

BoilSafe™ Integrated Cooktop System

A New Concept for a Residential and Commercial Cooking Appliance

Commercial Configuration



Residential Configuration



Industrial Configuration



NEW PRODUCT PROSPECTUS

PATENT #8616121B1

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*The purpose of this document is to provide manufacturing organizations and their marketing representatives with an overview of the **BoilSafe™ Integrated Cooktop System**, it's innovative attributes, and competitive market advantages. This presentation will enable the readers to assess this product's business potential and to determine in-principle whether they are in the position to market BoilSafe and capitalize on the immediate opportunity.*

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FIELD OF THE PRODUCT

This new product opportunity relates to a kitchen appliance that greatly improves one of today's most common cooking tasks: the preparation of boiled foods. More specifically, this new product is an entirely new cooking system which will perform the tasks of filling water into a pot, boiling the water, cooking the food, and then, once finished, safely draining the water from the pot - all within one compact, easy to use kitchen appliance. This new product with its related innovations is called the **BoilSafe™ Integrated Cooktop System**.



Fig.#1



Fig.#2



Fig.#3



Fig.#4

DESCRIPTION OF THE PRESENT STATE OF THE ART

Today's kitchen cooktops are configured either as counter surface units (**Fig.#1**), commercial rated rangetops (**Fig.#2**), or integrated into the top section of an oven ranges (**Fig.#3**). Gas or electrically powered, cooktops commonly have one or more burners along a flat grated surface and provide user-regulated amounts of heat for cooking. Kitchen sinks and their adjoining water sources (faucets), provide the necessary water, drainage, and cleaning functions required when preparing most foods (**Fig.#4**). When used in conjunction with a smartly designed working environment, these two primary tasks of cooking and food preparation enable cooks of all kinds to prepare their daily food dishes.

A typical use for cooktops in commercial or residential kitchens is to boil water when preparing pasta, vegetables, or other boiled dishes. The sink and cooktop are often situated separately yet within proximity to one another in order to provide adequate preparation workspace. This separation of tasks, however, inherently gives rise to functional limitations and safety hazards when the chef needs to fill, boil, cook and drain a pot of water.

In order to boil water, the cook must first manually fill a pot with water at one location (often the sink), transport the pot to the cooktop, boil the water, and when finished cooking, lift the scalding pot off the cooktop surface and walk the vessel back over to a sink for drainage by tipping the pot over and expelling its contents into a colander or similar straining device. With the advent of back-splash or deck - mounted pot-filler faucets positioned above or adjacent to the cooktop, pots can now be easily filled at the location of their use. Additionally, pasta pots with removable colanders enable the cook to remove the food contents once the preparation is complete. But while a pot-filler conveniently resolves the issue of transporting a water- laden pot to the cooktop, and the removable strainer enables the cook to remove the food contents from the water, *the pot still requires the water to be drained manually (Fig.#5).*

Several safety and convenience issues arise as a result of this:

■ *The pot is often heavy and unwieldy when full of water, making it difficult to lift.*

■ *The pot becomes dangerous due its scalding heated water when removed from the cooktop surface and transported back to the sink.*

■ *When tipping the pot over to drain into a sink, the steam and scalding water expelled can splash and scald the cook and those around him or her.*

■ *The pot might be dropped while in transit to and from the sink.*

■ *Elderly and handicapped persons will find all these previously described tasks physically challenging.*

