



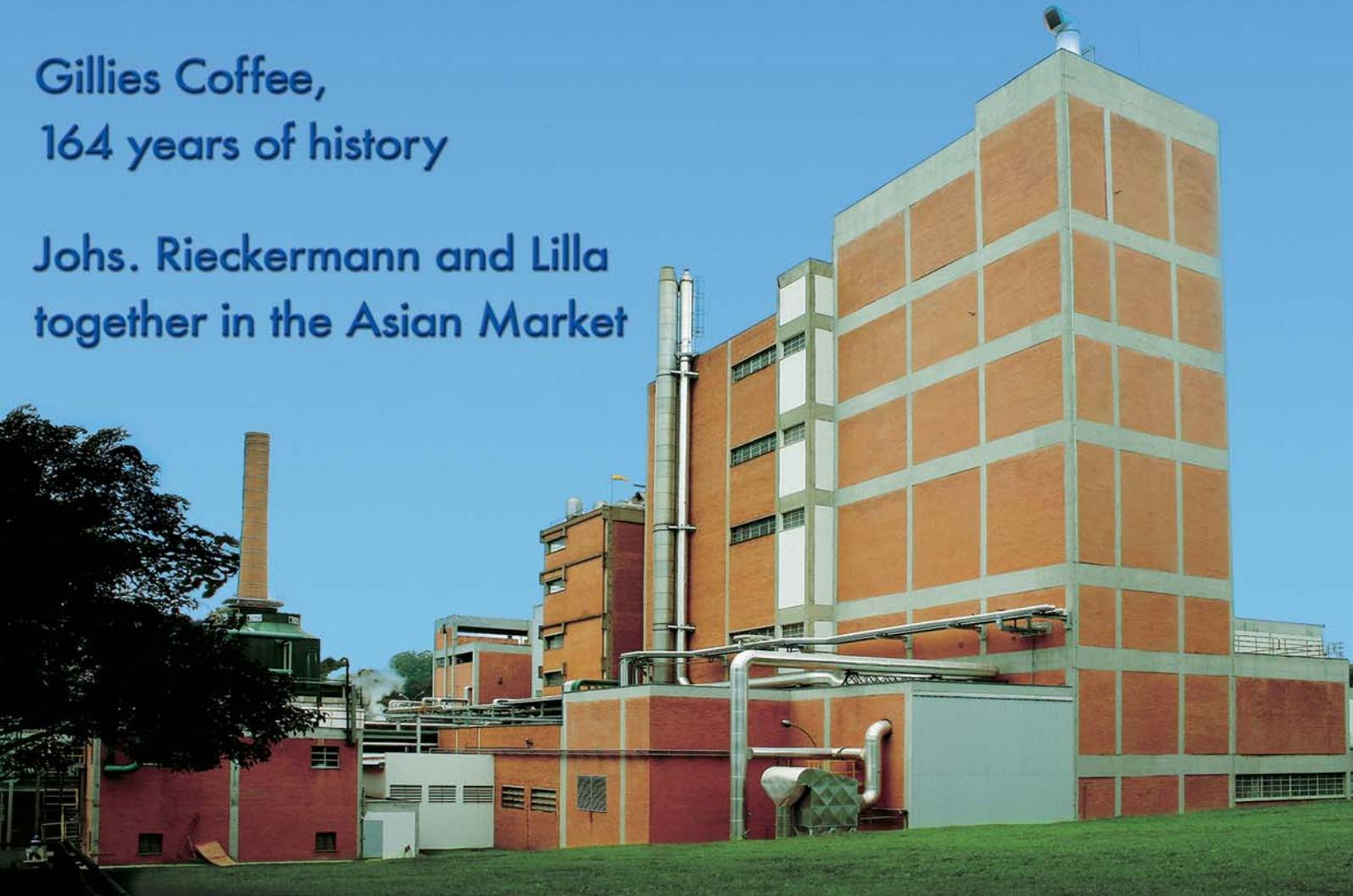
Lilla technology roasting
Blue Mountain in Jamaica

GAZETTE

Nestlé inaugurates its new soluble plant in Brazil

Gillies Coffee,
164 years of history

Johs. Rieckermann and Lilla
together in the Asian Market





Start-up

Nestlé inaugurates its new soluble plant with 5 Opus roasters

With investments of around US\$ 33 million, including construction and machinery costs, Nestlé group has just inaugurated its biggest and most modern coffee soluble plant. The construction of this unit started in July 2002, and was finalized in a record time: started its operation in less than 2 years. Located in Araras City (São Paulo State), the same place where the group installed its first Brazilian plant, this factory occupies an area of 5,5 thousand m² and has a production capacity for 22 thousand tons per year.

