



The VENDING REPORT

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

www.jjventures.com

Consolidated Communications Makes Switch to J&J Vending

One of the region's most recognized and respected companies recently made the decision to partner with J&J Ventures for their vending and coffee service needs. Consolidated Communications is using J&J services in all of their Mattoon facilities.



Troy Leasure, former facilities manager involved in the transition decision, reports Consolidated had been with their previous vendor for many years. The company takes pride in its long-term vendor relationships, therefore they did not enter into the new agreement lightly.

According to Troy, Consolidated started with a very thorough analysis of all J&J services. They liked the fact the J&J has a proven success record in Coles County including clients like

Sarah Bush Lincoln Hospital and R.R. Donnelly. They liked the food coming directly from the J&J Culinary Center and know it is "homemade fresh" every day. And, they liked how J&J route operations are structured to provide rewards as a result of working harder for the actual food purchasers.

Special Olympics Family Festival

A great example of shared company values is the Consolidated Communications Special Olympics Family Festival (SOFF). J&J Ventures is supporting the food needs of this annual event, which is also very important to Consolidated employees.



The SOFF, to be held this year on September 18, is a day of fun, games, food and friendship. The event is sponsored by Consolidated Communications and has taken place for 21 years on the grounds of Lake Land College in Mattoon.

The SOFF is recognized as the largest of its kind in the world, according to Special Olympics International. Each Olympian is always a winner and receives a ribbon and prize for participating. They spend the day with a "friend-for-a-day" playing games, singing, dancing and just having a good time.

Hundreds of people volunteer their time and resources to help make the event possible. J&J Ventures will be helping to feed the 4,000 people involved in the event by providing Deli Sandwiches, soda, juice, water, condiments, and cutlery.

Troy says J&J has been willing to prove themselves, "They brought in extensive free samples of food for side by side taste tests. The staff clearly liked the new food selections."

"J&J's affiliation with Canteen is also a positive," he continues. "J&J committed to installing all new machines. The Marketplace Central designs look terrific. The machines are also more technically advanced, providing better operation."

The new agreement currently involves four facilities in Mattoon including the 1421 Building (Sales & Administration), the Corporate Building, the Field Operations Facility and the Operator Services Building. Operator Services is a 24/7 location. Every 15 minutes there is a new shift change. Employees need breakfast, lunch and supper. Many people work split shifts and everyone only has a one-half hour lunch. Therefore, it is difficult for them to leave the building to eat somewhere else. Staffers really appreciate the new J&J food choices.

"J&J has delivered on every promise they have made," says Patsy Croy, Facilities Coordinator. "From the very beginning they have been responsive. When the new machines were installed and a computer malfunctioned on one, J&J immediately provided a short-term solution until the part could be replaced. Any requested changes on food selections are also responded to immediately."

Both Troy and Patsy are impressed by J&J's complete professionalism. They point out that Bob Willenborg, J&J Ventures CFO & Director of Operations, had talked to them two years ago, but the time was not right. He followed up two years later and the opportunity was there. They also agree Don Runde, Vending and Coffee Sales Manager, is outstanding. He was very professional in the discussions, followed up on all questions and delivered on all promises.

Consolidated included the J&J Coffee program with all vending services. In fact, it was actually *(Continued pg. 2)*



Health Conscious Get More Choices

An expanding list of healthy food options is becoming available for your health conscious employees or those with specific dietary preferences. J&J Ventures is pleased to present an enticing array of great-tasting choices to enhance a well-balanced lifestyle.

New fresh food options include salads, Atkins products, fresh whole fruit & berry cups, special sandwiches, soups, meal replacement beverages & bars and Smoothies.

Healthy snack options include power bars, granola bars, hot & cold cereals, low fat/low sodium chips, dried fruits and nuts, low fat/low sodium popcorn, pretzels and beef jerky.

We are constantly updating our products to meet today's lifestyle choices. Be sure to let us know if your employees have additional requests.



Brenda French New Coffee Service Coordinator

Experience. Service. Dedication. That pretty much describes the key qualities of Brenda French, new J&J Coffee Service Coordinator.

Originally from Effingham, Brenda moved to Atlanta to work in the food service business. She joined Marietta Coffee to lead efforts to grow their office coffee service. She also sold specialty items to hospitals and had some accounts for soda and sandwiches. She was very successful, so much so that when the company was sold to North Atlanta Vending, Brenda was immediately made Branch Manager of the operation.

Brenda is proud of her dedication to her customers. She will 'do what it takes' to care of their needs. She builds friendships and is often welcomed as part of the "team". Customers trust her to help make decisions.

"I will clean the equipment to leave it shiny and looking like new after every customer visit," says Brenda. "I also take inventory of their products to make sure they have enough coffee and condiments on hand. Yet, I also make sure not to overload them with unnecessary inventory."

Brenda usually visits accounts about every three weeks depending upon their needs. She rotates their inventory to help keep it fresh, making sure they use up their older inventory first.

"A great-tasting cup of coffee from J&J Ventures can not even be compared to office and breakroom coffee just a few years ago," says Brenda. "In fact, the coffee from J&J in your breakroom rivals other sources in both taste and value."