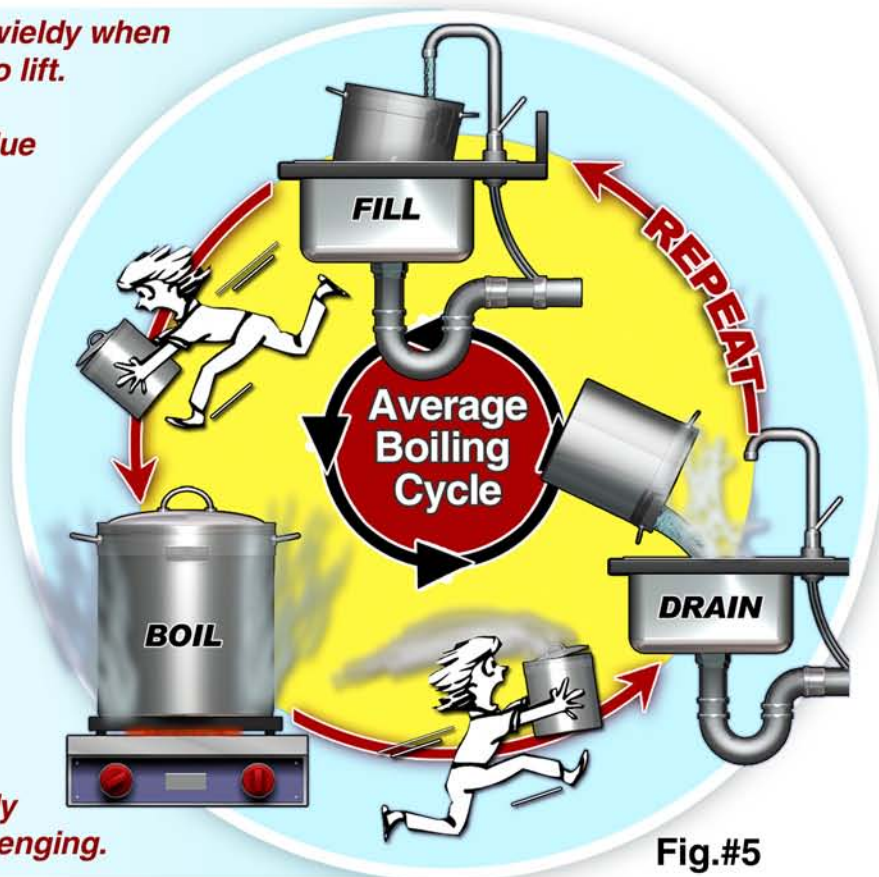


Fig.#5

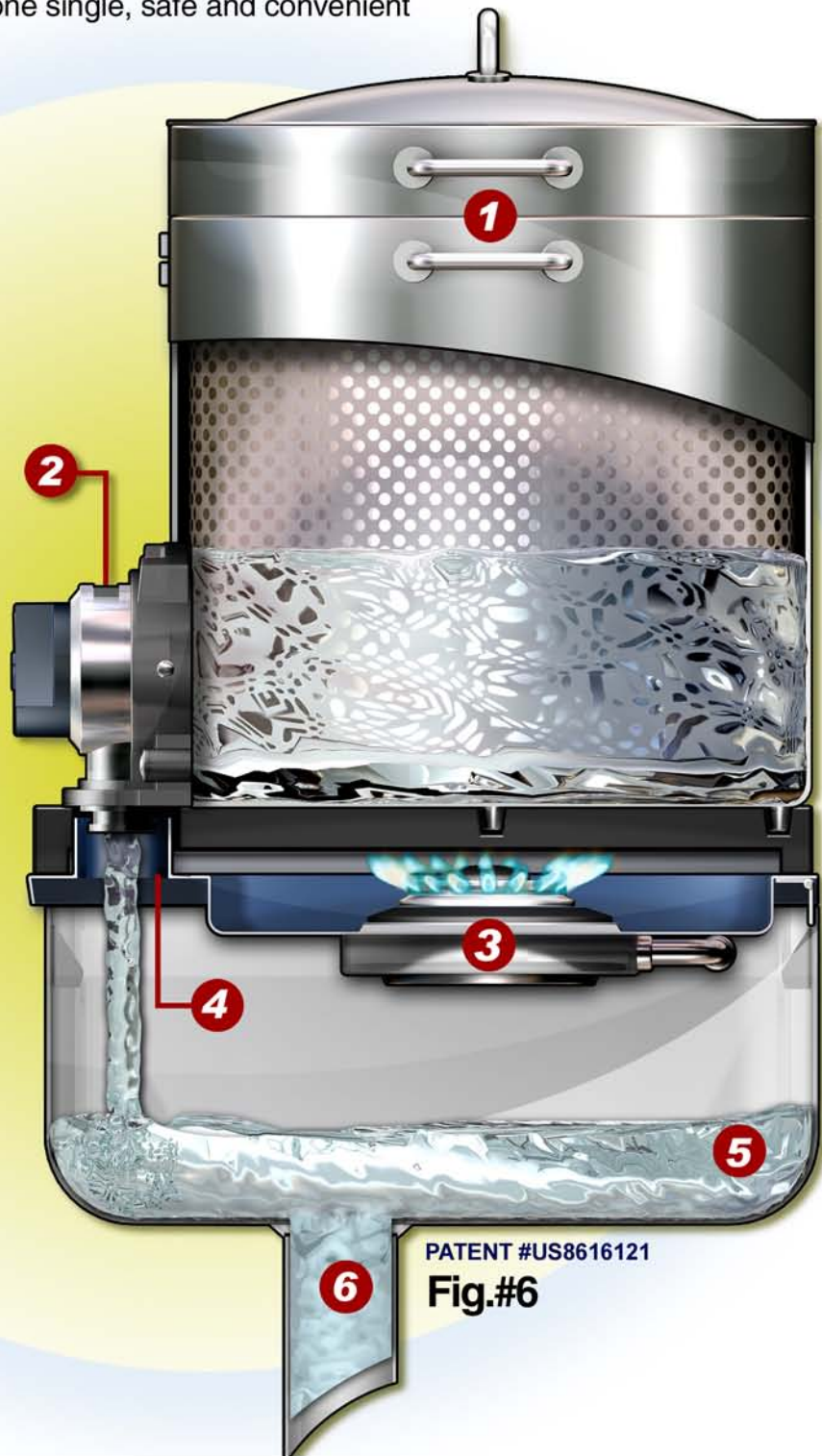
What is needed is a product that consolidates the tasks of filling, boiling and draining a pot of water *within one safe, efficient, and convenient appliance.* This has been accomplished with the **BoilSafe™ Integrated Cooktop System.**

