







"Buzz Bites" and "Seriously Caffeinated" are registered trademarks of Vroom Foods, Inc. Used here with permission.

















Product Testimonials

I have one of the Buzz Bites before I head out on my runs. I'm an ironman triathlete, and it helps to have that little extra push just before I start a long workout.

- Joseph A. North Carolina

Thank you for developing this product! These are a lifesaver during long classes or work days when I can't get to a Starbucks!

- Dan B. Texas

I love these things – actually, I love them so much,
I think I might be able to sell them for you. Is that possible?

- Andy K. Massachusetts

I don't drink energy drinks or coffee cause I would always be in the bathroom (I'm a truck driver). You've solved my problem.

- Ron B. California















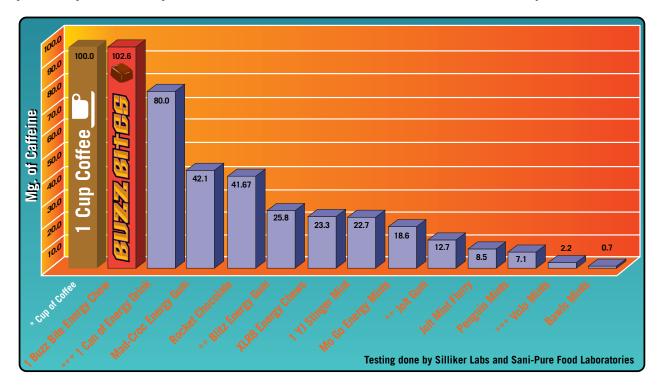




Is It In There?

A Revolutionary, High Energy Product that Really Delivers

No doubt you have seen many energy products such as gums and mints. Given how much demand there is for energy you are likely to see even more "copycat" products in the future. But are they effective? Just how much caffeine is in these products? It isn't always easy to find out and manufacturers are not required by law to include it on the label. What's more, even when they do, they aren't always accurate and often overstate their caffeine content quite a bit!



Mg. of Caffeine per Piece

In short, only Buzz Bites Chocolate Energy Chews deliver the energy of a full cup of coffee in one single piece! Not even popular energy drinks can do that! And with one .50 cent vend, customers will get more energy than a can of leading energy drink, 3 cans of cola, or as much as 14 other caffeinated mints.

Yes. It's Really in There.

- *Caffeine in coffee varies 100 MG. is considered typical.
- ** Assumes all caffeine is released from gum base.
- ***Assumes manufacturers caffeine product claims.
 Certificates of Analysis available at www.vroomfoods.com













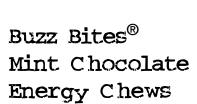




Two Great Flavors



Buzz Bites® Chocolate Energy Chews





















1. I read about your "Proprietary Synergistic Energy Blend" but my head tunes out. Can you explain what's in Buzz Bites without resorting to marketing-speak? What does that stuff do?

Sure. The energy provided by Buzz Bites® Chocolate Energy Chews comes from a blend of Caffeine, Ginseng, Taurine, and five B vitamins: Thiamin, Niacin, Pantothenic Acid, Vitamin B6 and Vitamin B12. What does all this stuff do? That's easy – it gives you energy! Oh, it does a few other things too that we'll get to in a minute, but the main thing it does is give you that boost of energy just when you need it. In fact, eating 1 Buzz Bite is like chugging down an 8.3oz. can of your favorite energy drink – except without the bad taste, water, bloating or sudden need to go to the bathroom. In fact, a Buzz Bite® has 25% more caffeine than any of the leading energy drinks per serving.

Caffeine:

Is there anything better when you're behind the wheel and need that extra energy to make it home, or when you're studying for the big exam and need that push to get you over the finish line? Caffeine helps you improve your focus, concentration, endurance, athletic performance, stimulate your metabolism and boost your reaction speeds.

B Vitamins:

The B-vitamins play a major role in the body's ability to generate energy from nutrients provided by the foods we eat. Getting the proper amounts of these vitamins counters the effects of fatigue and nervousness and improves overall performance and stamina.

Ginseng:

Ginseng is a medicinal root long recognized in Chinese medicine for its curative properties. Nowadays, it's taken as a tonic to enhance vitality, to increase stamina and to build up resistance to the psychological and physical stresses of modern life. Ginseng has been known to stimulate physical and mental activity especially in tired or weak patients, defend against physical strain, act as a mental stimulant and stimulates the endocrine glands, including the sex glands.

You might want to read the last part again...

