

The Source1-Sysco Program
for the
National Independent Concessionaires Association (NICA)



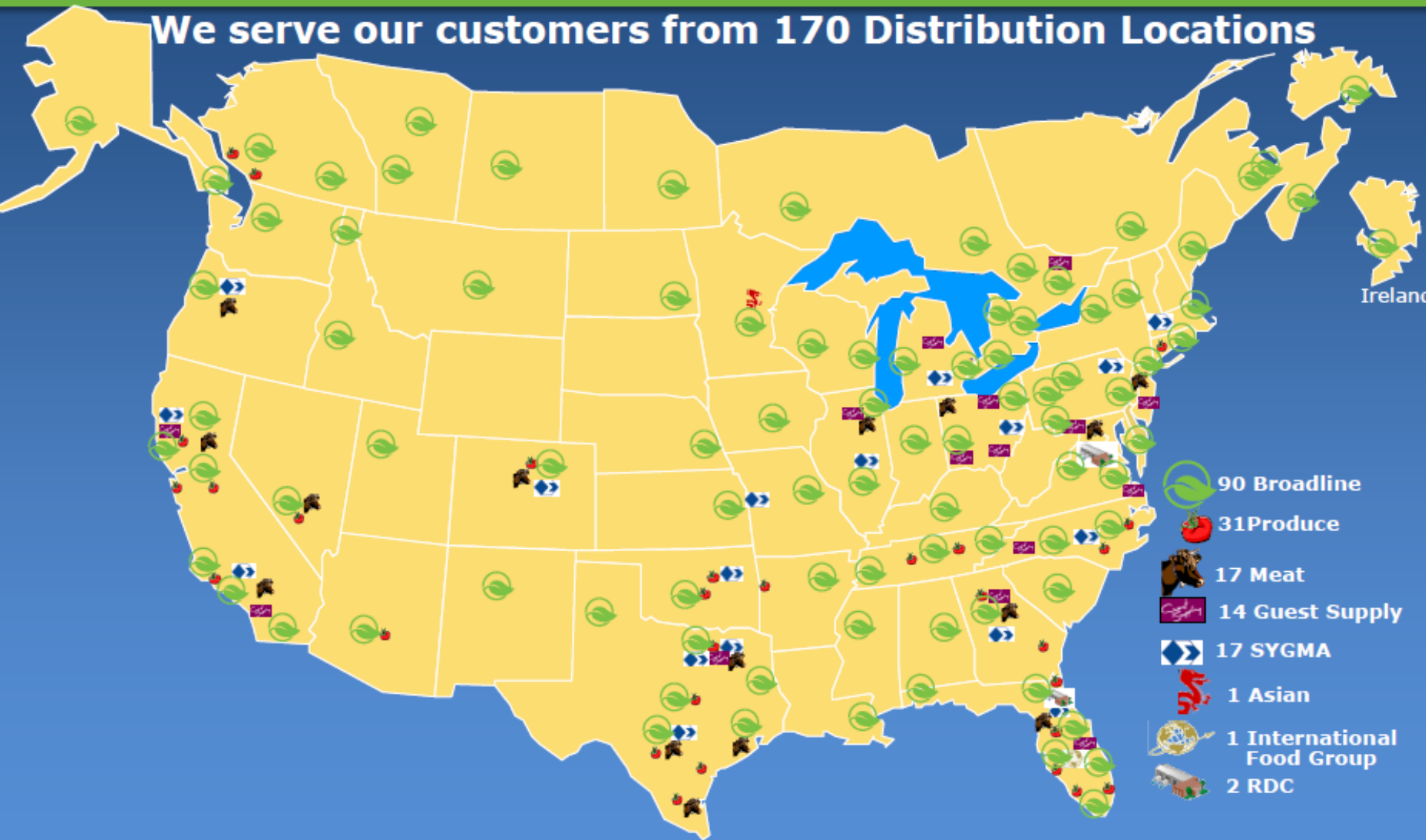
Agenda

- **About Sysco**
- About Us
- About the Program
- Let's go!