Summary of the **BOILSAFE™** Integrated Cooktop System

The *BoilSafe Integrated Cooktop System* efficiently combines all the tasks of filling, boiling and expelling water into one single, safe and convenient cooking appliance (Fig. #6).

By simply configuring:

*a stockpot (1)
with drainage
capabilities (2)
above a
cooktop (3)
with a
drainage
port (4)
the stockpot's
water can be
released down
through the
cooktop to a
sink (5)
and drain (6)
which is
configured
below.*



These are just a few of the **BoilSafe system's advantages:**

SAFETY -

Safely discards and drains a pot's used water into a sink below, successfully eliminating the need to transport and tip a pot filled with scalding water into a sink for drainage and all associated risks of injury. Meets and exceeds existing OSHA requirements for all existing state of the art cooktop appliances.

INCREASES PRODUCTIVITY -

Increases the volume and variety of food that can be prepared since transportation of heavy water - laden pots for drainage is eliminated, shortening turnaround time in between dishes.

CONVENIENCE -

Eliminates the manual labor and inconvenience of filling, lifting, and carrying a heavy pot of water to and from a cooktop and sink.

VERSATILITY -

Has the added versatility to be used as a standard cooktop with its flush, cooktop grate design, which enables the cook to use the cooktop burner with regular pots and pans if desired and without modification to the system.

EASY TO CLEAN -

Clean all functioning parts in place utilizing its integral water source, self-draining ability, and integrated rinse system, or disassemble the BoilSafe components for easy cleaning. With a press of a button, an integrated rinse system streams water and cleans the sink bowl below the cooktop surface after each use.

HANDICAP ACCESSIBLE -

Is easily operated and accessible to physically impaired and elderly persons.

In addition to all of these benefits, the BoilSafe system is designed with features and accessories that further increase this products versatility;

- An integrated **water level meter** notifies the chef when the pot is either filled or fully drained.
- The BoilSafe pot's **base pins** mate into the cooktop grate's recessed mounting holes, so the pot stays in place when cooking and draining.
- An **inverted handle design** ergonomically assists the chef by orienting his or hands vertically (and not horizontally) when lifting the pot.
- **Vent ports** are located at the rear of the cooktop allow the steam to escape away from the cook during the drain cycle.
- A **removable colander** suspends the prepared food as the pot drains its water, reducing water run-off and spillage.
- A **pot mount accessory** suspends the BoilSafe pot above any drain, enabling the cook to use the pots drain mechanism in any existing sink .
- A **removable sink accessory** enables the cook to suspend a temporary sink on top of the BoilSafe cooktop's grate for light food preparation duties when the burner is not in use.

A. Commercial Application



PATENT #US8616121



B. Residential Application

PATENT #US8616121

The BoilSafe™ Integrated Cooktop System is a concept that is readily adaptable in Commercial (A) Residential (B) or Industrial (C) configurations, each with it's own unique market advantages.

Several years ago the manufacturer Kohler marketed a sink called the Pro CookCenter,™ which featured a residential kitchen sink with a separate boiling compartment for small portions of pasta and other foods. An expensive item (\$2,900.00), it failed to attract interest due to its boiling pot's small cooking size and high price. And quite simply - people did not like the idea of cooking food where the dirty dishes were! This appliance has since been discontinued.

