

**BEVERAGE & BREAKROOM -VMI****Confidential - For Program Use Only**

This is a sample of the products and Services that are provided by this Supplier

**ROYAL CUP**  
COFFEE AND TEA**PRICING COMPONENTS****QTY****PRICING****Coffee Products**

Keurig Green mountain K-Cups - Coffee &amp; Tea

96 ct

\$62.00

Flavia Mars Drinks Coffees and Teas

100 ct

\$52.00

Royal Cup Coffee Roar Cause Coffee Pods

96 ct

\$46.00

Royal Cup Coffee - Roar Cause Coffee Whole Bean

4/1lb

\$13.50

Royal Cup Coffee - Signature Line Whole Bean

4/1 lb

\$11.50

Royal Cup Coffee - Prideland Whole Bean

4/1lb

\$10.00

Royal Cup Coffee - Roar Cause Coffee Traditional Brew

42/3.25 oz

\$68.00

Royal Cup Coffee - Signature Line - Traditional Brew

42/2.5 oz

\$44.00

Royal Cup Coffee - Prideland Line - Traditional Brew

42/2.0 oz

\$32.00

Starbucks Coffees Whole Bean

6/1 lb

\$105.00

Starbucks Coffees Traditional Brew

18/2.5 oz

\$46.00

**Ancillary Products**

Sugar &amp; Canisters

24 ct

\$39.60

Royal Cup Yellow Packets

2000 ct

\$38.00

Liquic Creamer 1/2 &amp; 1/2

180 ct

\$14.95

Liquid Flavored Creamers

192 ct

\$17.00

Royal Cup Orange Pekoe Hot Tea - Prideland

100 ct

\$4.50

Bigelow Teas

28 ct

\$3.50

Wooden Stir Sticks

1000 ct

\$4.00

Life in Green Eco Cups, 10 oz.

1000 ct

\$90.00

10 oz Styrofoam Cups

1000 ct

\$42.00

10 oz Paper Cups

1000 ct

\$72.00

**BUSINESS REQUIREMENTS**

Firm Pricing for 12 Months

Yes, except if the coffee commodities markets increase by more than 5%, then we must have a discussion

Payment Terms: 2%-10; Net 30

Yes, 2%-10 net 30

|  |   |
|--|---|
| <b>Delivered Pricing</b>   | No Delivery Fee   |
| <b>Next day delivery available</b>   | Yes, in certain markets   |
| <b>Internet ordering available</b>   | Yes   |
| <b>Product warranty and return policy</b>  | We are able to take back any products that are still have usable dates as long as the product is not open.  |
| <b>Customer Service Hours</b>  | 24/7  |
| <b>Credit Card Payment: Visa - MC - Discover - AMEX</b>  | Yes, fees associated with cc payment  |
| <b>Monthly invoices itemized</b>   | Yes   |
| <b>Single Sales Contact</b>  | Yes   |
| <b>Insurance - Will you provide a Certificate of Insurance? What \$ Limits?</b>  | Yes, we can typically meet all requirements needed  |
| <b>Other Comments</b>  | We recognize that every customer location is different and our ultimate goal is fulfilling the needs of each individual location while maintaining the integrity of the national program. Our job to is to make sure every location has the right equipment, right product menu and right service for their location. *Our Roar Pod and Whole Bean programs are tied to our philanthropic partnership with Neverthirst. \$.02 for every cup goes towards funding clean drinking water project in countries like Cambodia, India and Chad, where clean drinking water is the difference between life and death. To learn more: <a href="https://youtu.be/Tv53CNZVyZk">https://youtu.be/Tv53CNZVyZk</a> |
| <b>Vendor managed inventory</b>  | Yes, in most markets  |
| <b>Frequency of deliveries</b>   | The frequency depends on volume and product mix. It is determined by location   |
| <b>Describe service provided (cleaning of equipment, stocking of supplies, etc)</b>                                      | Customized delivery schedule based on individual location needs which includes per break room delivery and par level inventory management. The Territory Manager will also wipe down the equipment, empty drip trays, fill up condiment holders, etc.   |
| <b>Supplier provided coffee equipment? Provide a description of the equipment included - see attached equipment list</b> | We own all equipment  |