

United Sales & Services, LLC

unitedsaleservices.com

DENVER

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HOUSTON CORPORATE OFFICE

1230 Heights Boulevard
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SAN ANTONIO

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San Antonio, TX 78216
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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 three states including Colorado, Texas, 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 Market, Sprouts Farmers Market, Natural Grocers by Vitamin Cottage, GreenAcres Market, National Co+Op Grocers (NCG) stores including La Montañita, The Merc Co+Op, Wheatsville Co+Op, Durango Natural Foods Co+Op, and others; Independent Natural Food Retailers (INFRA) stores including Harvest Markets, and others; Cid's Market, Good Earth Natural Food stores, and many more.

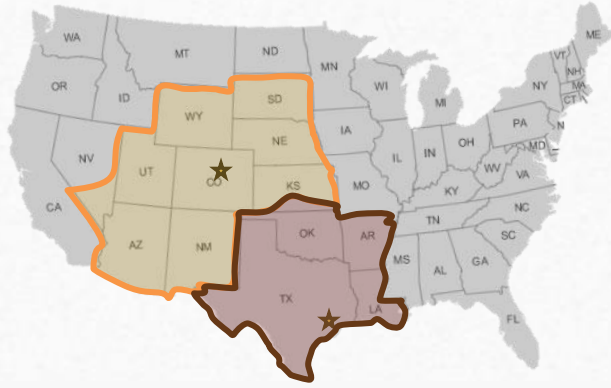
Mass Market Accounts:

Albertsons Company 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, Harmons Neighborhood Grocer, Bashas', AJ's Purveyors of Fine Foods, Brookshire Brothers, Brookshire Grocery Company, Clark's Markets, The Village Markets, Tony's Meats & Market, 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 – TX, OK, AR, LA, KS

Whole Foods Markets - Global	Whole Foods Markets -Regional Office, TX	Central Market
<i>Austin, TX</i>	<i>Austin, TX</i>	<i>Dallas, TX</i>
Albertsons Division - Southern: Albertsons Randalls, Tom Thumb	Albertsons Division - United Supermarkets: Market Street, Albertsons	H-E-B
<i>Arlington, TX</i>	<i>Lubbock, TX</i>	<i>San Antonio, TX</i>
GreenAcres Market	Akin's Natural Foods	Rouses Markets
<i>Wichita, KS</i>	<i>Tulsa, OK</i>	<i>Thibodaux, LA</i>
Brookshire Grocery Company: Brookshire, Reasor's	Brookshire Brothers	Vitamins Plus
<i>Tyler, TX</i>	<i>Lufkin, TX</i>	<i>TX, AR, LA</i>

Rocky Mountains Region – CO, NM, UT, WY, AZ, SD, NE, KS

Whole Foods Markets -Regional Office, CO	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 Division - Mountain West: Albertsons, Safeway	AFS Associated Food Stores
<i>West Valley City, UT</i>	<i>Englewood, CO</i>	<i>Salt Lake City, UT</i>
La Montañita Co-Ops / NCG	Lucky's Markets	Clark's Markets
<i>Albuquerque, NM</i>	<i>Boulder/Ft Collins, CO</i>	<i>CO, UT, AZ</i>
Sprouts Farmers Markets	Albertsons Division – 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

Retailers & Distributors



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 of products, placement, pricing, promotional activity
- 🌾 Resets, remodels, new store sets, new item cut-ins
- 🌾 Promotional sales & support (case stack deals, displays, grand opening 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