Taurine:

Taurine is an amino acid that has neurotransmitter functions and regulates sodium, calcium and potassium levels in cell membranes. Taurine also has antioxidant properties and aids the body in its absorption of nutrients needed for optimal mental and physical performance.



















2. I really like your products, but I'm worried about the effect of so much caffeine. Is it safe?

Our products are as safe as coffee. Consume them as you would consume coffee or energy drinks. Remember, just one chew equals a full cup of coffee. Caffeine, when over-consumed, can cause side effects, including nervousness, restlessness, and rapid heart rate. We do not recommend for children or people pregnant or nursing.

You don't have to take our word on the many benefits of caffeine however. Just check out a new book called, The Caffeine Advantage – How to Sharpen Your Mind, Improve Your Physical Performance and Achieve Your Goals The Healthy Way, by Alan Weinberg. You can find this book and many others on the benefits of caffeine at Amazon.com.

3. Is there an ideal time to use Buzz Bites™ Chocolate Energy Chews?

Obviously, any time you need that quick burst of energy for concentration or physical activity would be a good time for a Buzz Bite[®]. In addition, your sensitivity to caffeine, body weight and whether you've had food recently will also affect the product's effectiveness.

4. Who should use your products? More importantly, who shouldn't use your products?

Buzz Bites Chocolate Energy Chews are safe for almost everybody looking for an edge to boost their performance. On the other hand, people who are sensitive to caffeine, children, and those who are pregnant or nursing should NOT use it. If you have a heart condition or are unsure if caffeine is for you, please consult a physician.



















5. Exactly how much caffeine is there in a Buzz Bite®?

A whole lot! By way of comparison, let's take a look at four of the most popular sources of caffeine, a can of cola, energy drinks, the ever popular cup of coffee, and other caffeinated energy mints:

- One Buzz Bite contains 100mg of caffeine One can of Coca-Cola® contains 34mg.
- One Buzz Bite contains 100mg of caffeine A typical 8oz cup of coffee contains 100mg of caffeine. Well, that would appear to be a tie between coffee and Buzz Bites, wouldn't it? Well, hold your horses, buckaroo, cause it's time for a little math:

If you purchase your coffee at Starbucks® or a typical convenience store, you're probably consuming it in the common 16 oz. serving for 200mg of caffeine. For the privilege of getting a cup of boiling hot liquid that can spill and scald you, you're paying between \$2.99 and \$3.99. For the same dough, you can get 6 Buzz Bite Chocolate Energy Chews for a total of 600 mg. of caffeine. One Buzz Bite is equivalent to 1 cup of coffee and it not only cheaper but way more convenient.

And you thought math was never going to come in handy!

- One Buzz Bite contains 100mg of caffeine leading energy drinks contains 80mg of caffeine. One power packed Buzz Bite® has 25% more caffeine than leading energy drinks. Of course energy drinks also contain far more calories, colorings and a really bad taste. Not really much of a contest here, is there?
- One Buzz Bite contains 100mg of caffeine our competitor mints have 7 mg of caffeine. We'll let you draw your own conclusions there.

In case you like things graphically, we had one of our poor overworked artists put this chart together - check it out, print it out, use it as wallpaper on your desktop!

6. Are Buzz Bites® suitable for vegetarians?

It depends on how strict a vegetarian you are. Buzz Bites contain a small amount of skim milk.

7. How many Buzz Bites® should I have?

Simply use Vroom Foods, Inc. products the way you would any other energy enhancing product like coffee or energy drinks. Consume responsibly because sleep is good, too!

















8. How fast until I feel the effects?

You may feel the benefits almost immediately through sublingual infusion. This occurs when the product dissolves slowly in your mouth. The product is absorbed through your cheek wall lining and under your tongue. The absorption is quicker this way than if it just went through your digestive tract. Don't believe us... ask the army. They spent your tax dollars to study this stuff. The effects are also faster and greater on an empty stomach. We are not suggesting you take them on an empty stomach. It is up to you. Some of us here eat Buzz Bites after lunch to keep us from going into food coma.

9. I tried your chews and I didn't care for the taste of either of them. What is up with that?

The energy bundle in the chews is loaded with bitter ingredients. Caffeine, B vitamins and ginseng are incredibly bitter by nature. Vroom Foods worked on the formulation for over three years with various food developers, flavor houses and nutritionists to mask the bitterness as much as possible by using various sweeteners, flavors and masking agents. However, a small percentage of the population (known as Super Tasters) are especially sensitive to bitterness and may find the taste of some of the products objectionable (these people tend to be the same people that dislike vegetables because of their bitter taste). We could have just used "fairy dust" amounts of energy ingredients so that we could list them on the ingredient label like many other companies do, but instead we wanted these things to be functional so we kept the amounts high. To some these may not be the best tasting products in the world, but as far as we know they are the most powerful. Even if you don't like the taste, the functional benefits are still there. Godiva® chocolates these are not, but Godiva™ can't do what this chew can.



