Sysco's Unmatched Geographic Reach

We serve our customers from 170 Distribution Locations



- 90 Broadline
- 31 Produce
- 17 Meat
- 14 Guest Supply
- 17 SYGMA
- 1 Asian
- 1 International Food Group
- 2 RDC

Sysco's Enterprise Capabilities



*Access to a comprehensive
produce supplier*



*Local OpCos
Strong local relationships*



*Ability to serve chains across
U.S. and Canada*



*Long-haul ability to
efficiently move large freight*



*Ability to source supplies
and equipment*



Meat

NEWPORT
Since 1975



*Access to premium
meat products*

Sourcing & Supply Chain

*Leverage
Sysco's size & resources*



*Access to hospitality supplies
& exclusive branded products*

Our **quality relationships** and our **breadth of offerings**
is what differentiates us from our competition.

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About Us

The Company | We are operators serving operators

- **Experienced** in the unique operational requirements of the hospitality and foodservice industry
- A **Strategic Procurement and Supply Chain Management** company serving hospitality and foodservice industries in United States & Canada
- An alliance partner with **Entegra**, a subsidiary of Sodexo, a procurement company in the US, Canada and Mexico with \$8 billion in annual revenue, 120,000 employees and 10 million US customers served daily
- An alliance partner with **Sysco**, a nationwide prime distributor
- **Comprehensive** and **flexible** resource focused on:
 - Reducing operating costs
 - Ensuring consistent product quality
 - Achieving higher customer satisfaction
- Recognized by *Hotel & Motel Management Magazine* in 2009, 2010, 2011 and 2012 as a **Top Purchasing Company**.

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About the Program

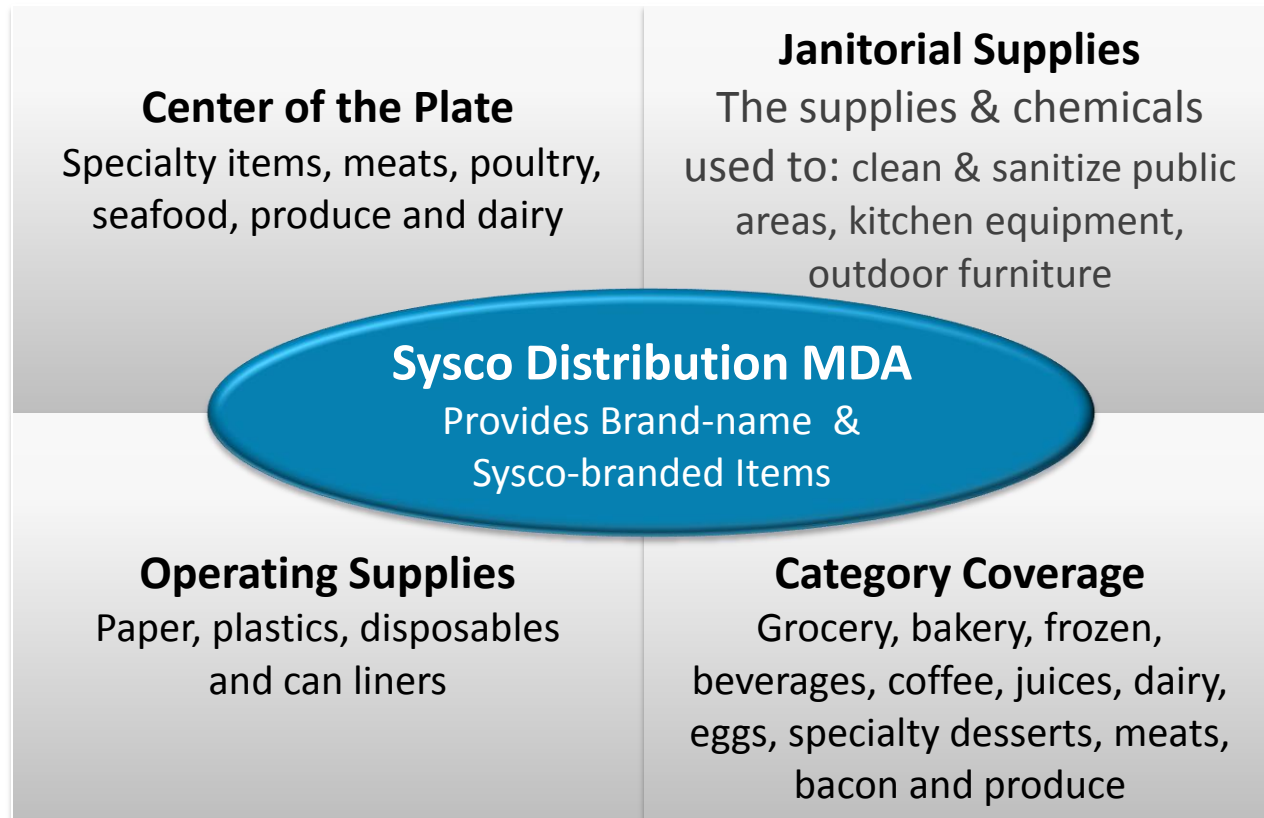
The Benefits | Tangible deliverables that impact the bottom line

