

## Liebenberg, Leon

---

**From:** Liebenberg, Leon  
**Sent:** Friday, May 29, 2020 12:18 PM  
**To:** Breen, Erin Elizabeth; Liebenberg, Leon; McKim, Robert J; Pai, Shantanu; Etchison, Thurman B; Hannon, Bruce M; Finder, Aaron M; Tom McCann  
**Subject:** FW: ValidFill Covid 19 Response: Touchless Legacy Dispenser Retrofit & UV Sanitation Device Update  
**Attachments:** Touchless Legacy Dispenser Valve 5-28-20.pptx

Dear Tom

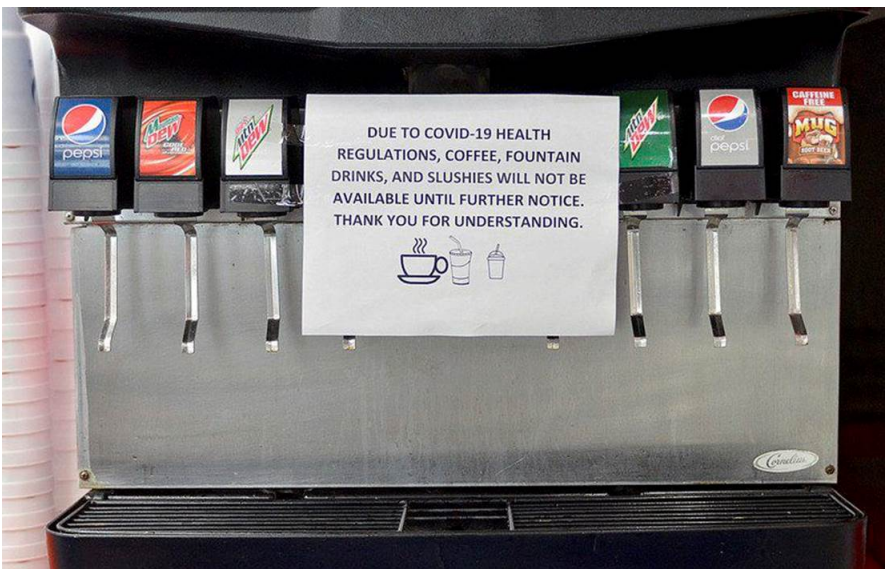
It's good to hear from you. Thank you for the update regarding the important "touchless" innovation. As mentioned during our ValidFill conversation, the University will soon finalize contracts with beverage vendors. Our Zero-Waste team agreed at our last meeting (two weeks ago) that we would like to approach that vendor/s (via the University's Purchasing section, of course) to investigate how they could pilot-test ValidFill solutions on our campus.

During your presentation, you showed us an Excel spreadsheet which helps companies / vendors to develop a ValidFill-related business model. It would be helpful if you could perhaps please send a PDF image of the Excel spreadsheet of a real case study (of use of ValidFill solutions on a US university campus). Or, if not a proprietary spreadsheet, it would be great if you could perhaps send a spreadsheet with figures for one of your current universities that are using ValidFill. Such real-world information will be important to help us make a final decision.

Thank you in advance for your further response. Looking forward to hearing from you.

Best wishes  
Leon

**P.S.** Despite the touchless dispenser, are you perhaps also looking at providing a (Perspex / acrylic) cover for the dispensing nozzle? It's not only the touching of cups / hands with the dispenser that is important, but also the client's exhalation that might impinge on the dispensing nozzle.



---

**From:** Tom McCann <tMcCann@validfill.com>

**Sent:** Friday, May 29, 2020 9:44 AM

**To:** Breen, Erin Elizabeth <eebreen2@uillinois.edu>; Liebenberg, Leon <leonl@illinois.edu>; McKim, Robert J <rmckim@illinois.edu>; Pai, Shantanu <spai@illinois.edu>; Etchison, Thurman B <etchisn@illinois.edu>; Hannon, Bruce M <bhannon@illinois.edu>; Finder, Aaron M <afind3@uillinois.edu>

**Cc:** Liz Deambrosio <LDeambrosio@whirleydrinkworks.com>

**Subject:** ValidFill Covid 19 Response: Touchless Legacy Dispenser Retrofit & UV Sanitation Device Update

Team- I hope this finds you all doing well. I wanted to update you on the UV Sanitation Device and introduce you to our Touchless Legacy Dispenser solution:

- **UV Sanitation Device:**
  - Can be secured on a counter or mounted to a wall or column
  - Achieves a 3 log or 99.9% reduction of bacteria and viruses on a cup (or anything that is placed within the device)
  - We will obtain our lab certifications within the next few weeks
  - 110 Volt plug-in
  - Well received in all business segments—we already have pre-orders placed from operators
  - Patent pending
  - Delivery date is now July 28th
  - See short video below:
    - <https://youtu.be/YfyUBbLPOEU>
  
- **Touchless Legacy Retrofit for all of your legacy dispensers (they do NOT need to be ValidFill enabled):**
  - Hands free operation, simply break the plane between the sensors
  - Behaves the same as if you were pressing a button, can still mix flavors
  - Installs in only a few minutes- no special tools needed
  - Well received in all business segments--we already have orders placed from operators
  - Patent pending
  - See attached

Please let me know when you have time for a 30 minute call to review detail and have a Q&A.

Thank you,



Tom McCann – Director Business Development  
Cell: 704-516-7388 | Email: [tmccann@validfill.com](mailto:tmccann@validfill.com)  
10414 Technology Terrace, Bradenton FL 34211



---

**From:** Tom McCann

**Sent:** Monday, April 27, 2020 2:40 PM

**To:** Breen, Erin Elizabeth <eebreen2@uillinois.edu>; Leon Liebenberg: <leonl@illinois.edu>; [rmckim@illinois.edu](mailto:rmckim@illinois.edu); Mr. Shantanu Pai: <[spai@illinois.edu](mailto:spai@illinois.edu)>; [etchisn@illinois.edu](mailto:etchisn@illinois.edu); [bhannon@illinois.edu](mailto:bhannon@illinois.edu); [afind3@illinois.edu](mailto:afind3@illinois.edu)

**Cc:** Liz Deambrosio <[LDeambrosio@whirleydrinkworks.com](mailto:LDeambrosio@whirleydrinkworks.com)>

**Subject:** ValidFill Follow Up

Team,

I enjoyed our meeting on Friday. Thank you for your time and thoughtful input.

On the link below is the deck that we reviewed. As discussed, we can set up a separate call to go through the details of the Profit Simulator tool that was introduced on our call.

<https://www.dropbox.com/s/wqo28w230bpfre4/University%20of%20Illinois%20Review%20of%20Coca-Cola%20Freestyle%20With%20ValidFill%204-24-20.pptx?dl=0#>

Regarding the UV Sanitation device, I will keep you updated on the detailed timeline that is outlined. We are still on track to deliver the first 200 of these devices by mid-June.

Last, please forward your local Coca-Cola representative so that I can ensure that they are aware of the ValidFill solution should you decide to move forward with the program.

Please reach out with any further questions or suggestions.

Thank you,



**Tom McCann – Director Business Development**  
Cell: 704-516-7388 | Email: [tmccann@validfill.com](mailto:tmccann@validfill.com)  
10414 Technology Terrace, Bradenton FL 34211