Unlike other prior art attempts, no other kitchen-cooking appliance has been able to achieve this level of flexibility and versatility until now.

The BoilSafe™ Integrated Cooktop System is uniquely positioned for success with its exclusive features and competitive opportunities for the right manufacturer.

C. Industrial Application



PATENT #US8616121

TEST RESULTS

Further testing and a finished prototype will be required in order to refine this unique innovation to its fullest potential. However, a working prototype was created which successfully executed all proposed and patent pending operations without error. It is interesting to note that a fully functioning prototype was created for less than \$600.00 from readily available parts and a few hours labor.

PATENT STATUS

The **BoilSafe™ Integrated Cooktop System** was granted a Utility Patent by the USPTO on December 31, 2013 (Patent #US8616121B1). The broad, overall scope of the patent covers the pot with valve release, multi-fuel optioned cooktop with drainage access, a sink vessel with drainage below, an integrated pot filler and internal sink rinse system. Accessories including the temporary cooktop-mounted sink, alternative pot mounting accessory for general sink use and all related features as previously described have also been approved as inclusive of this patent. A novel and proprietary system, this innovation does not infringe or cause the infringement of any known existing patents anywhere in the United States. The patent counsel for this patent pending appliance is the well known IP firm Richard Goldstein and Associates of New York.

Commercial: the BoilSafe system depicted here in a rangetop configuration, with a third-party pot filler water source mounted on the backsplash wall (Figure D). The drain section is positioned off-center as shown, providing easy access to plumbing connections and maximizing the cabinet storage below (Figure E).



MARKETING OPPORTUNITY

The **BoilSafe™ Integrated Cooktop System** is now a tested, proven system with innovative operational and ergonomic advantages. It overcomes the real inconvenience and safety issues associated with transporting, boiling and draining water when preparing food in commercial and residential kitchens. Sales of the BoilSafe system can also be made with confidence in knowing that the existing residential and commercial appliance manufacturers will most likely not have any immediate competitive response. This will be especially true in light of the solid patent protection with a scope broad enough to keep out clones and copycats for years ahead.

LICENSING OPPORTUNITY

Presently there is an opportunity to exclusively license one (1) residential and one (1) commercial kitchen appliance manufacturer in the U.S., unless one manufacturer can be found that can fully exploit both venues of the market comfortably and successfully. This New Product Marketing Summary, however, is in no way whatsoever an offer to license the proprietary property.



Residential: The BoilSafe system depicted here as a completely self-contained residential modular cooktop with integral pullout pot filler (**Fig. F**). With the burner grate removed, the system's sink vessel and drain is easily accessible for periodic maintenance via a hinged burner plate and side-mounted lift support (**Fig. G**).

BARRIERS TO ENTRY

There are four barriers of entry for a new licensee. They are:

- 1. The Right Equipment.** The chosen manufacturer's existing machinery and network of all related 3rd party suppliers that contribute to the manufacturer's current product line is necessary. Upon the signing of a confidential agreement, this manufacturer may learn some of the unique manufacturing aspects of making the **BoilSafe™ Integrated Cooktop System** and the cost of modifying or purchasing additional machinery in order to meet the anticipated future output. We seek a manufacturer with a modern pre-existing facility, quality equipment, and reliable suppliers to ensure a quick run-down on the learning curve.
- 2. The Right Manufacturing Approach.** The manufacturing team we need must apply TQM principles to produce a high quality product. There must be no doubt that our future partner employs this proven approach to manufacturing so as to ensure a high quality product shortly after production begins.
- 3. A License.** We will require a license agreement to be in place prior to beginning production. Interested parties should contact: Paul F. Hansalik at The Digital Pencil, Inc. (tele: 917- 991- 8547) for a term sheet or to review a license agreement.
- 4. Your Commitment.** The launch and production of this new, high quality appliance means a manufacturer must make a substantial commitment. New product launchings require adequate marketing investments for optimum exposure and flexibility in the ramp-up phase. As part of the start-up team and opportunity, the chosen manufacturer will also be asked to be highly responsive to the customer needs.



Fig. H

INDUSTRIAL: The BoilSafe system depicted here as a commercial freestanding unit. With its high BTU burner rating, large capacity stock pot, and integral pot filler, this industrial option is ideal for the high-volume cooking needs in nursing homes, schools, restaurants, catering halls, ships, and other venues where cooking large amounts of food with a quick turn-around time is required (**Fig. H**).

