

Letter from the CEO, 2010

2009 proved to be a successful year for the Clark Associates Companies.

Thanks to our commitment to constant improvement, we were honored to be on the list for Central Penn Business Journal's Top 50 Fastest Growing Companies.

A large part of this growth stemmed from WebstaurantStore.com, the largest restaurant supplier online. The site contains over 20,000 food service equipment and supply products, and continues to grow. New advanced search features and filters were put in place this year to enable our customers to easily and quickly find the products they are searching for. Of course, our friendly customer service staff is also available to help, even on weekends! Not sure how a product works? Take a look at another new feature, WEBstaurant TV, to find instructional video clips. For a more personal side of the business, visit the BLOG where our employees and customers can participate in lively discussions.

Our equipment division saw solid performance through its three channels: [Clark Food Service Equipment](#), [Clark Florida](#) and [11400 Inc.](#) Despite a difficult construction climate, we've remained successful by utilizing our expert knowledge and deep experience to generate innovative solutions and ideas to help move projects forward. Our young Florida division has been very busy working on projects all over the state, including large dining facilities as varied as the University of South Florida and the West Palm County Prison!

All of these accomplishments were made possible by the hard work of our 350+ employees. We have continued our commitment to invest in various training opportunities so our employees can remain a knowledgeable resource to our clients. We also strive to create a team focused work

environment. If you are interested in becoming a member of our team, current job openings and internships can be found on our Careers tab.

I am proud of the progress we have made over this past year, but what excites me even more is our future prospects.

- In January 2010, we will acquire a new warehouse in close proximity to our other two distribution centers. This new building will give us an additional 95,000 sq. ft. of much needed space.
- Our customers are not shy in expressing their needs and we take those requests to heart. Some of the product lines we plan to expand are consumables and environmentally friendly products. We are also excited to promote products from [Avantco Equipment](#), [Avantco Refrigeration](#), and [Crown Beverages](#).
- We hope to take advantage of the continuing commercial real estate decline by adding new locations for [The Restaurant Store](#).

Many thanks to our loyal customers, our new customers, and our employees for the success of Clark Associates, Inc.

Best Regards,

Fred E. Clark

CEO, Clark Associates, Inc.