10. What is with the artificial sweeteners in your products? Why don't you use natural sugar instead? I like to hug trees when I'm not eating Buzz Bites.

It is important to put things in perspective. Sucralose and Acesulfame-K have been tested and approved by the FDA. These sweeteners are widely used in over 4,000 foods and beverages in over 60 countries. Hundreds of studies have backed up their safety. We are simply using them to sweeten a 6 gram Buzz Bite not a full 12 oz. beverage. Buzz Bites contain an extremely small amount of sweetener. You ask why it is in there... they help with taste. Also, natural isn't always better. The typical American diet has too much sugar, which can lead to many health problems. Our products are by far a better option than sugary energy drinks. Buzz Bites have only a fraction of the sugar energy drinks have. Skip the sugary energy drinks and have a Buzz Bite instead!

11. How long do Buzz Bites Chocolate Energy Chews last?

Depends how quickly you eat them! Like any food product, the sooner they are eaten, the better tasting they will be. How long they stay fresh depends on many factors. Buzz Bites tolerate heat and moisture very well. We have shipped them to some of the hottest places on earth! We generally say that Buzz Bites are best if consumed within a year of the manufacturing date. Some products may have a "Julian Code" on them. This would be found on little white strip on the back edge of the tin. The Julian code is 5 numbers. The first two numbers tell you the year, the last three numbers tell you the day in that year. For example, a Julian code that reads 08115 would mean that the product was made on April 24th, 2008.



















In the News

THE WALL STREET JOURNAL.

istian /tech-

f the vorkhave a

d and hers'

ze

lde

al but

f the

recipi-

plau-

from

ioned

e implays

Ari-

rio of used

deo

llars.

with

ulbs to-

are in-

en-laser

et, said

possi-

ars.

ucts

basic

asers

lisk

er.
g Darnple,
ty,
the
as
nviGroner.
vuld

r light sult.

return

Stimulus Plan for Candy: Pack It Full of Caffeine

BY KATY MCLAUGHLIN

HE CANDY industry is rolling out new sweets packed with more than just sugar. Buzz-inducing candy, spiked with caffeine and, often, vitamins, are the low-growth, \$29 billion U.S. candy, gum and chocolate industry's answer to surging competition from energy drinks. And just like those beverages, the caffeine-infused candy often sports a controversial name that critics say evokes illegal drugs.

Last month, Mars Inc. introduced Snickers Charged, a version of the candy bar with a cup-of-coffee's worth of caffeine, plus B vitamins and amino acids, ingredients typically found in energy drinks. Jelly Belly Candy Co. has come out with Extreme Sport Beans, which are caffeinated and contain electrolytes, compounds beneficial for hydration, while Hershey Co. has launched caffeine-enhanced Ice Breakers Energy mints. Along with Jolt mints and gum, Buzz Bites, Foosh Mints, Crackheads chocolate-covered espresso beans and several others, these products make up a burgeoning "energy candy" category.

The new products are appearing as the candy industry is losing part of its most bankable audience—kids. There were 3.3% fewer kids age 6 to 11 in 2007 as in 2002, according to the U.S. Census Bureau. Sales of sugar confectionary dropped by 4% from 2001 to 2006, while energy-drink sales rose by more than 400% to \$3.23 billion in the period, according to market researcher Mintel.

Fears of obesity and diabetes also are cutting into consumption. Last year, candy and snack companies including Mars, Cadbury Adams USA, a unit of Cadbury Schweppes PLC, and Hershey signed a pledge drafted by the Better Business Bureau in which they agreed to stop marketing their products to children under the age of 12.

Caffeinated candies present some challenges for makers, chief among them disguising the inherently bitter taste of caf-Please turn to the next page





















THE WALL STREET JOURNAL.

99Cents Only Stores C6 Yahoo Mexicano B15 Nokia 85,814,D8 Zoltok

reductions in fixed costs by the earnings, GM announced a 2011, mainly related to lower- new round of early retirement

Th ta in

ch Co sic

COT

rei

cor

sha

ing

200

lars

in t

she

COL

to 1

one

mor

turn

ganı

oner

wher

Kerk

com

advi

Kerl

and

ni di

A New Stimulus Plan for Candy: Add Caffeine

Continued from the prior page feine in a sugary morsel.

