

United Sales & Services, LLC

unitedsalesservices.com

DENVER

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SAN ANTONIO

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Mission Statement

To establish United Sales & Services as the leading conventional retail, food service and natural broker in our regions by supplying quality sales and merchandising teams who strive to enthusiastically satisfy our customers' evolving needs, while maintaining the highest standards of excellence.



US&S Company Profile

United Sales & Services is made of an experienced & dedicated staff committed to providing our clients with professional food brokerage services for Natural, Conventional Grocery & Deli, & Foods Service trades. This unique combination of capabilities & services allows us to expertly represent you in the natural, retail, and food service environments. The following profile briefly describes who we are and what we do for our valued partners.

Territory: US&S provides brokerage services in 13 states: **Colorado**, Utah, New Mexico, Wyoming, western Nebraska, western South Dakota, Kansas, **Arizona**, southern Nevada, **Texas**, **Oklahoma**, Louisiana, and Arkansas.

Offices: US&S has three offices in two states including our corporate office in Houston, TX, a regional office in San Antonio, TX, and a regional office in Arvada, CO, We have sales staff living in four states including Colorado, Texas, Arizona and Oklahoma. We also use contract labor in AZ, NV, KS and UT as needed.

Account Managers: We have Account Executives, Territory Managers, Sales Managers and Representatives, including three owners. Our areas of expertise cross the Natural, Conventional, Specialty Grocery & Deli, and Foods Service boundaries.

Sales & Administrative Staff: Our sales teams bridge the divide between natural food stores, independents, conventional & mass market stores. Our Administration staff is made up of dedicated and experienced people who provide the office support for the company.



(continued)

Customer Base:

US&S services the Natural Foods, Mass- Market & Specialty, and Foods Service industries. This includes but is not limited to...

Natural Goods & Specialty Retailers, Corporate and Independent:

Whole Foods Markets Global, Whole Foods Markets - Rocky Mountain Region, Whole Foods Markets - Southwest Region, parts of Whole Foods Markets - Southern Pacific Region, Natural Grocers by Vitamin Cottage, Sprouts Farmers Markets, GreenAcres Markets, Pharmaca, National Co+Op Grocers (NCG) stores including La Montanita, The Merc Co+Op, Wheatsville Co+Op, Durango Natural Foods Co+Op, and others, Cid's Market, Good Earth Natural Food stores, and many more.

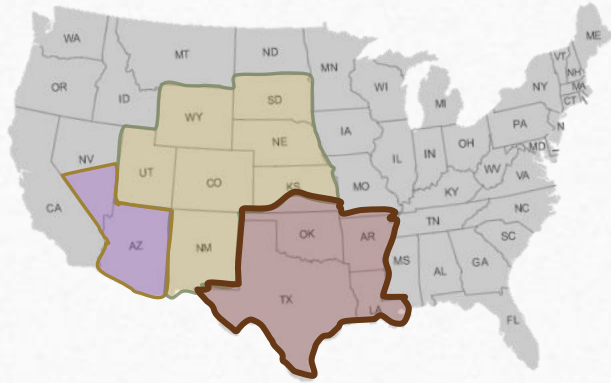
Mass Market Accounts:

Albertson Divisions- Denver (Albertsons & Safeway), Southwest (Albertsons, Safeway & Vons), Southern (Albertsons, Tom Thumb, Randalls), and United (Albertsons, Market Street, United Supermarkets); H-E-B, Central Markets, Rouses Markets, Reasor's, Harmons Neighborhood Grocer, AJ's Purveyors of Fine Foods , Bashas', Brookshire Brothers, Brookshire Grocery, and then some smaller chains like Clark's Market, Village Markets, Tony's Meats, and more.

Natural & Special Food Distributors:

UNFI, KeHE, Albert's Organics, & Tony's Fine Foods, LoCo Distributors, and more.





