

# FOOD SERVICE EQUIPMENT PRIME VENDOR

2003 DSCP WORLD WIDE FOOD  
SHOW BRIEF

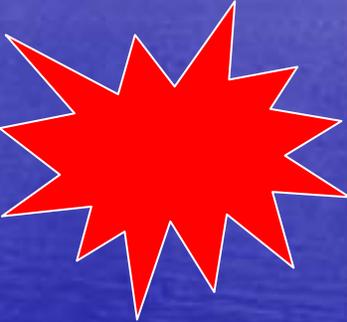




**DSCP  
PRIME VENDOR  
FOR  
Foodservice Equipment**



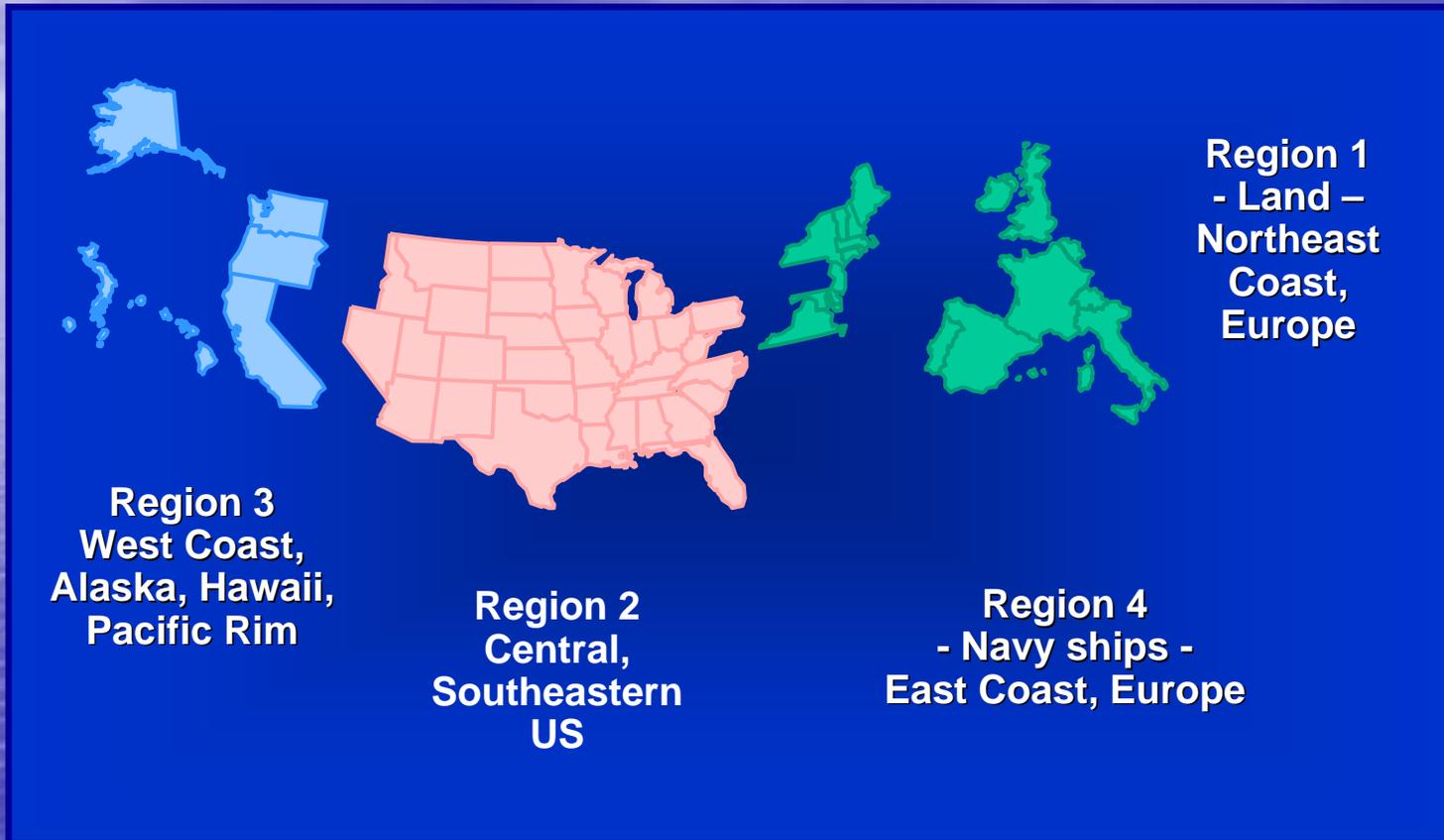
**CUSTOMER BENEFITS**



- ➔ **Ease Of Ordering**
- ➔ **Product Selection**
- ➔ **Fast Service**
- ➔ **Flexibility**



# FSE Prime Vendor Regions



**Region 1 - Lankford-Sysco 410-677-5571**

**Region 2 - Dietary Equipment Co. 803-252-5273**

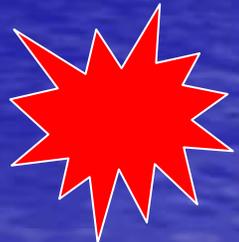
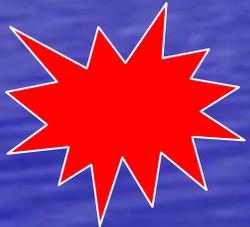
**Region 3 - Gill Marketing 602-238-5016**