"Our customers realize that the Buzz Bites aren't going to taste like Godiva," says Jason Kensey, president of Vroom Foods in Costa Mesa, Calif., which makes Foosh Mints and Buzz Bites. He adds that many customers reorder the products. Jelly Belly's Extreme Sport Beans aren't intended to be a candy, the company says, but are instead a 'sports performance product."

The energy candies replicate both the branding and ingredient lists of energy drinks, starting with a hearty dose of caffeine. "We're the most caffeinated product out there," Mr. Kensey says of Vroom's Foosh Energy Mints and Buzz Bites, which both clock in at 100 milligrams of caffeine per piece. Snickers Charged has 60 milligrams per bar, and Jelly Belly's Extreme Sport Beans pack 50 milligrams per one-ounce bag. An 8 oz. cup of coffee, by comparison, has anywhere from 65 to 200 milligrams, while a can of Red Bull energy drink has 75 milligrams. Many energy candies also have other additives typically found in energy drinks, including B vitamins; electrolytes; taurine, an amino acid; guarana, a naturally caffeinated South American fruit; and ginseng.

While caffeine's reputation has been rehabilitated to some extent in recent years by studies indicating it can benefit athletic and cognitive performance, other recent studies have shown associations with miscarriage and diabetes, as well as anxiety and stomach problems. Caffeine intoxication-described in the Diagnostic and Statistical Manual of Mental disorders, a mental-health reference guide, as symptoms that can include nervousness, insomnia, and frequent urination-occurs in some people after ingesting 250 milligrams of caffeine.

Both Mars and Hershey said they decided to sell caffeine-enhanced candy in response to consumer interest, pointing out that the products aren't marketed to young children. Mars spokesman Ryan Bowling notes that many products, including soda, contain caffeine, adding that parents have a responsibility to monitor what kids eat.

Depending on an individual's caffeine tolerance and how much energy candy is consumed, the products can induce either jitters or shrugs of "what's the big deal?" Lauren Summers, a 30-year-old health-care and technology publicist, bought her first pack of Jolt Gum last summer when she didn't have time for a cup of coffee before heading off to a Daft Punk concert in San Francisco. Her take: "It tasted like regular mint gum. I didn't really notice the lift," she says.

The most controversial aspects of some energy candies are their names. John Osmanski, the 27-year-old president of the company that makes Crackheads, a candy sold mostly in convenience stores in California, Texas, the Midwest and Florida, says that the name is tongue-in-cheek and that the term "crackhead" is thrown around lightly by comedi-

ans all the time. Regardless, Michael Allured, the publisher of the Manufacturing Confectioner, a monthly trade magazine, and the Candy Buyers' Directory, an annual listing of products, wrote Mr. Osmanski a letter in late 2006, expressing dismay. "It reflects a little bit on confectionary as a whole when people stretch the limits," Mr. Allured says.

Even some noncaffeinated candy has been accused of having a druggy image. Three weeks ago, Hershey announced that it is halting production of Ice Breakers Pacs. The product, a white, powdered mint encased in rectangular, translucent baggies, has been criticized by some law-enforcement officials for looking too much like illegal drugs such as heroin or cocaine.

Energy drink brands have gone to greater extremes to reference street drugs. Last week, Cocaine Energy Drink reappeared on the market. Introduced in September 2006, the product was recalled by maker Redux Beverages last May after the Food and Drug Administration objected to the product's name and marketing that positioned it as an alternative to cocaine. The company made changes to the marketing language on the cans and rereleased the product. Now that it is back on the market under the same name, "we're going to take another look at this product," says FDA spokeswoman Kimberly Rawlings.

Redux founder Jamey Kirby says that in the saturated energydrink market, it takes unique marketing to stand out. "Everyone from 15- to 60-year-olds who has a bit of a sense of humor thinks it is funny," he says.

Roland Griffiths, a professor at Johns Hopkins University School of Medicine who studies how drugs affect human behavior, says that energy drinks and candy, even those marketed without overt drug connotations. send kids a worrisome message.

"It blurs the distinction between legal and illegal drugs, and it normalizes the use of perform-ance-enhancing drugs," Mr. Griffiths says.