PAT CAHILL

Partner & Account Manager

ALLISON ELLINGBURG

General Manager

AMANDA CAPUCHINO

Administrator - Texas

JARED STURGIS

Territory Manager - SW

JASON CHONKO

Director of Natural Sales - SW

JESSE CHAVARRIA

Account Executive - Texas

JUSTIN WAGNER

Territory Manager - Houston

LINDA PELON

Administrative Support, AP/AR

MARK BELLISH

Account Executive - Texas

MATT MASLOWSKI

Director of Foodservice Sales

MICHAEL WILLIAMS

Territory Manager - Houston

STEVEN VONTUR

Territory Manager - SW

SUSAN PARRY

Territory Manager - SW

TAMMY SKINNER

Territory Manager - North Texas

TONY BERNAL

Territory Manager - Texas

TROY WERNLI

Territory Manager - East Texas

WES KRUSE

Account Executive - Center Store

ZORINA ALLEN

Territory Manager - SW



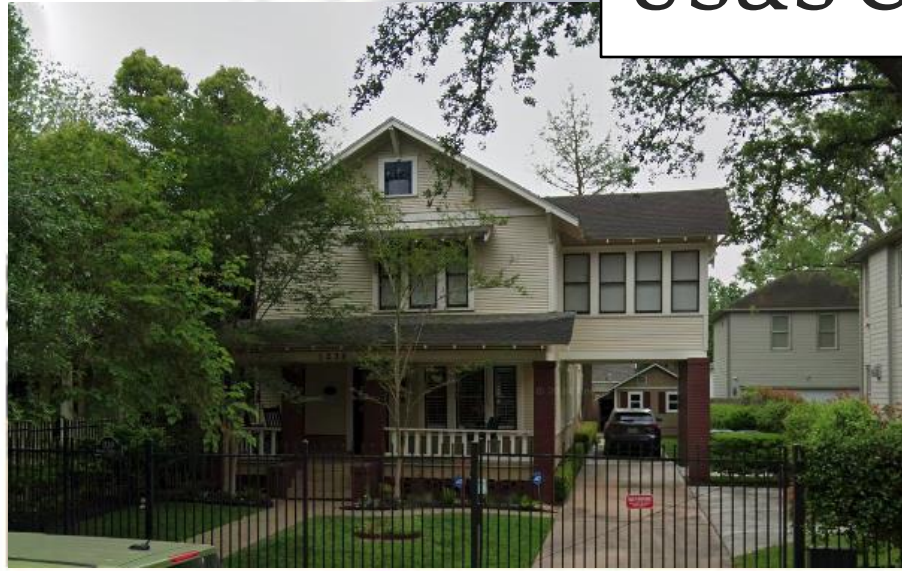
Display Photos



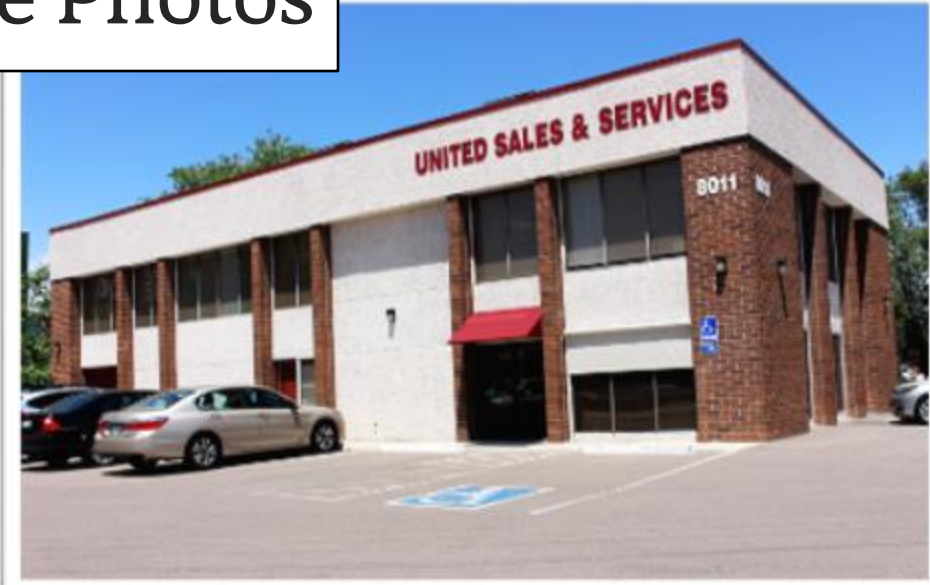
Food Show Photos



US&S Office Photos



US&S Houston office Houston, TX.



US&S Denver office in Arvada, CO.



The gourmet kitchen in Arvada.



Conference office in Houston.



Kitchen & conference room in Houston.



Conference room in Arvada.