**Region 4 - The Source (Navy Ships) 757-825-1400**



# WHAT IS A FOODSERVICE EQUIPMENT PRIME VENDOR?

FSE PV SUPPORT OPERATIONAL  
READINESS BY PROVIDING FULL  
LIFECYCLE FOOD SERVICE  
EQUIPMENT SOLUTIONS



# PRESENTATION GOALS

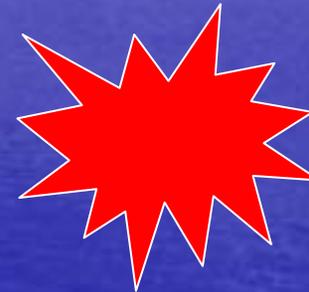
- WORK SCOPE
- WARRANTY AND SERVICE
- PROJECT MANAGEMENT
- ORDERING PROCESS



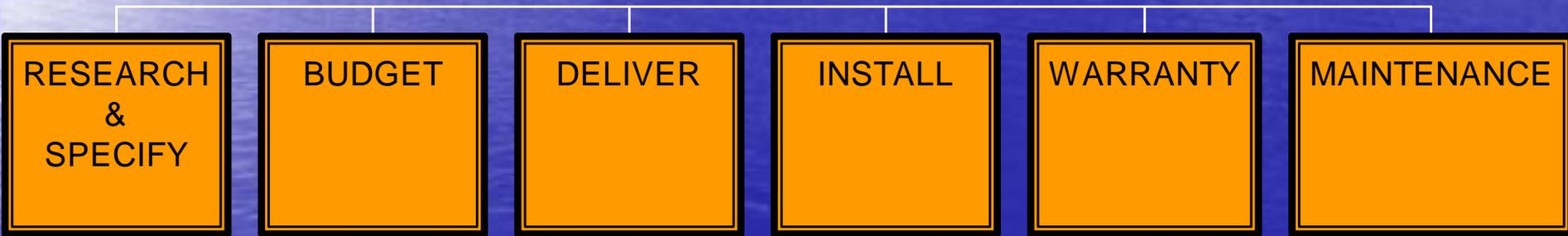
# WORK SCOPE



- ALL TYPES OF FOOD SERVICE EQUIPMENT AVIALBLE
- MOST BRAND NAMES REPRESENTED
- TOTAL EQUIPMENT LIFECYCLE SUPPORT



# START TO FINISH FULL LIFECYCLE SUPPORT



# WORK SCOPE BENEFITS



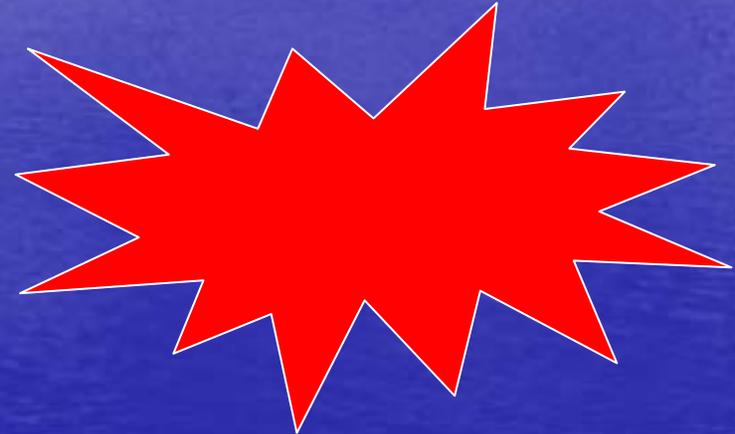
- CONTROL
- ACCURACY
- SPEED
- BEST VALUE
- READINESS
- ONE STOP SHOP



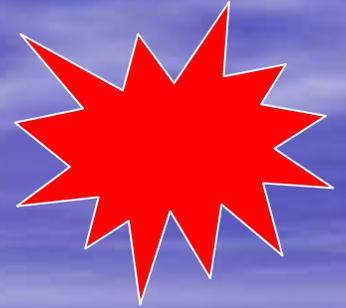
# PRODUCT SELECTION



- **Quality Selection  
Made to Order  
Equipment**
- **Products offered  
are the Most  