- **Purchasing Power** | \$5 billion in Entegra purchasing power means your locations will be grouped with hotels and other businesses that are receiving discounts available only to high-volume accounts
- **Immediate Savings** | **Deviated contracts** and rebates allows each location to see the savings effective off the first invoice
- **Control** | Protection from price fluctuations and inflation on many commodities
- **More than F&B** | Operating Supplies, Services and Equipment (OS&E) plus Regional Programs with contracted pricing, including: Grainger, Office Depot and Capital Equipment available through Source1
- **Choices** | 500+ manufacturer contracts and 6,000+ brand-name and Sysco-label items through Sysco Distribution



About the Program

The Choices | Items from all major categories of your operation



About the Program

The Brands | Manufacturers you and your guests expect

Here are some of the 500+ contracted programs complete with brand names, Sysco labels and rebate programs.

Category	Contracts	Suppliers
Prepared Foods	106	McCain, Ken' s, Heinz, Ventura, Campbell's, Smuckers
Dairy	93	ConAgra, Schreiber, Dean Foods, Michael Foods
Produce	91	Kearny, Baldor, FreshPoint, Fowler & Huntting, T. Castro
Proteins	132	Farmland, Advance, Buckhead, Cargill, Mitsui, Jennie O, Neptune, Koch
Beverages	49	Minute Maid, Starbucks, Lipton, Nestle, Dr Pepper, Pepsi Cola
Bakery	124	Schwan' s, Rich Foods, Alpha Baking, All Round Foods, Sara Lee
Frozen		Appetizer' s Inc., Sweet Street, Blue Bunny, Dryers, Edy's, Unilever
Paper & Disposables		SCA, Georgia Pacific, Berry Plastic, Pactiv
Seafood & Shrimp		Slade Gorton, CleanFish, Contessa Shrimp, Freshwater Farms, Surefish

Source1-Entegra offers 6,000+ contracted items that are stocked at Sysco' s facilities.



About the Program

More than F&B | Operating Supply & Equipment Contract Programs

Food, Beverage & Supplies (Operating Supplies & Equipment) | Direct Delivery & Regional

- Smallwares, cutlery, tableware, china, glass and silver
- Kitchen, buffet, banquet and service equipment
- Uniforms and safety shoes
- Linens, terry cloth, aprons

Operating Supplies | Direct Delivery

- Janitorial equipment
- Chemicals and chemical services

Maintenance, Engineering & Services | Direct Delivery

- Heating Ventilation & Air Conditioning Maintenance programs and equipment
- Fire and Life safety
- Equipment Maintenance and Repair Services
- Maintenance, Repair & Operations Supplies ranging from light bulbs, air filters and plumbing to motors, tools and paint

About the Program

More than F&B | Operating Supply & Equipment Contract Programs

Administrative Services, Equipment & Supplies | Direct Delivery

- Uniforms
- Office supplies
- Walk-off mat service
- First aid supplies
- Marketing support, logo'd items, printing services

Kitchen Equipment (Replacement & Projects) | Direct Delivery

- Cost effective replenishment of small and large equipment, fixture and furnishings
- From kitchen equipment, FF&E to design projects and expediting
 - Refrigerators, ovens, ice machines
 - Fryers, char-grills, steamers
 - Televisions, carpeting, tables and seating (picnic tables, folding chairs, multi-group seating)

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Let's go!

