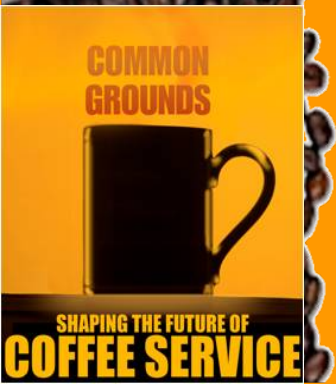
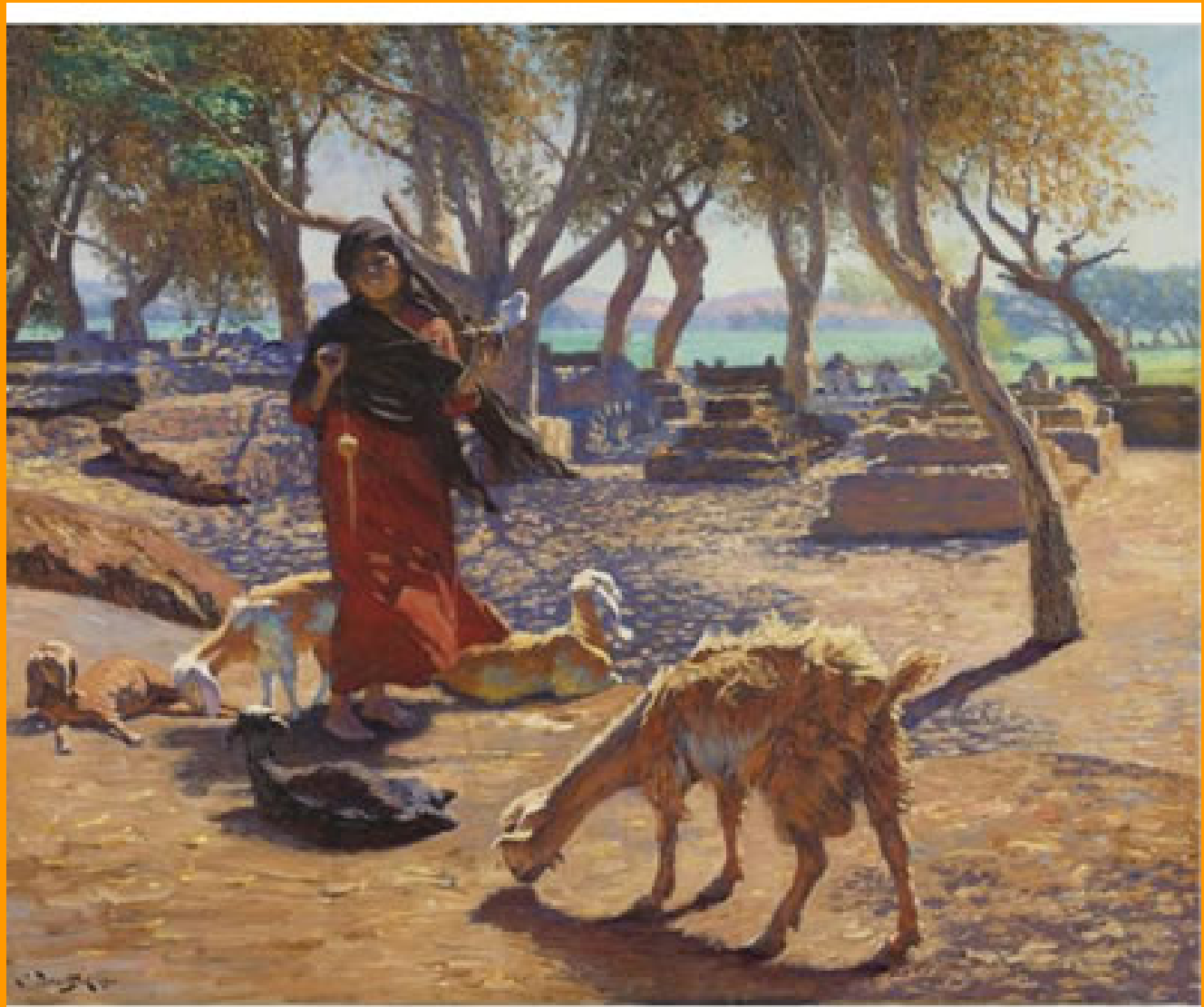


Office Coffee Service

BACK TO THE
FUTURE





**COMMON
GROUNDS**



SHAPING THE FUTURE OF

COFFEE SERVICE



**COMMON
GROUNDS**



SHAPING THE FUTURE OF

COFFEE SERVICE




**COMMON
GROUNDS**



**SHAPING THE FUTURE OF
COFFEE SERVICE**



**COMMON
GROUNDS**



**SHAPING THE FUTURE OF
COFFEE SERVICE**



**COMMON
GROUNDS**



SHAPING THE FUTURE OF

COFFEE SERVICE

1970's

“What this country needs is a good 5 cent cup of coffee”



Changing Times

70's Delivery Van was \$3,000 it is now 10 times that !

80's Pagers Now the CELL

90's 401k Now 201k

HEALTH CARE

EQUIPMENT COST

FUEL VARIATIONS

RENT / OWN

PERSONNEL

COMMON
GROUNDS



SHAPING THE FUTURE OF

COFFEE SERVICE

KNOWLEDGE

- PAST
- PRESENT
- FUTURE

**COMMON
GROUNDS**

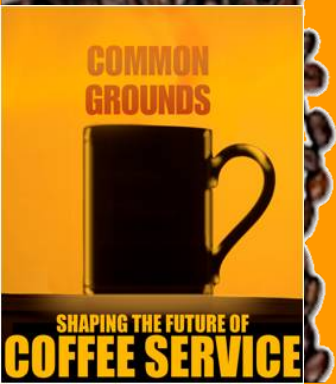


SHAPING THE FUTURE OF

COFFEE SERVICE

SERVICE

- PERCEPTION?
- REALITY?



ECONOMIC TIMES

- OPPORTUNITY WITHIN THE CHALLENGES
- ROUTE SALES
- PRE-SOLD ROUTES
- INTERNET SALES



COMMON
GROUNDS



SHAPING THE FUTURE OF

COFFEE SERVICE

NAMA

"GOURMET COFFEE AT WORK"

QUALITY COFFEE CERTIFICATION

COMING SOON

C C S

Certified Coffee Specialist

COMMON
GROUNDS



SHAPING THE FUTURE OF

COFFEE SERVICE

FUTURE PLANNING

FORECAST YOUR COMPANY'S FUTURE

STRUCTURE EMPLOYEES

STRUCTURE ROUTES

SINGLE SERVE COFFEES

INDIVIDUALIZE // BRAND YOUR COFFEE

SATISFY YOURSELF AS WELL AS YOUR CUSTOMERS

SUSTAINABILITY AND GREEN PROGRAMS

RETENTION OF CURRENT ACCOUNTS

HOW TO ACQUIRE NEW ACCOUNTS

COMMON
GROUNDS



SHAPING THE FUTURE OF

COFFEE SERVICE

MOVING FORWARD

COFFEE "AMERICA'S FAVORITE BEVERAGE"

NATIONAL COFFEE DAY SEPTEMBER 29

"IMPROVE THE INDUSTRY AND IMPROVE YOUR
BUSINESS AT THE SAME TIME"

COMMON
GROUNDS



SHAPING THE FUTURE OF

COFFEE SERVICE