

EPC Approved Equipment Dealers (4) and 1 Equip Manufacturer Rep who can help with writing specs (in yellow)	<b>Phoenix East- THEY DO NOT SELL EQUIPMENT BUT ARE MANUFACTURER REPS THAT CAN HELP YOU WRITE SPECS</b>	<b>Hubert Company</b>	<b>Douglas Equipment</b>	<b>BBC Distributing</b>	<b>C&amp;T Design and Equipment</b>
Manufacturer Rep or Equipment Dealer?	<b>Equipment Manufacturer Rep</b>	Equipment Dealer	Equipment Dealer	Equipment Dealer	Equipment Dealer
Address	<b>7445 Montgomery Dr. Unit A Plain City, OH 43064</b>	9555 Dry Fork Road, Harrison, OH 45030	301 North St Bluefield, WV 24740	422 Bacon St, Dayton, Oh 45402	<b>Columbus Office:</b> 373 Enterprise Drive, Lewis Center, OH <b>Cincinnati Office:</b> 4025 Port Union Road, Fairfield, OH 45014
Number of Staff	<b>8</b>	50	60	12	<b>Columbus:</b> 5 <b>Cincinnati:</b> 3
Length of Time in Business	<b>18 years</b>	76 years	38 years	45 years	54 years
New or Upcoming Services	<b>N/A</b>	Hubert has recently partnered with Central Restaurant so we have more stock readily available and can be more competitive on projects.	N/A	BBC is now a part of a national organization called Brady Plus that supports Foodservice, Janitorial, and Commercial Packaging in all 50 states. We can support not only Foodservice Equipment but also disposables, cleaning solutions, and paper goods.	We have recently added sales and installation / service staff to both local offices in anticipation of growth with K12 schools. We have implemented new information platforms to better serve the customer. We are investing in additional infrastructure to provide after the sale support for the customer to connect back with the sales person.
Difference from Competitors	<b>We offer equipment training, digital marketing services, media content and creation, kitchen design and layout services as well.</b>	Customer Service! We will be there to answer any questions from start to finish on a project.	We are very competitive, stock 3 warehouses, nationwide service and installation providers, and customer service.	BBC takes a consultative approach to supporting our customers. We build custom programs not only in equipment but disposables and cleaning supplies as well that fit their immediate needs. We also build our warehouse to support those needs long term so there is no lead time for product once we are a partner.	C&T Design differentiates itself in many ways- including but not limited to: How our sales consultants approach to the customer and project. Our staff of senior sales consultants (4) all have 20+ years in school food service equipment. C&T Design provides all sales consultants with autocad drafting tools and training. Each sales representative becomes the customers 1 point of contact for equipment, installation, and service.
Manufacturers Your Company is Approved to Write Specs for or Sell	<b>Atto-Shaam, Amerikooler, Artec, Capkold, Randell, Power soak, Eagle, Groen, Global Industrial, Jackson Warewashing Systems, Lockwood, Marra Forni, Mars, Quantum, Thundergorup, Dexter, Dynamic.</b>	We represent over 250 manufacturers and 87 of those are listed on the AEPA cooperative agreement. A few at the top of the list would be Hobart, Vulcan, Cleveland, Garland, Convothorn, Jackson, Champion, Traulsen, Rational, Alto-Shaam, True, Turbo Air, Beverage Air, Continental, Delfield, Duke, Unox, Victory, Voltrath, the list goes on and on. We are happy to work one on one with any equipment needs for the best fit for the customer.	See attached list emailed to Bonnie	BBC represents over 130 different Equipment and Smallwares Manufacturers as well as over 100+ Disposable and Cleaning lines. Top Equipment lines include True, Turbo Air, Atosa, Southbend, Rational, Hobart, Krowne, Cambro, Winco, Pitco and Hennypenny	We sell ALL brands/ makes models of food service equipment. Over 600 manufacturers.