Step 1 | Time to implement

Source1-Sysco program pricing for NICA locations will be **effective January 1, 2013**.

Source1 will provide each NICA Member with:

- **Let's Get Started** | How the NICA Program works and the setup to get started
- **Source1 + Sysco Contact Information** | Your Team for any questions or assistance
- **Product Guide** | Listings of Source1 contracted items sourced through Sysco distribution

Information will be communicated to NICA Members via a custom website.

Next step, **Distributor Set-up and initial startup...**

Let's go!

Step 2 | Setting up Sysco + Initial Startup

Participating NICA Members will be connected to the Program with a new Source1-Sysco account number (SCREAMER) and notified regarding the “START DATE” of January 1, 2013 to access contract pricing.

Existing Sysco NICA Member customers will:

- Complete required customer paperwork
- Receive a new Source1-Sysco account number
- Experience no changes or disruption to the way they do business with Sysco
- Sysco will coordinate delivery days & times, as usual
- Sysco will assist Members in updating their order guide (to take advantage of contracts)

NEW Sysco NICA Member customers will:

- Complete New customer paperwork (credit application, if applicable)
- Meet their local Sysco Account Contact to review current purchases and understand purchasing needs (i.e. Calendar of events, understand proprietary items & special order items, delivery logistics)
- Establish delivery days and custom order guides

Let's go!

Step 2 | Setting up Sysco + Initial Startup

Place your orders through Sysco. Your Sysco Account Contact will facilitate the order process with you.

During the initial Start-up period...

- Sysco will work with the NICA Member to align operator's requirements in a Sysco Order Guide to take advantage of contracted items
- Source1 will communicate Product Guides with contracted items listed
- Source 1 will identify non-food and equipment opportunities with Preferred Partners utilizing the National Contracts available

Next step, **Start saving on Day 1** through Sysco distribution.

Let's go!

It's easy | Contract items are **identified** on NICA Product Guide

Flag	Sysco Category	Sysco SUPC	Brand	Pack/ Size	Description	Manufacturer	Manufacturer Product Code
Rebate	CANNED AND DRY	5523808	KELLOGG	48 / 1.3 OZ	BREAKFAST BAR NUTRI-GRN APPLE	KELLOGG	3800035645
Rebate	CANNED AND DRY	5523816	KELLOGG	48 / 1.3 OZ	BREAKFAST BAR NUTRI-GRN BLUBRY	KELLOGG	3800035745
Rebate	CANNED AND DRY	5523949	KELLOGG	48 / 1.3 OZ	BREAKFAST BAR NUTRI-GRN STWBRY	KELLOGG	3800035945
Rebate	CANNED AND DRY	5782909	PHASE	3 / 1 GAL	BUTTER ALTERNATE LIQ	VENTURA FOODS LLC	40006-PHA
Deviated	CANNED AND DRY	9607268	PHASE	3 / 1 GAL	BUTTER ALTERNATE ZERO TRANSFAT	VENTURA FOODS LLC	15391-PHA
Rebate	CANNED AND DRY	5488366	HERSHEY	12 / 36 CT	CANDY BAR CHOC MILK	HERSHEY CHOCOLATE COMPANY	24000
Rebate	CANNED AND DRY	4599775	HERSHEY	12 / 36 CT	CANDY BAR KIT KAT 1.5 OZ	HERSHEY CHOCOLATE COMPANY	24600
Rebate	CANNED AND DRY	4348389	SNICKER	8 / 48 CT	CANDY BAR SNICKER 2.07 OZ	MASTERFOODS	01202
Rebate	CANNED AND DRY	8222766	MARS	10 / 36CT	CANDY BAR TWIX CARAMEL 1.79 OZ	MASTERFOODS	M35391-00
Rebate	CANNED AND DRY	4380788	M&M	8 / 48 CT	CANDY M&M PEANUT 1.74 OZ	MASTERFOODS	01232
Rebate	CANNED AND DRY	378521	SYS CLS	8 / 3 LB	CANDY MINT STARLIGHT SPEARMINT	AZAR	S0378521
Rebate	CANNED AND DRY	8185894	KELLOGG	1 / 96 CT	CEREAL ASST BWLPK FAM	KELLOGG	80060
Rebate	CANNED AND DRY	201319	GM	60 / EA	CEREAL ASST CUP ADULT VARIETY	GENERAL MILLS	17187000
Rebate	CANNED AND DRY	6199335	KELLOGG	72 / INDIV	CEREAL ASST FAMILY PACK	KELLOGG	3800022055
Rebate	CANNED AND DRY	9234246	KELLOGG	60 / EA	CEREAL ASST FAVORITE CUP PAK	KELLOGG	3800012611