It was family that brought her back to Effingham. She wanted to be closer to her parents. While the big city lifestyle had its positives, she was especially happy to get away from the heavy traffic and throngs of people. She enjoys the close-knit team at J&J. "Everyone supports one another. Everyone is happy with a positive outlook."

"I enjoy going out and seeing different people each day," concludes Brenda. "I am committed to making a positive difference for the people I serve."



Consolidated Communications (Continued from page 1)

coffee that created a renewed interest in exploring a relationship.

Professional brewing systems are at each location. In addition, Senior Management really likes the individual serving Gourmet Coffee choices.

Consolidated Communications and J&J Ventures operate under the same philosophy of providing superior products and service at a fair value to the customer. Both companies are built upon a foundation of reliability and integrity.

Don Runde is J&J Sales Manager

Don Runde has joined J&J Ventures as Vending and Coffee Sales Manager. Don's responsibilities include meeting with all types of business and institutional accounts. His clientele include larger organizations concerning their vending service needs all the way to smaller offices discussing coffee service.

Don works closely with J&J District Managers covering the company's entire geographic region from Paris on the North to Centralia in the South. While the DM's serve current accounts, he will focus on new account additions.

"J&J has a fantastic reputation with their customers," reports Runde. "They are known for the quality of their food and equipment along with tremendous service. J&J products are often selected by employees in blind taste tests. J&J is flexible and very cost-competitive. The company is willing to partner with customers and make an investment in their businesses. I am very glad to work for a company with those high standards."

Born and raised in the Effingham area, Runde graduated from Quincy University and worked for many years in a corporate purchasing position. When it became time for a career change, Don wanted to stay in East Central Illinois because he believes it is a great place to live and interact with family and friends.

According to Don, J&J is very service oriented. While some businesses forget this, J&J never has. He also points out that J&J is innovative. The company's new relationship with Compass Group helps them provide even greater value to their customers. At the same time, J&J Ventures remains independent and continues to provide the personalized service they are known for.

"J&J Ventures is filled with good quality people to be associated with. Everyone has been friendly, helpful and ready to include me," concludes Don. "J&J has good quality people as customers, also. I am delighted to be part of this dynamic team and I am absolutely committed to meeting our current and new customer needs."



NASCAR Races Into Your Breakroom

The NASCAR brand has been rated number one in brand loyalty. Now the popular name will be available soon in a new line of vended food products and will be exclusive to J&J.

Approximately 75 million people or 1/3 of the U.S. population have been identified as fans of NASCAR. It is the number two rated regular season sport on television. NASCAR races often draw larger crowds than a Super Bowl, NBA Finals game and World Series Game combined.

Good-tasting comfort food at a fair value is arriving soon, branded with the name that fits the consumer's self image – NASCAR. Check out some of these options . . .

- Start Your Engines Sausage Biscuit
- Crew Chief Double Decker Sausage Biscuit
- Thunder Alley Pancake, Sausage, Egg and Cheese
- Point Leader Hot Dog
- Pit Stop Corn Dog
- Grandstand Bacon Charbroil with Cheese



The line-up will also include hot and cold beverages along with snacks like NASCAR chips. Watch for these fun selections.

J&J is pleased to include two outstanding companies as some of our newest clients receiving superior vending services.

The Libman Company - Arcola

For over 100 years, The Libman Company has made quality its top priority. Founded in 1896, the company started making the popular corn brooms still offered today. The product line has since expanded to include the finest mops, brooms, brushes and cleaning tools.



Although started in Chicago, the company moved to Tuscola, Illinois in 1932 and eventually to Arcola to be closer to the broomcorn crop. The company kept growing by adding plastic brooms, brushes and mops. They also invested heavily in equipment to produce all major product components in-house. As a result, The Libman Company has become one of the largest, vertically-integrated, housewares facilities in the country.

Engineered Fluid, Inc. - Centralia

The primary business of Engineered Fluid, Inc. (EFI) is the manufacture of pre-engineered, factory-built, Water Booster Pumping Stations and Pressure Control Equipment, designed for potable water distribution systems. No other company builds and delivers more municipal water distribution system equipment than does EFI. The company offers concept and design through production, quality control and delivery.

EFI produces hundreds of individual, customized equipment packages per year. Regardless of the requirement – booster pumping (above or below ground); altitude or pressure control; single or multiple master metering – the owner is guaranteed that the finished product will include desired equipment, brand preferences and the assurance that the design function will meet the exact system conditions.



Thanks for working with J&J Ventures. We congratulate each of these fine companies on their success and look forward to long partnerships.



J&J Ventures, Inc.

www.jjventures.com

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

IAMA & NAMA Member



At J&J Ventures, we value the support of our customers. By supplying high quality products and a friendly customer support staff, we are sure to satisfy even the most discriminating consumer.

*We provide...
because you deserve the best!*

Newsletter printed by...

1713 S. Banker
Effingham

217-347-3775
1-888-347-3775
Toll Free

www.wortmanprinting.com



FREE Quotes on all company printing needs.

Your communications resource...

InformPro
Inc.
ADVERTISING • PR • VIDEO

P.O. Box 1142 • Effingham
Brochures • Newsletters • Video • Web Sites • Advertising
217-342-2661 www.informpro.com