Do You Maintain an Equipment Inventory for Immediate Sale?	<b>Yes, 50+/- items</b>	Yes! We have over 10,000 items in stock from Equipment to Smallware's.	\$4 million in large equipment	We build our warehouse around current customer needs. At this time, we have around 30 different units in stock but can adjust based on demand.	C&T Design and Equipment keeps an inventory of stocked items. Our current inventory consists of convection ovens, 1 and 2 door reach-in refrigerators and freezers, hot holding cabinets. We replenish monthly based on sales of stock items.
Do You Have a Catalog or Online Site That Shows Your Pricing?	<b>N/A</b>	Yes, our website is www.Hubert.com. This is general pricing, we are happy to set up a siteline for schools to have direct access to EPC exclusive pricing. Please note due to the nature of equipment, those items will still need to be quoted for the best price and fit.	No	We have an online website that shows retail pricing, however we offer a EPC pricing structure that is custom to the EPC group and this pricing is not shared online except through a customer portal.	This is part of the infrastructure upgrades we are investing in.
Provide At Least 3 Ohio School Customers for Reference	<b>N/A</b>	Cincinnati Public Schools, Kenneth Burns, burnske@cpsboe.k12.oh.us, 513-363-0822; Laurel Oaks Schools, Michael From, frumpm@greatoaks.com, 513-667-8026; Butler County Schools, Kym Cappel, 513-887-0192	Dayton Public schools, OH Ron White 937-542-3966 customer for 9 years; Eastern Local Schools, OH Brian Collins 740-985-3304 customer for 4 years; Olentangy School District, OH Bethany Lenko 740-657-4052 customer for 7 years	Cincinnati Public Schools - Stephanie Dyenhouse - dyehous@cpsboe.k12.oh.us, Kettering City Schools - MaryLynne Bierman - marylynn.bierman@ketteringschools.org, Fairfield City School District - Liz Wellman - WELLMAN_L@FAIRFIELDCITYSCHOOLS.COM, Toledo Public Schools - Angie Swan - aswan@tps.org (This is all Jan/San through our sales representative/EPC)	Marysville EVSD - Lorie Pennington Reynoldsburg City Schools - Wendy Novotni Mason City Schools - Rachel Tilford
Do You Offer Free On-site Consultation to Measure Space, Confirm Delivery Path Measurements, Utility Confirmation, and Informal Design Services?	<b>Yes</b>	Yes, we can offer free onsite consultations for projects.	No, unless a local rep is asked for.	Yes	Yes* C&T Design will customize each visit based upon the needs of the customer and the equipment being considered.
Do You Handle Equipment Deliveries Yourself or Do You Use a 3rd Party?	<b>N/A</b>	We use a 3rd party for deliveries	Third Party	We do our own deliveries on our own trucks	Equipment can be delivered in a few ways: By C&T Design, by a C&T Design insured /approved 3rd party subcontractor. Equipment can also be delivered by LTL carrier. Depending on the equipment and need of the customer and any site restrictions. There are specific receiving instructions reviewed with the customer for all methods of delivery.
Do You Charge an Additional Fee for Lift Gate Service?	<b>N/A</b>	Not for EPC members, but as a standard practice yes.	No, unless notified prior to order	No	Depends on method of delivery. If equipment is shipped LTL - at times there could be an accessorail liftgate fee required. If delivery is by C&T /3rd party subcontractor there is no liftgate fee.
Do You Unpack and Set Up the Equipment as Part of Your Standard Service?	<b>N/A</b>	This is an option that can be included in the quote.	No, but the 3rd party yes upon request	Yes	C&T Design doesnt have a "standard service". We customize the method of delivery based upon the need of the customer and site requirements. Methods range from dock to dock via LTL carrier up to "White Glove Delivery" complete and ready for use all packing material disposed of.
After Unpacking, Do You Remove the Packing Materials as Part of Your Standard Service?	<b>N/A</b>	This can be included in the quote	No, but 3rd party yes upon request	Yes	Yes - We provide this service upon request as needed. See answer from previous question.