Let's go!

How to | Reduce costs + Add Value

Driving value to your Member is job1.

- **Accessing Contract Pricing on Day 1** and it will be reflected on both the Sysco invoices for your Member and then summarized in the Deviated Savings Report (quarterly) that lists the value of the Deviated Contracted received through Sysco Primary Distribution.
- **Exact Matches & Quick Wins** will be incorporated into your initial Sysco Distributor Order Guide. These include beverage, frozen, bakery, dairy, eggs, juices, coffee, paper items, etc.
- **Reviewing the Compliance Report** from Customer Relations on the number of contracted items being purchased...The more contracted items purchased, the greater the savings opportunity.
- **Reviewing the latest** contracted programs & items distributed.

Let's go!

It's easy | Non-Food & Equipment Program Connection + Transition

Upon approval of Non-Food & Equipment programs (outside of Sysco distribution)

- If you are currently dealing with one of the service companies, Members may continue as before, making note of any transition requirements outlined.
- If you are a new account for any of the service companies, credit applications may be required to activate new accounts.
- **Contracts** | If a Member has an existing service contract with another company, please advise Source1 and the new service company when your contract expires and is available for review.
- **Service Agreements** | If you are in the process of negotiating a service agreement that is not yet finalized or you do not see covered, please contact your Source1 offices for direction.

Questions? Contact Source1 at NICA@Source1Purchasing.com

- ❖ Your Source1 Account Manager will communicate details and set-up your Non-Food & Equipment Programs directly with the operation.


Let's go!

It's easy | Office Depot

entegra@officedepot.com

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Registered Customers

Please enter your login name and password.

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Technical Support: 800.269.6888

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Industry Solutions

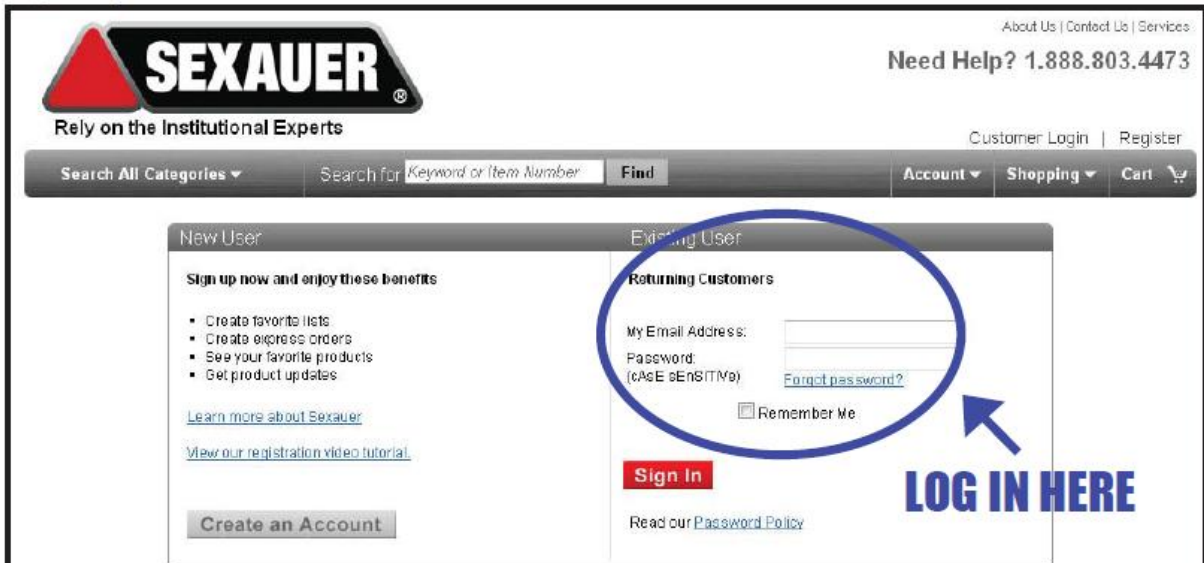
- Federal Government
 - GSA
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 - TCPN

Let's go!