MARKETING

The target markets for the **BoilSafe™ Integrated Cooktop System** include manufacturers that produce **residential** and **commercial** kitchen cooking appliances. BoilSafe is a broad concept with unique functional advantages that will make it readily adaptable to both the residential and commercial cooking appliance markets. Our approach will be to solicit consumer kitchen and commercial restaurant appliance manufacturers that are interested in new innovative products that will increase market advantage, cut product liability related costs, and improve the safety and productivity of their existing product lines.

KEY COMMERCIAL MARKETING AND SELLING FEATURES

In the **Commercial** appliance market, key marketing and sales features will make the **BoilSafe™ Integrated Cooktop System** system attractive to businesses, institutional facilities, and those organizations catering to large food needs:

- ✓ *BoilSafe practically eliminates the associated risks of injury when boiling and draining food while cooking, thus reducing job related risks and liability.*
- ✓ *BoilSafe increases business productivity by integrating several cooking steps into a one-system process, thus speeding up food preparation and limiting downtime when preparing different dishes.*
- ✓ *BoilSafe increases food production in its free-standing configuration which features an industrial size 40 - 60 gallon pot capacity, dedicated burner with high BTU rating, and clean-in-place capability for easy cleaning after each use.*
- ✓ *BoilSafe multi-tasks like no other commercial appliance with its ability to provide a cooking surface, an integral water source, and self-draining capability, all within one simple, easy-to-use system.*
- ✓ *BoilSafe conveniently eliminates the need to transport water to and from different areas of the kitchen, and provides an additional water source at the kitchens cooking area.*
- ✓ *BoilSafe excels in venues requiring high-volume amounts of food such as:*
 - **Restaurants and Bakeries**
 - **Catering Halls**
 - **Hospitals and Nursing Homes**
 - **Schools and Institutions**
 - **Military and Rescue Facilities**
 - **Luxury Cruise Ships**

MARKETING

COMMERCIAL (cont.)

And since time is money, particularly in today's economy, cooking products that can increase productivity, limit downtime, reduce work-related liabilities, and improve the bottom line, will directly attract any food business and influence their future equipment purchasing decisions.

KEY RESIDENTIAL MARKETING AND SELLING FEATURES

In the **Residential** appliance market, key marketing and sales features will make the BoilSafe system attractive to renovating homeowners and those looking to upgrade their existing appliances:

- ✓ *BoilSafe eliminates the risk and danger of draining boiling water during cooking activities and will set a new standard in safety for home appliances.*
- ✓ *BoilSafe multi-tasks like no other household appliances with its ability to provide a cooking surface, an integral water source, and self-draining capability, all within one simple, easy-to-use system.*
- ✓ *BoilSafe conveniently eliminates the need to transport water to and from different areas of the kitchen, and provides an additional water source at the kitchen's cooking area.*
- ✓ *BoilSafe's versatile flush cooktop grate allows it to be used as a standard cooktop for regular duties, and not just with the draining vessel*
- ✓ *BoilSafe will increase the cook's productivity by consolidating tasks, thus speeding up food preparation and limiting downtime when preparing different dishes*
- ✓ *BoilSafe will prove attractive to the aging and physically impaired consumer market with its ability to consolidate and eliminate all the arduous and dangerous cooking tasks as previously mentioned.*

BoilSafe's optional accessories increase its versatility;

- ✓ *A temporary sink attachment creates a small sink on the cooktop surface so the integrated drain can be used when the cooktop is not in use*
- ✓ *A portable pot base can be placed under the BoilSafe pot, allowing use of the drainage valve by suspending the pot above any available sink*

MARKETING

MARKET SIZE AND TRENDS

The target markets are potentially huge. In other words, you could say that most every commercial and residential appliance manufacturer wants to increase their market advantage with an exclusive product that is truly new, increases productivity, improves safety and cuts product liability costs, particularly in today's competitive market. The Restauranting, Institutional and Home Improvement market is a multi-billion dollar industry even in recessive markets, and with the world economy on the mend, the need for new and upgraded cooking appliances in these sectors are projected to increase due to pent-up demand in the coming years.

Additionally, appliance manufacturers looking to capitalize on current overseas growth will benefit with the introduction of BoilSafe to the world's burgeoning markets. From this viewpoint, we believe the **BoilSafe™ Integrated Cooktop System** is in the position to capture a sizable percentage of new residential and commercial cooking appliance sales for years to come, presenting the partnering manufacturer with an excellent opportunity.