Candy companies say they are careful with marketing. Several products, including Snickers Charged, have labels indicating the products are "not recommended for children, pregnant women or people sensitive to caffeine." Jelly Belly's Extreme Sport Beans are sold in the sportsnutrition section of stores, not on the candy rack, says marketing director Rob Swaigen. Other candy companies point out that while their products are sold in the candy rack along with more kidfriendly treats, caffeinated energy drinks are often sold alongside fruit juice.

Schools boards, health groups and some state legislatures are starting to look at the issue of kids and caffeinated products. There is a proposed bill in the Kentucky that would prohibit the sale of caffeinated energy drinks in schools, and another that would ban their sale to anyone under 18. Last year, the Institute of Medicine of the National Academy of Sciences drafted recommendations for schools that advise that caffeinated products be avoided on campus. While the School Nutrition Association, a trade group for school food program workers, doesn't track caffeine policies directly, spokesman Erik Peterson says that it is becoming a bigger issue as caffeinated products-particularly energy drinks-become more prevalent.

WSJ.com

ONLINE TODAY: Find out how these candies fared in a taste test, at WSJ.com/OnlineToday.

















In the News





MICHAEL KITADA, THE REGISTER

RUSH: Jason Kensey of Costa Mesa says a Foosh mint has as much as 45 times the caffeine of rival energy mints.

















BUSINESS

Trying to build a buzz

FOOSH
ENTERS ANTAMORE BRIEF AND THE BUTTON OF THE BUTTON O

Had a belly full of Red Bull and don't care for coffee? Then one Costa Mesa businessman has a treat for you.

By GREG HARDESTY
THE ORANGE COUNTY REGISTER

COSTA MESA

t's a seriously caffeinated world, and Jason Kensey wants to keep it buzzing.

The 36-year-old entrepreneur believes he's come up with the ultimate fix for people who want to avoid bladder-swelling energy drinks and the prospect of inhaling a tin of caffeinated candies for stamina.

Video gamers, pilots, long-haul truckers and just plain of wired folks are raving about Kensey's Foosh energy mints and Buzz Bites chocolate energy chews, in development for 3 ½ years and being rolled out nationwide.

A single mint or chew contains enough caffeine to wake the dead: 100 mg, or the equivalent of three Cokes. In terms the extremely jacked-up can better relate to, that's 1.25 cans of Red Bull.

"I really wanted them to be functional," said Kensey, a 1988 Corona del Mar High School graduate and a former brand manager at Kellogg's who worked on the Eggo and Fruit Loops brands in Battle Creek, Mich.

A single Foosh mint – "foosh" is the sound your brain makes when you first taste one, Kensey says – contains from 14 to 45 times as much caffeine as competing "energy" mints.

To prove this, Kensey shows a visitor the nutritional labels on

SEE ENERGY . PAGE 4

Vroom Foods Inc.

P.O. Box 12135, Costa Mesa, CA 92627 Launched: Late 2000; product in-

troduced June 2004

Financials: Privately held; targeted sales of up to \$400,000 in 2005

Founder: Jason Kensey, 36

Products: Foosh energy mints, which sell for \$2.99 to \$3.99 per 12; Buzz Bites, chocolate energy chews that sell for \$2.99 to \$3.99 for six. Each mint and each chew contains 100 mg of caffeine, equal to three 12-ounce cans of Coke.

Available: Online at www.vroom foods.com; limited distribution at some gasoline stations and sports-nutrition stores throughout Orange County, Also available through

thinkgeek.com

For more information: Call (800) 553-8814 or (949) 515-1616.

















Business 4

FROM THE COVER

ENERGY

FROM PAGE 1

cans of competitors that fill a shelf in his Costa Mesa duplex.

Strangely, for a guy trying to make a killing off of wiring the masses, Kensey's a remarkably mellow dude – calming, actually.

Disappointingly, he didn't have to peel himself off the ceiling to greet a visitor. He popped a mint and didn't break out into a sweat or start jabbering like a hyperactive Wall Street floor trader.

Kensey's company, Vroom Foods Inc., aims to claim a sizable chunk of the rapidly growing category of energy confections.

His mints and chocolates mostly sell online but also are available at a handful of Orange County gas stations.

Energy confections make up a \$20 million category that includes all gums, mints, gummys and chocolates fortified with energy ingredients such as caffeine, herbs and vitamins, according to the National Confectioners Association.

People's go-go lifestyles continue to fuel the trend, Kensey said.

Judging by some responses to his mints and chocolate, Vroom Foods could speed all the way to the bank.

A producer of an MTV series gushed in an e-mail.