It's easy | Sexauer

www.jasmro.com - Sexauer Website Screenshots


Login Page



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Customer Login | Register

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Sign up now and enjoy these benefits:

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- Create express orders
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My Email Address:

Password:
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Let's go!

It's easy | Chef Works





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CATEGORY

- Aprons •
- Basic Chef Coats
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- Egyptian Cotton Chef...
- Executive Chef Coats
- Formal Wear
- Headwear
- Kitchen Cook Shirts
- Men Dress and Banded...
- Pants
- Ties
- Vests
- Waiter Server Sushi...
- Women Chef Attire
- Women Dress and Banded...

	APKBL - APKBL Bib Apron, no pockets, black only
	F10 - F10 Bib Apron, 3 pockets, assorted colors
	F23 - F23 Tuxedo Apron, assorted colors
	F24 - F24 Bistro Apron, Poly-cotton, Assorted Colors
	F53 - F53 Two Patch Pocket Apron, Poly-cotton, Adjustable Neck, 30"L x 24"W, Assorted colors
	F8 - F8 Butcher Apron, Poly-cotton, 34"L x 24"W, Assorted colors
	F9 - F9 Waist Apron, Poly-cotton, Three-part Pouch Pockets, 12"L x 23"W, Assorted Colors
	122A - 122A Two-Pocket Bistro Apron, Poly-cotton, 32"L x 30"W, Assorted Colors

SHOPPING CART
((click on item to edit))

YOUR CART IS EMPTY

[Load Cart](#)

search [go](#)



Let's go!

It's easy | Shoes For Crews

shoesforcrews.com/entegra



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SHOE THAT GRIPS
(really)



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Let's go!

Tools & Resources | Ongoing Support

Reporting | Quarterly

- Contract Compliance
- Savings Impact

Communication | Monthly & Quarterly (Enrolled Members)

- New Source1 Programs and Product Updates
- Commodity and Pricing Updates
- Direct supplier programs available to NICA

Performance & Management Tools

- NICA website for Enrolled Members
- Product Guides with Source1 - Entegra Contracted Programs

Let's go!


Tools & Resources | The NICA Custom Portal



NICA
NATIONAL INDEPENDENT
CONCESSIONAIRES ASSOCIATION

Home My Operation Suppliers Market News Order Account Support

Great Products, Easy Ordering
450+ premium brands with over 6,000 items in food, beverage and supplies with discounted, pre-negotiated pricing... the products and services you use every day.

Login 

- 1 Getting started**
We know you're busy. So we made the transition process easy for you.
- 2 Order**
When you're ready to order, you'll find all your suppliers at your fingertips.
- 3 Need Help?**
Service is job1 for your team. We're ready to help.

Let's go!

The Source1-Sysco Program for NICA | Account Support

- **Custom Portal (URL to come)**
- 877.717.5566 extension 831
- Sysco Emergency Line (24/7) | 281-584-1190

Sharon Wallace, Account Manager

Becky Magaw, Sr. Director, Customer Relations

Source1 Corporate Contacts

Molly Fierro, Sr. Director, Operations

Bob Bassett, Sr. VP, Operations

Sysco Corporate Contacts

Amy Davis-Smith, Sr. Director of Contract Sales

Smith.Amy@corp.sysco.com

205-668-7127 | 256-310-9688 cell

Bernadette Bujanowski Murphy, Director of Business Development

Bujanowski.Bernadette@corp.sysco.com

281-584-2788 | 281-380-7876 cell





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PROCUREMENT SERVICES

The Source1-Sysco Program for NICA

Thank you for your business.



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