency Shut-off Switch

The new price for the upgraded ECGC-12SQSS is \$1500. Price for ECGC-12SQSS with cylindrical roller stone set is \$1400

If you already have ECGC-12SQSS and want to upgrade the unit, you can buy the upgrade kit for 300 -save money by buying the kit instead of individual parts

Features

- Stainless steel housing elegant, hygienic
- Light weight easy to handle
- Compact takes less than 1.5 sq. ft of counter space
- Quiet motor
- *Gear* + *belt combination, so no unwanted smell in the chocolate*
- Improved ventilation prevents the motor from overheating even when used for 24 hours
- Detachable grinding vessel easy to use and clean
- Tilting mechanism to empty the contents conveniently
- Hard granite roller stones durable
- cylindrical stones easy to grow into ECGC-65E
- Roller Stone Assembly less wastage of precious cocoa
- 304 Stainless steel for food contact areas Hygienic, safe
- Adjustable tension mechanism to conch without grinding the ingredients further
- Two stage protection against over current safe
- 1 year limited warranty peace of mind
- Spare parts easily available minimum downtime
- \$1500+ S&H affordable
- We can ship around the world Convenience

Specifications:

18" x 18" x 24" tall
Motor – 150W
Weight - ~ 64 lbs
Grinds up to 8 lbs of cocoa nibs to produce about 12 lbs of chocolate liquor
High quality Stainless steel vessel
Cylindrical granite roller stones
Granite stone for grinding surface

Optional Accessories:

Cylindrical Roller Stone Assembly:

Cylindrical roller stone assembly with stainless steel roller holder and stainless steel wiper is available. It is easier to scale up in ECGC-65E. Cylindrical stones are better for grinding nut butters or other fibrous ingredients as they grind by shearing.

Cost: \$200 + S&H

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Conical Roller Stone Assembly:

Conical roller stones with stainless steel roller holder assembly and stainless steel wiper is available. Conical roller stones grind by crushing and it helps to preserve nutrients. Cost: \$275 + S&H

Stainless steel wipers

Stainless steel wipers (SS wipers) are used by the customers who want minimum delrin parts in the food contact area. It is also useful when using the ingredients that are more viscous and can stress the delrin wiper. SS wipers are also more hygienic.

Cost - \$75 + S&H for regular drum for ECGC-12SQSS

60 + S&H for mini drum for ECGC-12SQSS

Chococleaner:





Chococleaner helps to remove the chocolate liquor stuck to the roller stones - saves chocolate and saves cleaning time and energy. Once the grinding is done, remove the roller stones with chocolate, place the chococleaner on top of the drum. Then place the roller stone assembly on top of the chococleaner. Rotate the roller stones and all the chocolate liquor drips into the stainless steel vessel.

Cost - \$15 + S&H.

Choco Kneader

Chocokneader mixes the cocoa liquor and other ingredients that need not be ground. For eg. some customers use it to mix the cocoa liquor with milk powder. It is also good for mixing the inclusions in the cocoa liquor uniformly without grinding the inclusions.

Or if you are using the melanger to grind the nut butters and if you want to mix the cocoa liquor without grinding them further, chocokneader is a good option.

It can also be used to knead the dough for pizza, cake etc.

Cost - \$75 + S&H.

Mini Drum and Roller Stone set:

Lot of our customers want to grind 1-2 lbs of coco quantity nibs in the ECGC-12SQSS unit. We heard our customers and came up with a solution for small batch chocolate.

This mini drum and roller stone set is ideal for customers who want to test microbatches of chocolate in a batch for recipe testing. This drum and roller stone set can grind 500gms – 1Kg of cocoa nibs. Also the roller stones are cylindrical to imitate the ECGC-65A Grindeur, so scaling up is much easier.

Mini drum set comes with stainless steel wiper.

Cost - \$200 + S&H. Buy mini drum set with Delrin wiper for only \$150

Our customers have used the melangers and Grindeurs for the following:

Grind almond pieces into Marcepan /Marzipan Grind hazel nut pieces into Gianduja Grind pistachios pieces into pistachio butter Grind Cashew pieces into cashew butter Grind sesame seeds into tahini Grind boiled chick peas into hummus Grind flax seeds into paste Grind Sphagnum moss for facial pack Grind quinoa Grind nuts into nut milks Grind coconut flakes into coconut butter and coconut milk Grind corn into masa and more

Education:

Bean to bar hands-on intensiveworkshop for Chocopreneurs:

Three day intensive, hands-on training workshop taught by international experts and organized by CocoaTown Academy. The course provides theoretical and practical knowledge on everything needed to start a bean to bar business. More than 80% of our graduates in the past have successfully started and grown their businesses. The curriculum includes but is not limited to:

- Beans overview of origin varieties
- Bean quality
- Selecting beans
- Theoretical and practical lessons on roasting, cracking, winnowing, grinding, tempering & molding
- Tasting chocolate
- Packaging
- Making bon-bons, truffles and ganache
- Business plan
- Use & care of machines

Currently, the workshop is conducted in Atlanta GA USA and Coimbatore India

General information about Professional scale Equipment

Please note the following points:

- The 220V lab scale equipment comes with Plug D type and 110V lab scale equipment comes with the plug suitable for USA outlets. The customer has to use plug adaptor to suit their local electric outlet.
- Currently we have CocoaT junior Roasters in 220V version only.
- We normally ship them in one week from the date we receive the completed order form & payment. We ship them through International economy service. Transit time is 8 -10 working days.
- The shipping company delivers the package to the shipping address.
- Customer pays for duties and taxes + processing fees, if any, to the shipping company directly.
- Some customers get it shipped to Florida and then use consolidator to ship it to their country to save money on S&H.
