

## The Vending Report

• 1400 South Raney Street • Effingham, Illinois 62401 • 217-342-2288

### J&J Ventures Adds Food Service Partner

J&J Ventures has announced a new working partnership with Compass Group, recognized as the largest food service company in the world. J&J Ventures, headquartered in Effingham, is a full service food vending company serving the working men and women of Central Illinois for over 70 years. Under the terms of the agreement, the company remains independently owned and operated by the Jansen family but will gain cost-effective access to nationally branded products and equipment due to the purchasing power of Compass Group and its Canteen Franchise Division.

"This is another step we are taking to be one of the best food service companies in the nation," says Jack Jansen, J&J Ventures President. "It raises the bar on our goal to provide the best possible products and service to our clients."

The number one reason for the new partnership is better purchasing power on foods and equipment, including the dynamic Market Central Designs breakroom program.

"Independent vending companies must grow to be competitive," reports Bob Willenborg, CFO and Director of Vending Operations. "J&J always tries to be progressive to best serve our customers. This exciting evolution will help us continue our ongoing goal to keep prices at or below the market at a time when costs are going up."

"This partnership also gives J&J more insight on how to make better decisions," he continues. "The Compass Group experience in total "Food Service Solutions" is a real plus. Other Compass Group franchisees will also offer insights to help us provide the best food experience possible to our customers."

Some of the recognized brands that may be added to the J&J line-up include Blimpies Subs, Sbarro Italian foods, Au Bon Pain soups, Krystal Burgers and Nathans Hot Dogs. The new items would be made in the J&J Culinary Center to franchise standards along with the current J&J fresh foods so many people enjoy. In addition, the company will continue to offer a complete selection of popular national brand snack foods, candy and beverages.

"This new opportunity supports the growth we have already experienced in new accounts along with an expansion of our geographic service area," says Willenborg. "We are especially pleased to assume the responsibility for several strong new accounts who have been obtaining service from Canteen. We welcome them to the J&J family and look forward to providing them with superior service and food quality."



L to R: Jack Jansen, Bob Andrews, Bob Willenborg



The J&J Management Team: L to R Front Row: Marge Heurman, Mona Repking, Jim Schimellpfenning, Paul Willenborg  
L to R Back Row: Dick Quandt, Jack Jansen, Bob Andrews, Bob Willenborg, Jeff Pryor, Todd Funneman

# New Partnership Questions & Answers

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## Has the ownership of J&J changed?

No. The new partnership with Compass Group is purely a Canteen franchise agreement. The Jansen family owns 100% of J&J and remains committed to improving J&J Ventures products and service.

## Will my service representative change?

It will not. You will continue to receive superior service from the outstanding J&J staff. Our future growth may include possible new positions.

## Will this affect my current product choices?

Yes. You will have even more! Along with the current fine products offered by J&J, you will also be able to choose from many new brands and options.

## Will the pricing in my machines be affected?

No. The new agreement will not directly affect your pricing. However, market conditions may dictate future changes up or down on some items. A key benefit of the new partnership is to take advantage of larger volume purchasing power to help control your costs.

## Will J&J still produce food in its own Culinary Center?

Yes. Our professional culinary food staff will still prepare the same delicious items you enjoy. They will also add some new recipes and branded products obtained from Compass Group national franchise product relationships. The brand name of our fresh foods will change from 'Deli-To-Go' to 'FreshToYou'.



# Compass Group Appreciates New Partnership

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The Compass Group is recognized as the largest food service company in the world. The multibillion-dollar organization is involved in many areas of food service including feeding people at the Olympics and Grammy Awards along with many other high-profile venues. As part of its total 'Food Service Solutions' growth strategy, Compass Group purchased Canteen in 1995 and has been upgrading the organization ever since.

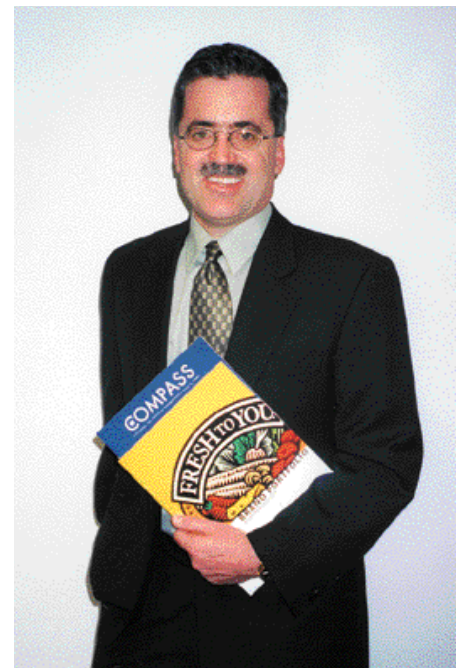
According to Bob Andrews, Vice President of Business Development in the Franchise Division of Canteen, Compass Group's Canteen Division has added 20 partner companies in the last three years to provide complete nationwide food vending service. They are very excited and thrilled that J&J Ventures is partnering with them.