Widely Used In  
Industry**



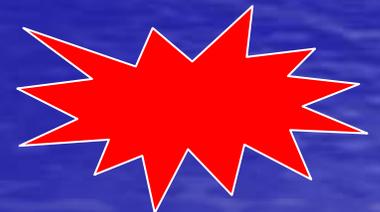
# ORDERING BENEFITS



- FLEXIBILITY
- CHANGEABILITY
- INCREASED YEAR END \$ CAPTURE
- SPEED

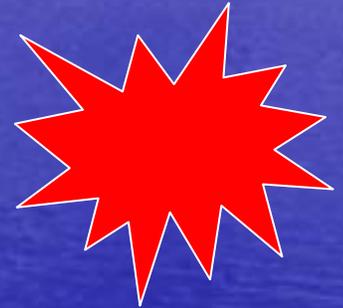
# WARRANTY AND SERVICE

- FREIGHT CLAIM ADVOCATE
- FACTORY WARRANTY ENFORCER
- ONE STOP SERVICE ON NEW AND OLD EQUIPMENT – LESS DOWN TIME
- PARTS SUPPLIER



# PROJECT MANAGEMENT

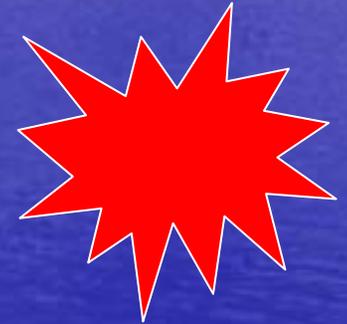
- SITE SURVEY
- BUDGET PROJECTS
- PUNCTUATED CONSTRUCTION DELIVERIES
- INSTALLATION TRADE SUPPORT



# PROJECT MANAGEMENT BENEFITS



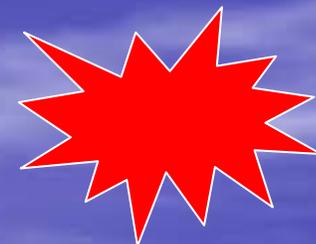
- TIME SAVINGS = COST SAVINGS
- ECONOMIZING STORAGE
- COORDIANATED PROJECT END DATE



# ORDERING PROCESS

- CREDIT CARD
- MILSTRIP FORMS
- MANUAL MILSTRIP
- MILITARY INTERDEPARTMENTAL PURCHASE REQUEST(MIPR)





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