The production of the whole plant will be oriented to overseas markets, having as main destinations the following countries: Germany, Argentina, Azerbaijan, Central America, Malta, Poland, Romania, Russia, Trinidad Tobago and Uruguay. Besides this, the Brazilian market will be benefited from the coffee

distribution in the states of Minas Gerais, Sao Paulo, Espirito Santo and Rondonia.

State-of-the-art technology

Making use of modern equipment and the most advanced industrial automation technology, this plant also counts with environmental protection systems. Among them, polluted water elimination, generation of energy from coffee grounds and utilization of air filter and closed circuit, with cooling towers, aiming at water economy.

Furthermore, this new plant counts with sophisticated equipment supplied by Lilla. Therefore, the famous soluble coffee continues



Opening ceremony took place with important guests such as the president of Brazil and governor of São Paulo State

being prepared with modern equipment, with the roaster model Opus 40 Automatic (5 units), highly output pneumatic conveyors for green and roasted coffee (5 units) and silos for green and roasted coffee. As part of this partnership, Nestlé has also chosen Lilla to supply its equipment to other international branches, such as Canada and Mexico.

Trading

Johs. Rieckermann and Lilla together in the Asian Market



As of October 2004, Rieckermann included all Lilla products in its current portfolio and will be representing Lilla in the following countries: Vietnam, Thailand, Indonesia, Malaysia, Singapore, Philippines and Egypt.

This traditional German based trading company with several offices in Asia and the Middle East has over the years developed an extensive array of products, offering machinery and industrial plants of highest technological standards for the most crucial industrial fields, such as: pharmaceutical industry, metal processing, plastic & paper processing, food processing, general packaging, construction material etc and is putting a strong focus on the local service aspects as well as engineering.

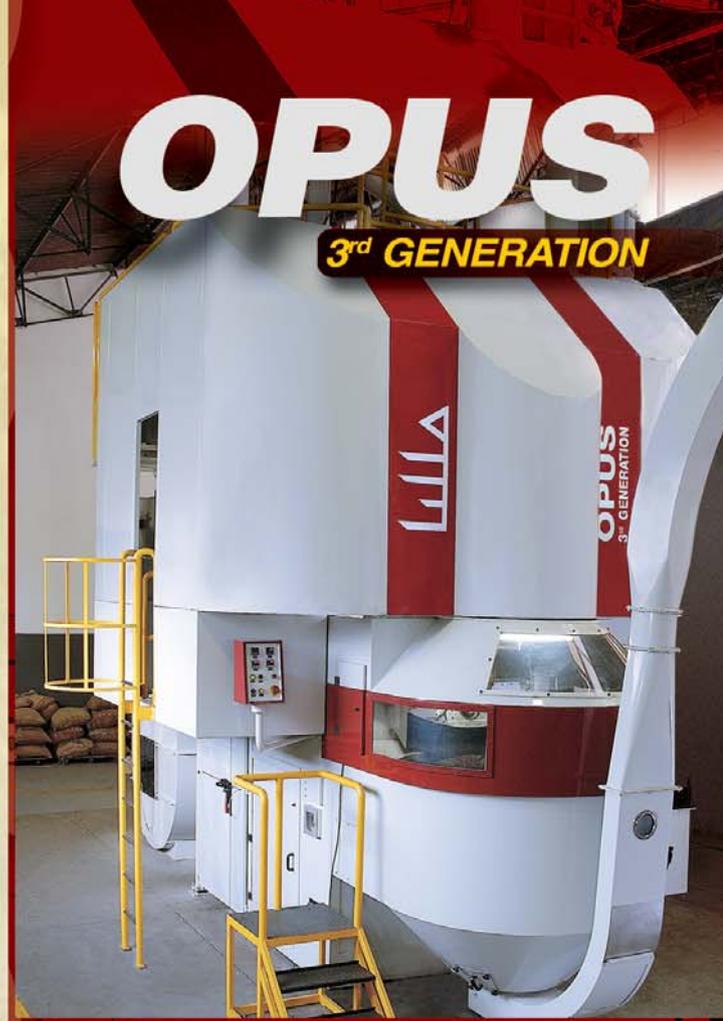
New Product

Lilla introduces OPUS 3rd Generation

Lilla is now introducing worldwide the Opus 3rd Generation, with capacity to process up to 2.700 kg/h of green coffee. The new equipment has several features that make roasting operation safer and far more consistent.