Retail Center of Store Key Headquarter Calls

Southwest Region

Whole Foods Markets - Global	Whole Foods Markets - Southwest	Central Markets
<i>Austin, TX</i>	<i>Austin, TX</i>	<i>Dallas, TX</i>
Albertsons Southern -Albertsons, Tom Thumb, Randalls	Albertsons United -Albertsons, Market Street United Supermarkets	HEB
<i>Arlington, TX</i>	<i>Lubbock, TX</i>	<i>San Antonio, TX</i>
GreenAcres Market	Akin's / Chamberlin's	Rouses Markets
<i>Wichita, KS</i>	<i>Tulsa, OK</i>	<i>Thibodaux, LA</i>
Brookshire Grocery /Reasor's	Brookshire Brothers	Vitamins Plus
<i>Tyler, TX</i>	<i>Lufkin, TX</i>	<i>TX, AR, LA</i>

Rocky Mountains Region

Whole Foods Markets -Rocky Mountain	Natural Grocers by Vitamin Cottage	Good Earth Natural Foods
<i>Denver, CO</i>	<i>Golden, CO</i>	<i>Salt Lake City, UT</i>
Harmons Neighborhood Grocer	Albertsons Denver -Albertsons, Safeway	AFS Associated Food Stores
<i>West Valley City, UT</i>	<i>Centennial, CO</i>	<i>Salt Lake City, UT</i>
La Montañita Co-Ops	Choice Markets	Clark's Markets
<i>Albuquerque, NM</i>	<i>Denver, CO</i>	<i>Colorado</i>
Sprouts Farmers Markets	Albertsons Southwest -Albertsons, Safeway, Vons	Bashas' & AJ's Fine Foods
<i>Phoenix, AZ</i>	<i>Phoenix, AZ</i>	<i>Chandler, AZ</i>

US&S Coverage Map - Retail & Center of Store



Natural Division

The Natural Division of United Sales & Services is made up of a group of passionate and dedicated staff that are inspired to bring the best natural and organic products to the Natural Channel. Our culture is based on respect, honesty and integrity. We strive to make a positive impact in all that we do and are committed to being environmentally conscious in our actions.

US&S Sales Administration Policies & Procedures

US&S conducts weekly sales meetings via conference calls.

These meetings include:

- 🌾 Weekly goals
- 🌾 Retail updates
- 🌾 Information sharing (our success, issues, concerns)
- 🌾 New item / vendor trainings (as needed)

Headquarter Execution

- 🌾 Category Reviews / Planning
- 🌾 Schedule Meetings
- 🌾 New Item Presentations
- 🌾 Promotional Management
- 🌾 Brand Management
- 🌾 Deduction Management

Store Service Execution

- 🌾 Regular store calls
- 🌾 New product & new placement presentations (new items & void fills)
- 🌾 Audits ~ product, placement, pricing, promotional
- 🌾 Resets, remodels, new store sets
- 🌾 Promotional sales & support (case stack deals, displays, GO deals)
- 🌾 POS execution (sales material, displays, shelf trays, etc.)
- 🌾 Market Tours

Administrative Execution

- 🌾 New Vendor Paperwork
- 🌾 New Item Paperwork
- 🌾 Order Processing
- 🌾 Sales Tracking
- 🌾 Report Generation
- 🌾 Sales Support

Marketing

- 🌾 Promotional Planning / Customizing
- 🌾 Retail Program Events
- 🌾 Demo Coordination
- 🌾 Community Outreach Programs
- 🌾 Social Media Marketing Integration

United Sales & Services

MIKE PRZESTRZELSKI

Managing Partner

BRADY SMITH

Partner/Account Manager HEB

PAT CAHILL

Partner & Account Manager

ALLISON ELLINGBURG

Account Manager - Texas

DEIRDRE STEWART

North Texas Retail & Food Service Territory Mgr., Center Store - SW

JACK BAUMGARTNER

JARED STURGIS

Texas Retail & Food Service

JASON CHONKO

Director of Natural Sales - SW

JESSE CHAVARRIA

Account Manager - Texas

JUSTIN WAGNER

Territory Manager - Houston

LINDA PELON

Administrative Support, AP/AR

MATT MASLOWSKI

Account Manager - Texas

MICHAEL WILLIAMS

Territory Manager - Houston

NICHOLE THIBODEAUX

Administrator - Texas

STEVEN VONTUR

Territory Mgr, Center Store - SW

SUSAN PARRY

Territory Mgr, Center Store - SW

TAMMY SKINNER

North Texas Food Service

TROY WERNLI

East Texas Retail & Food Service

WES KRUSE

Account Executive - RM

ZORINA ALLEN

Territory Mgr, Center Store - SW



Display Photos





US&S Houston office Houston, TX.



US&S Denver office in Arvada, CO.



The gourmet kitchen in Arvada.



One of the many foods shows.



The conference room in Houston.



Conference room in Arvada.