"Corporately, J&J Ventures fits into our strategy of finding the best companies to work with," says Andrews. "And frankly, J&J is one of the finest I have seen."

Andrews says J&J was initially spotted by Compass Group through the J&J web site. As they read about J&J services and reviewed an article describing how J&J serves the new Krispy Kreme facility in Effingham, the group decided that this is a company worth checking out. The story especially attracted their attention because Compass Group is the largest operator of Krispy Kreme franchise locations.

Although, Canteen already had coverage in the regions surrounding East Central Illinois, the immediate J&J coverage area was underserved. Bob views J&J as a perfect partner to fill in the gap while providing a premium level of service.

"We believe very strongly in J&J Ventures and feel fortunate to be their partner," concludes Andrews. "The long-term agreement both companies signed is a testament to the value we both see in working together to provide the best food service available for area businesses and their employees."



Bob Andrews

# New Food Brands May Arrive in the Future

Your employees know and trust brands. That's why J&J Ventures has partnered with Canteen to create the ultimate array of fresh food offerings possible with some more branded items on the way.

Start with our classic line that includes traditional favorite tastes in sandwiches, salads and desserts. We use some of the finest ingredients available to provide a "Gourmet Taste" at low prices. They are made daily in our state-of-the-art Culinary Center and delivered fresh to you for maximum enjoyment and satisfaction.

Some additional restaurant brands may also join our line-up soon. Sandwiches, soups and entrees from national restaurants may be made in the J&J Culinary Center as our staff is trained to create these new products to perfection and serve them exactly like they are their namesake restaurants.

Only a market leader like J&J Ventures can offer our clients a complete line of incredibly fresh, satisfying and affordable foods including our exclusive national restaurant brand items. It means you win, because your business is providing the delicious brands you employees want.

## Exclusive Restaurant Brands Under Review



**sbarro** – The authentic taste of sbarro takes you back to a land of Italian bistros and wonderful aromas. The classic Italian flavors of piping-hot spaghetti and meatballs and savory ziti marinara are baked fresh every day using the finest old world pasta recipes along with top-quality meats and cheeses.

**Blimpie** – You will feel like you just stepped out of an authentic sub shop thanks to the delicious meats, cheeses and vegetables that Blimpie uses in both the ready-to-eat version and the mouth-watering heat and serve varieties.



**Krystal** – Krystal burgers have been served up since 1932. Krystals are small, square hamburgers and cheeseburgers steam-cooked on a hot grill, topped with savory onion bits and a trademark touch of mustard. Enjoy them singly or in bunches.

**Nathan's** – Enjoy the hot dog that made Coney Island famous starting in 1916. Whether it is the classic dog or the over-the-top chili cheese dog, Nathan's Famous offers that special taste known across the country.



**au bon pain** – The hearth-baked goodness of Au Bon Pain soups make the perfect side dish or a meal on their own. The delectable varieties include popular varieties available in Au Bon Pain restaurants including Chicken Noodle and New England Clam Chowder.

**Rally's** – Thick, juicy, great-tasting hamburgers and chicken sandwiches at a reasonable price are popular choices from Rally's. These savory sandwiches are sure to whet the appetites of hearty eaters providing a great restaurant burger without leaving work.



# Market Central Offers Innovative Breakrooms

An exciting new option in breakroom design is now available from J&J Ventures. Market Central is a comfortable and relaxing safe haven where your employees can take time out of their hectic workday to savor a wide variety of great food and beverages.

Every design decision that went into creating Market Central was made with your employee's comfort and satisfaction in mind. Market Central can be structured in a wide variety of sizes and configurations to fit the available refreshment space in your location plus offer the product choices that best meet your employee's needs.



You and your staff will enjoy the bold, expressive graphics on our vendor fronts along with the spacious in-line condiment kiosks. The molded plastic material offers long-term durability and effortless maintenance providing a sparkling appearance every day.

From a cheerful casual look to a more elegant design, you can create an enjoyable and refreshing environment in your breakroom that gives everyone that little pick-me-up they need during the day.

Please ask your J&J ventures representative about this innovative new opportunity. Let us show you how you can bring the magic of Market Central to your facility.



 **J&J Ventures, Inc.**

[www.jjventures.com](http://www.jjventures.com)

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because you deserve the best!***

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