Due to the 3rd Generation Profile Roasting technology, which includes both modulation and control systems, the new Opus is virtually self-adjustable. The Opus 3rd Generation's advanced features allows you to control and program all the important parameters to the roasting process, as temperature, hot air flow, roasting chamber's pressure and rotation. This perfect control system provides high flexibility, consistency and versatility, once each roasting cycle is repeated exactly as programmed. With the new Lilla roaster is easy to obtain several varieties of final products using the same equipment.

Visit us at www.lillarosters.com for further information



Tradition

Gillies Coffee, 164 years of history

Established in 1840, Gillies Coffee Company (NY), is the oldest coffee company in North America. It is nothing less than 164 consecutive years of good business in the sector.

Specialized in the production of gourmet coffee, Gillies has developed more than 300 types of blends, which

are delivered to the most refined restaurants and coffee shops of New York to store of specialty foods and resellers spread over the United States. "To attend this market we must rely on highly precise equipment, to assure perfect roastings according to the exact specifications of each blend", observes the president of Gillies Coffee, Mr. Donald Schoenholt. "Our works demands updated machines on the environmental point of view, once we are installed

in one of the most populated cities of the world", says.

Since 1992, Gillies operates with a complete plant supplied by Lilla and includes conveyors, silos and one roaster Opus 20, which was gone under a complete revision when it completed 10 years in operation.

In Donald's opinion, the right roasting technology choice is the key to the success in the gourmet coffee business. "The profile roasting system and other features of Lilla equipment cannot be equalized to the roasters of our competitors. This helps us keeping the leading position among the producers of high quality coffees. We have a notable competitive advantage thanks to the employment of Lilla technology", states the president of Gillies and adds: "Lilla always exceeded our expectations offering technical support to produce the best coffees with minimum machine downtime".

Visit the new Gillies' webpage: www.gilliescoffee.com



Moscow Coffee House works with Lilla technology



Facing the growing competition in the Russian soluble coffee segment, an important market in that country, **Moscow Coffee House** has recently been inaugurated in the Russian capital. The company started the production of soluble coffee using equipment supplied by Niro and Lilla. The computerized automatic blending, conveying and roasting systems were all supplied by Lilla, including the Opus 40 Automatic roaster, responsible for

feeding the whole plant with production of 2.500 Kg. of coffee per hour. This roaster is also equipped with the exclusive **Profile Roasting System** developed by Lilla, which allows the total control of the roasting process. This recent acquisition grants Moscow Coffee House the same high technology levels already approved and in use by several other major companies of the coffee market all over the world.

Fatec invests in roller grinder and exports coffee to Japan

Fatec, a coffee roaster located in Arujá City, near Grand São Paulo, has recently made an investment which is already benefiting the export of their products to Japan. The company has started using Lilla roller grinder, replacing the previous hammer grinding system. "The grinding process with rollers does not cause changes to temperature, keeping the coffee aromatic characteristics and yielding the final customer better results with the same coffee", explains José dos Santos Poça D'Água, Product Manager of Fatec.

The tests with the new grinder have already been performed and soon, Café Turmalin (Fatec's coffee brand), ground with this grinder will be in the Japanese market. "One of the reasons that made our mind in choosing Lilla grinder, besides the quality of their products, was the excellent technical service", says José. Café Turmalin is proud of being certified by the Brazilian Specialty Coffee Association (ABCA).



Success

Lilla technology roasting Blue Mountain in Jamaica

Country Traders of Jamaica has been marketing Jamaican coffee for the past sixteen years, and in 1994 installed its own roastery, Coffee Roasters of Jamaica Limited, one of the five Jamaican roasters recognized and licensed by the Jamaican Coffee Industry Board.

As a family run business, they are aware that success depends entirely upon maintaining their customers' confidence in reliability and efficiency, so they pay close attention to every single step of their coffee, from purchasing, cupping, roasting, packaging to delivery. More recently, Country Traders of Jamaica begun a search for a more reliable roasting system. After visiting several roasting plants in the US and elsewhere, they decided for the Lilla HBE technology, aiming not only to improve the roasting quality and consistency but also enhancing the environmental protection of their beautiful island.