MARKET ASSISTANCE

Marketing and design aids such as trademarked logos, industrial product design examples, 3-D prototype designs and pre-visual renderings have been developed specifically for the BoilSafe product, and may be available from The Digital Pencil, Inc.

CONTACT

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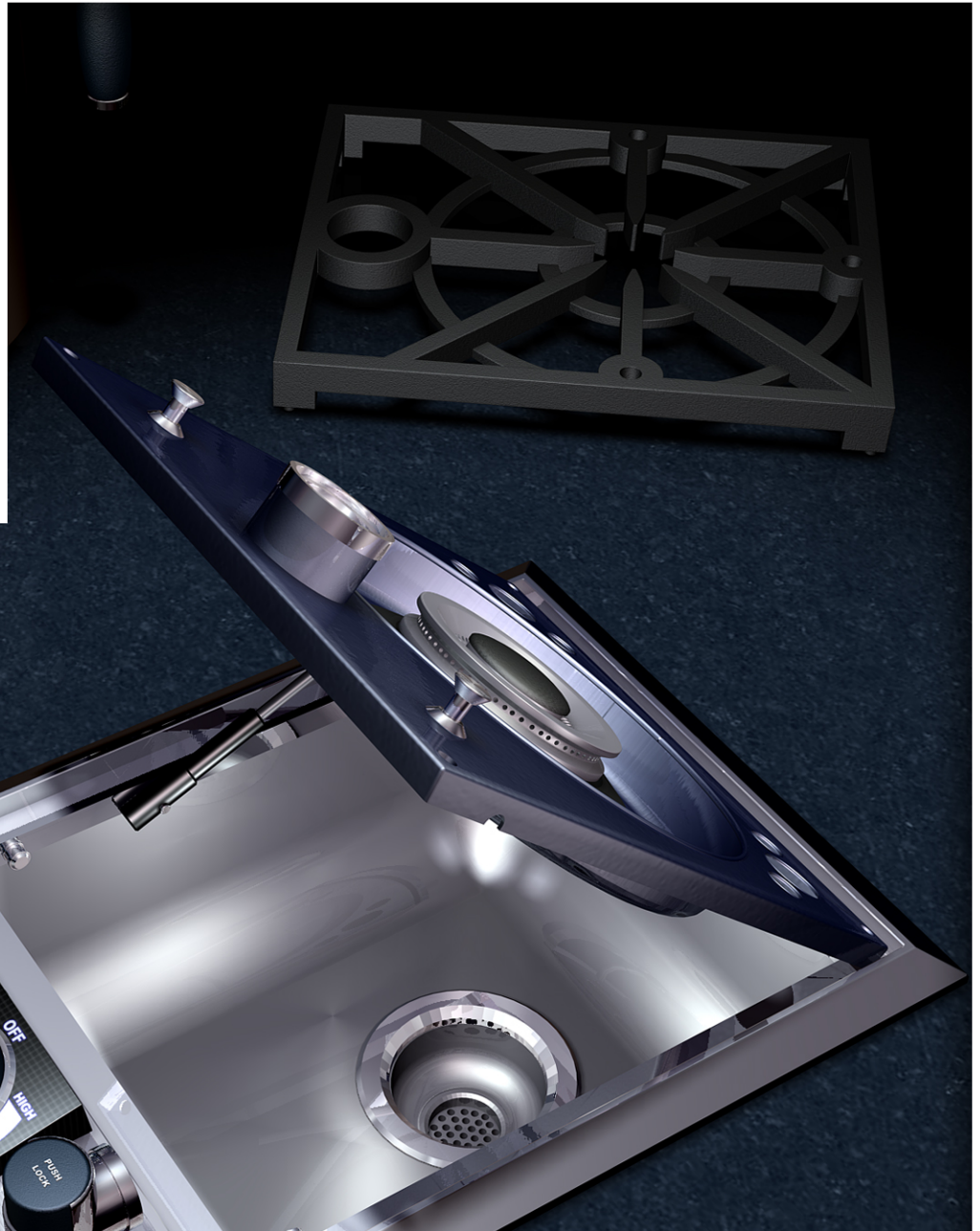


View 2



BoilSafe™
Commercial Configuration
View 1

View 2



BoilSafe™
Residential Configuration

View 1



View 3



BoilSafe™
Industrial Configuration