MICHAEL KITADA, THE REGISTER

DEMAND: Kensey says people's go-go lifestyles continue to fuel the trend for products like his Foosh mints and Buzz Bites.

"They are awesome," he said. "I immediately realized that these chews or mints would be the perfect thing to have on set for my cast and crew as they worked their butts off to complete their six-day-a-week shooting schedule."

Kensey faced a huge hurdle in getting his goods in people's mouths.

Taste.

Caffeine is extremely bitter, and masking the bitterness with various sweeteners is challenging.

Kensey first paid \$10,000 to a confectioner developer he knew from his days at Kellogg's.

Unsatisfied with the mint they came up with, he spent two years tinkering with the ingredients in his kitchen and testing the mints out on friends and families.

"At first, people literally would hurl them out of their mouths - they'd spit them out like cherry pits," Kensey said.

He refused to compromise on the mints' potency, and he finally hit on a formula that includes ginseng, taurine and five B vitamins.

Not everyone is going to love the taste, Kensey conceded

"My mint will never taste like an Altoid and my chews will never taste like Godiya, but these products will do what no other mints or chew can do," Kensey said.

Most of his life, Kensey has thrown himself into making money.

He started picking snails out of his mother's garden in Corona del Mar for pennies when he was 7.

He ran a neighborhood landscaping and maintenance business in junior high and high school.

He flipped burgers and worked at Rogers Gardens.

Then, in 1996, he found himself at graduate school at Babson College in Boston, an MBA candidate who got little sleep.

Never a coffee drinker, Kensey would pump quarters into a vending machine for Mountain Dew, his preferred energy fix.

But after stubbing his toe late one night when he kicked the machine for eating his money, Kensey thought: There must be a better way.

The germ of Vroom Foods was planted.

At Kellogg's, where Kensey worked from 1998 to 2000, the budding entrepreneur tried to launch his business on the side but couldn't find the time.

He saw good family people lose their jobs during three downsizings at Kellogg's and thought: I need to control my own destiny.

"There are a few ways of making money in this world," Kensey said. "You can inherit it, invest in real estate or start your own business."

Kensey struck out on his

He moved back to Orange County and used savings he had accumulated from work and some smart plays on the stock market to launch Vroom

Kensey started selling the mints and chocolates in June 2004. His father, John, has become an equity investor.

To date, Kensey figured he has spent a few hundred thousands dollars in hard money getting his mints and chews on the market.

Focusing on smaller distributors to avoid hefty "slotting fees" charged by large grocery chains and mass retailers, Kensey is banking on word of mouth to move his product.

Foosh mints and Buzz Bites are selling in about 20 states and in New Zealand, Australia, Brazil and some U.K. countries.

"It's very challenging," Kensey said. "No matter how good your product is, you need distribution."

Yes, it's enough to keep him up at night.

















The Buzz Breakdown

















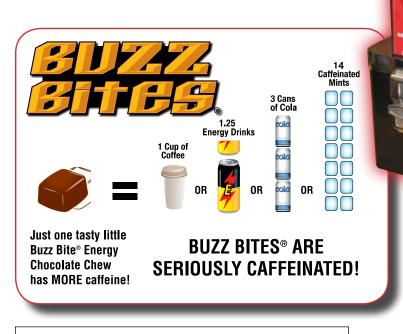


Free Placement! Free Service Always!

Buzz Bites® Chocolate Energy Chews contain a proprietary blend of caffeine, ginseng, taurine and B vitamins, which enhance

performance, increase endurance, stimulate metabolism and sharpen that edge that lets you take on life!

One Buzz Bites® Chocolate Energy Chew contains 25% MORE caffeine than the leading energy drink with more energy producing ingredients (five B vitamins, instead of four).



Nutrition
Facts
Serv. Size 1 pc (6 g)
Servings 1
Amt / Serving %DV*
Calories 25
Total Fat 1g 1%
Sat. Fat 0.5g 3%
Trans Fat 0g

Sodium 20mg 1% Total Carb 4g 1% Sugars 3g Protein 0g

Thiamin 10%
Niacin 10%
Panto. Acid 10%
Vitamin B6 20%
Vitamin B12 75%
Not a significant source of other nutrients

of other nutrients
* Percent daily values are
based on a 2,000 calorie diel

Also Contains:
Caffeine †
Ginseng †
Taurine †
† Daily value not est.

ENOUGH CHWS

Convenient Powerful Portable Low Calorie Fast Acting Effective Low Cost

"Buzz Bites" and "Seriously Caffeinated" are registered trademarks of Vroom Foods, Inc. Used here with permission.















