



ABOUT THE COMPANY

Duke Manufacturing is an industry leader in the design and manufacture of equipment solutions for the food-service industry, including major restaurant chains and dining facilities for schools and other institutions.

Duke's success has come from developing partnerships with its customers to deliver innovative product solutions. For example, during a 25-year partnership to date, Duke has helped the SUBWAY brand open 25,000 restaurants worldwide. Duke has also recently delivered the grilling innovation behind Burger King's new line of Steakhouse XT (extra thick) burgers.

Founded in 1925 by M.P. Duke, the company was the first manufacturer of the water-less hot well. Today, Duke Manufacturing, based at St Louis, Missouri, US, employs 650 staff and has more than 20 product lines with over 4,500 SKUs [stock-keeping units or product identifiers]. Duke's extensive product line includes equipment solutions ranging from serving and heating equipment, to ovens and tailored food preparation systems.

Duke operates two state-of-the-art manufacturing plants totalling 680,000 sq ft, in St Louis and Sedalia, Missouri. The company also boasts warehousing, distribution and marketing operations in Europe, the UK, Latin America and Asia. Duke's rapid international expansion over the last decade has included establishing sales and distribution facilities in the UK in 2003, Czech Republic in 2005 and Shanghai, China, in 2008. What's more, the UK and Prague facilities were recently expanded to facilitate continued international growth.

A recipient of the 2009 Energy Champion Award from the US Department of Energy, Duke's research & development is focused on developing equipment solutions that deliver cost-savings using eco-friendly technologies.



ABOUT THE SECTOR

The food service equipment sector is a dynamic market place with an ever-changing landscape. Customers are looking for innovative equipment solutions that will increase sales, improve operational efficiencies and lower their carbon footprints, whilst maintaining gold standard food quality and safety. Duke has positioned itself well to provide its customers with the equipment and support they need to be successful by developing close

working relationships. The company draws on its 85 years of experience to look at operational challenges from its customers' perspective and work hand-in-hand with its engineering and culinary teams to develop tailored solutions that meet each operation's unique needs.

UHY SERVICES

UHY provides audit and tax services for the parent company, Duke Manufacturing Co, in the US, out of UHY LLP's St Louis office. In the UK, UHY Hacker Young's London office provides accounting, company statutory, VAT, payroll and tax compliance services to the UK subsidiary.

UHY firm AUDITOR, spol. s r.o. provides accounting, tax and VAT services through its Prague office to the company's subsidiary in the Czech Republic. UHY's firm in Cologne, Germany – Dr Leyh, Dr Kossow & Dr Ott KG – provides advice on German salary tax calculations. UHY's London office also acts as 'go-between' for Duke and UHY's German firm, orchestrating the setting up of UK and German employment and tax compliancy services.

WHY UHY?

Duke became a client of UHY in the US in 1994 and in the UK from the end of 2003. Before 1994, Duke was with a much larger accounting firm but needed a more personal approach. The company decided to go with the local UHY firm as it was felt it could provide the approach the company was looking for. "With fewer layers of staff and direct access to all levels, Duke found UHY much easier to work with," says CFO Larry Reader. "We made the change and have been pleased with the relationship."

"We have not been disappointed with the services and have gone on to use other UHY international offices as we have expanded further internationally."

WORKING WITH UHY

Larry Reader says: "We have worked with UHY domestically for many years and have found them to be very competent in audit and tax. Their work is always performed in a timely and accurate manner. I have found working with UHY to be very cost-effective as we have quick access to the right individual and they react in a timely manner. Whether I have a tax, audit or payroll issue it is handled very professionally. "When we began to expand internationally we wanted to maintain our audit and tax services under the same umbrella. So UHY was our choice on our first expansion that was in the UK. Our contact there is David Cohen and we have relied on him and his staff to direct and assist us. They have become a trusted adviser and have guided us through various international issues. We have not been disappointed with the services and have gone on to use other UHY international offices as we have expanded further internationally."