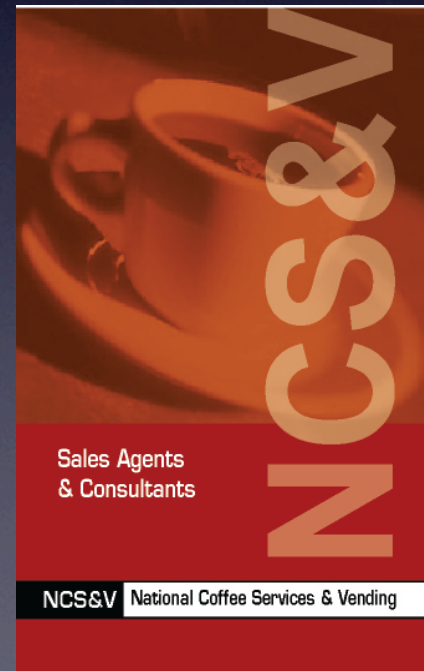


National Coffee Service & Vending

"Sell Coffee, Have Fun"



Managing Partners

- **Rick Dutkiewicz**
Parkland Florida. Over 20 years representing international and domestic manufacturers
- **Brent Toevs**
Denver Colorado. Over 25 years in the OCS & Vending Industry
- **Mark Nichols**
Lake Worth Florida. Over 20 years in the OCS & Vending Industry

Management Structure

- Brent Toevs, Western Region
- Rick Dutkiewicz, Eastern Region
- Rebecca Zwart, National Director of Foodservice & Hospitality
- Carrie Hacker, Executive Assistant

NCS&V Broker Associates

- **Premier National Sales**

- NY Metro, Long Island, New Jersey North

- **Statewide Brokerage**

- Ohio, Pennsylvania West, NY State West, West Virginia, Indiana, Illinois West, Kentucky

- **Vend Marketing**

- Michigan, Indiana North, Ohio NW

- **Quality Brokerage**

- Mid Atlantic - Pennsylvania East, New Jersey South, Delaware, Maryland, Virginia, District Of Columbia

NCS&V Broker Associates

- **Burdette Beckmann Northeast**
 - Upstate New York, New England
- **Burdette Beckmann Southeast**
 - North & South Carolina, Tennessee, Georgia, Florida, Alabama, Mississippi
- **Burdette Beckmann South**
 - Louisiana, Arkansas, Oklahoma, Texas
- **Burdette Beckmann Midwest**
 - Kansas, Nebraska, Missouri, Iowa, N & S Dakota, Wisconsin, Illinois
- **Burdette Beckmann West**
 - Alaska, Arizona, California, Colorado, Hawaii, Idaho, Montana, New Mexico, Nevada, Oregon, Utah, Washington, Wyoming

Distributor Partners

- Regional
 - BC Coffee – Southeast
 - BK Miller – Mid Atlantic
 - Vend Catering – Southern California
- National
 - Vistar
 - Merchant's Mart
 - Betson Imperial
 - United Stationers
 - SP Richards
 - Performance Food Group
 - American Hotel Registry
 - Vending Products Of Canada

Client List

- National Coffee Roasters
- Donut Shop Classics
- Cafe Classics
- Lavazza Blue
- Autocrat Coffee On Demand
- Newco Fresh Cup Pod Brewer
- JavaFlow

National Coffee Service & Vending Mission Statement

“Our goal is to be the premier national sales agency in the industries we serve. Our industry knowledge, contacts and ability to develop and execute sales, marketing and financial plans will enable our clients products to be our customers lead items.”

Why NCS&V?

- Industry experience! As former operators we can relate to the needs and wants of our customers.
- A tested and true roadmap for success.
- An established business with solid core values and principles.
- Market awareness from a national perspective.
- Local representation focusing on each market.
- Premier products in each segment allow us to cross market all of our clients products to prospects and existing customers..
- Established relationships with the majority of operators and distributors throughout North America.

Why NCS&V?

- A history of building sales and relationships between our clients and their customers
- Experienced in multiple business areas
- Provide intangible consulting value to customers
- Involved in all industries focusing on break room products – Office Coffee Service, Vending, Water and Office Products
- Strong ability to successfully negotiate at top executive levels
- Strength in being able to go from the route truck to the board room

NCS&V Primary Objectives

- Build relationships, sales and confidence in our clients brands throughout North America
- Be the experts in customer consultation, account management and retention
- Increase market penetration and representation for our clients through direct sales and distribution
- Ensure our clients brands are industry preferred
- Management support and training of sales team to achieve goals

NCS&V Brings “Added Value”

We encourage our manufacturers to full take advantage of our industry experience. We want to bring as much added value to our clients as possible. With our limited client list, we truly strive to develop a relationship that ensures long term success.

- We work as “employees” of our clients
- We are “executives” for our clients
- We are the “eyes and ears’ of our clients
- We have experience that can be utilized in strategic planning