

## **TRIUMPH GULF COAST, INC. PRE-APPLICATION FORM**

Triumph Gulf Coast, Inc. ("Triumph Gulf Coast") has created a pre-application process to provide initial consideration of potential ideas for projects or programs that may seek an award of funding. Applicants are required to participate in the pre-application process. Notwithstanding the response from Triumph Gulf Coast on the pre-application form, an Applicant may still elect to submit an Application.

### **APPLICANT INFORMATION:**

Name of Individual/Entity/Organization: QuiQ Silver, Inc.

Brief Description of Background of Individual/Entity/Organization: Florida Corporation with patent working toward assembly line facility to bring innovative commercial kitchen product to market. New plant will include two assembly lines, administration offices, along with complete research and development group to further build out the original plant to accommodate additional market share as well as expand internationally

#### **Contact Information:**

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Names of co-applicants, partners or other entities, organizations that will have a role in the proposed project or program: \_\_\_\_\_

Brent Short, Eagle Manufacturing, Sky Chef, Gate Gourmet, Walt Disney Corporation, Delta Airlines, Darden Inc.

### **REQUIRED EXECUTIVE SUMMARY:**

In a maximum of three (3) pages, please describe the proposed project or program, including (i) the amount of funds being sought from Triumph Gulf Coast; (ii) the amount and identity of other sources of funds for the proposed project or program; (iii) the location of the project or program; (iv) summary description of the proposed program, including how the program will be transformational and promote economic recovery, diversification, and enhancement of the disproportionately affected counties, and (v) a summary timeline for the proposed project or program.

### **IMPORTANT NOTICE**

This pre-application process will **not** result in an award of funding by Triumph Gulf Coast. Rather, this process is designed to facilitate submission of ideas for potential projects or programs before the Applicant expends time and/or resources to complete a full Application. All Applicants for funding are required to complete an Application, which will be scored, and then considered for award in the discretion of Triumph Gulf Coast Board.

**QuiQ Silver Inc.**  
**Executive Summary For Roll-O-Matic Silverware Wrapping Machine**

The casual dining industry in the United States is composed of over 400,000 restaurants that spend an average of \$2,500.00 per month in labor costs to roll silverware and napkins together. QuiQ Silver Inc. has invented and patented a refrigerator sized unit that reduces those costs dramatically. The unit brings automated rolling to an industry looking to cut costs, improve operational efficiencies and ensure sanitation.

QuiQ Silver Inc. seeks to manufacture its Roll-O-Matic Machine with a new facility in Panama City or Panama City Beach. Specifically we are wanting to purchase and repurpose a facility to build two assembly lines, a shipping and logistics office, administration offices, as well as a complete research and development group. QuiQ Silver, Inc. anticipates hiring a minimum of 85 people on an ongoing basis offering greater than minimum wage positions and further personnel to include professionals in the form of engineers, management, and legal staff to accomplish bringing the Roll-O-Matic machine into production. The vision is to launch itself in the Panama City area where there is easy access to not only the headquarters of those expressing great interest in our machine, but also to people wanting to enhance their lives with the local environment.

The machine neatly rolls and bands all kinds of metal or plastic flatware in a choice of several high-grade disposable paper or cloth napkins at a rate of 400 sets per hour. The machine is versatile enough to wrap chopsticks and other utensils for Asian restaurants. Human handling of utensils is eliminated and UV light is used to sanitize against all viruses and bacteria.

Current industry practice is to utilize wait staff at the beginning or end of their shifts to prepare these rolls. Some of the largest chains manage the rolling process by hiring full-time staff. In addition to casual restaurants, there are premier airline catering companies such as Gate Gourmet who produce as many as 44,000 wraps daily using employees in a manual assembly line fashion.

The launch customer will be the Gate Gourmet profile. For 30,000 wraps per day (900,000 per month) produced manually, their labor cost is \$15.63 per hour to produce 240 wraps per hour at a cost of \$0.065 per wrap. The machine monthly lease cost is \$1,400 per machine. The machine produces 500 wraps per hour. Three machines running 600 hours per month will produce 900,000 wraps per month at a cost of \$0.0047 per wrap (i.e., less than one-half cent per wrap). That is a savings of 92% over the cost of producing wraps manually.

High volume restaurants which need 3,000 per day (90,000 per month) can also achieve cost savings with the machine. The \$5,400 per month in labor costs that such a restaurant spends on rolling 90,000 wraps per month equates to a cost of 6 cents per wrap. At a rate of 90,000 wraps per month for a monthly lease cost of \$1,400 the QuiQ Silver wraps cost 1.6 each, for a savings of 4.4 cents per wrap, or 73% over the cost of producing wraps manually.

The initial target market is specific and future growth has already been identified. The market size (for the casual dining restaurants) is 400,000 alone, with further expansion into airline catering, casinos, hospitals, cruise ships, hotels, college cafeterias plus other types of customers and/or industries such as the military. QuiQ Silver's patented machine is the only silverware wrapping machine on the market today.

QuiQ Silver Inc. is a Florida corporation with manufacturing and headquarters facilities planned for Panama City. The company has provisional orders or documented expressions of interest from Gate Gourmet Group, Darden Restaurants, Inc., Shoney's Restaurant Company, Golden Corral, Cracker Barrel and The Walt Disney Company. On March 16<sup>th</sup>, 2017, the company received the 2017 Kitchen Innovation Award from the National Restaurant Association (recipient letter exhibit included on page 3).

The initial project plant, projected to be operational within three (3) to six (6) months of funding, will be used to further manufacture units for customers who have already committed to test them. This list includes the test kitchens of Darden, Cracker Barrel, Norwegian Cruise Lines, Gate Gourmet, The Walt Disney Company and Golden Corral. Delivery to their test kitchen facilities is being coordinated for Summer 2018. The company forecasts unit sales of 12 machines to this same group of customers before year end 2018.

The company is also engaged in initial discussions with MEIKO International to co-develop and distribute a continuous silverware washing and rolling unit that would combine the engineering talents and products of both companies in a process that would flawlessly process silverware from entry into their dish washing machine straight through to the roll-o-Matic in an effort to eliminate all potential germs and pathogens. MEIKO is a well-known international manufacturer of very high-end silverware and dish washing equipment for the restaurant industry globally.

Sources of funding for QuiQ Silver Inc to date has been through sales of stock as well as shareholder contributions covering expenses of legal fees to attain the patent, contractual agreement to build the prototype, plus marketing, conventions and the like. Additional funding to begin manufacturing is now the challenge QuiQ Silver Inc. faces.

Our request of funds being sought from Triumph Gulf Coast is six million one hundred twenty thousand dollars (\$6,120,000.00). This amount will be utilized to first purchase the property, second remodel the repurposed existing facility to accommodate the manufacturing purpose, thirdly to purchase the assembly line and machinery equipment, and finally to hire the qualified personnel to accomplish the launch of the Roll-O-Matic Silverware Wrapping Machine.