Are You Able to Provide Complete Installation Including Utilities as Part of Your Quote?	<b>N/A</b>	Yes, install can be included in the proposal. Removal and disposal of existing equipment can also be included in the proposal.	Yes, if notified prior to order	Yes, install is third party	Yes - C&T Design can provide in our quote. C&T Design can also provide services for most all plumbing and electrical upgrades that might be needed.

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At What Point Does the Customer Assume Responsibility for the Equipment?	N/A	The customer would assume responsibility once the delivery is completed.	Signature of deliverer/FOB Destination	Set in place at the school	Depends on the terms of the contract/ project/ scope. Every project and equipment is different. If C&T ( or 3rd party) is delivering the equipment to a site – C&T takes title of the equipment and the customer assumes title once delivered. If equipment is shipped directly to the end user – the end user assumes title to the goods once the equipment leaves the dock of the manufacturer (FOB
What Other Value-Added Service Do You Offer to Your School Customers?	On-site training and menu/recipe development	Hubert offers a shopping experience that is tailored to K-12 schools. We have dedicated sales representatives that only work with K-12 schools and these reps make it their goal to understand the challenges faced by schools. We would love to hear how we can help your school!	Extended warranties and training per manufacturer	We offer design services, as well as, disposable and cleaning solution programs.	We have 3 sales representatives focused on Ohio K12. Each of our sales representatives have their own unique set of skills and experience in the K12 equipment and food service industry. Our senior sales representatives have the knowledge and skill to design and build entire new kitchens. We enjoy working and interacting with K12 food service directors and their staff – this provides our sales representatives additional training and knowledge while. Payment terms are typically net 15- 30 days with a district issued PO
Payment Terms	N/A	Net 30	Net 30	Net 15, ACH, or can have extended terms.	Payment terms are typically net 15- 30 days with a district issued PO
How Do You Check Delivered Equipment to Determine If There Are Any Issues?	N/A	This would depend on the delivery requirements, typically this is completed by an email to the end user after the delivery and/or install is completed.	POD and photos from customer	We check any and all equipment prior to receiving into our warehouse and again when we deliver to the customer.	For equipment we take title of – we provide damaged inspections prior to delivery. We work with the manufacturer and manufacturer rep to promptly bring equipment into working order if issues arise after completion.
What Do You Tell Customers To Do If They Discover a Problem After Delivery?	N/A	If it is warranty issue, we will supply the manufacturer's contact information so that a warranty claim can be placed. If it is a delivery or other issue, we will work with the customer to ensure there is a satisfactory solution achieved.	We resolve issues swiftly! Send photos if there is damage to our email address	We work with the customer and the manufacturer to ensure proper warranty claims are covered.	Depending on the circumstance and issue at hand – we will work with the manufacturer and service agent to correct the issue under warranty.
What Type of On-Site Instruction/Training Do You Provide to Kitchen Staff?	Full equipment training, operation, cleaning and maintenance of equipment.	We will coordinate with the manufacturer's rep to visit the location and fully train staff on their new equipment. We can also provide backup electronic training material if additional support is needed.	Local rep performs training per manufacturer guidelines	If applicable we can bring in manufacturer reps to do onsite demos and training on equipment if the customer desires	We describe the manufacturer supplied training and verify with the customer if needs additional training. We want customers for life – we often conduct our own training or have the manufacturer rep conduct additional training as needed.
Types of Certification (if any) Your Company or Personnel Have in Regard to Equip Specs or Sales	We have multiple accredited certified chefs on our team.	Many of our sales team members are CFSP certified.	Mycafe.edu training and decades of experience	N/A	Most of our sales representatives are CFPS certified (NAFEM.org). We are trained to understand all aspects of making the equipment connections for the equipment to operate and many have been trained on how the equipment functions. We are able to provide the liaison between the FSD / kitchen staff and the schools maintenance staff. One of our senior sales consultants holds an AAS in IMA/C
What Other Technical Resources/Support Does Your Company Provide?	Virtual trainings in addition to live trainings, virtual trainings can be kept for future use with any new staff or refresher trainings on equipment.	Our company is happy to loop in a tech or manufacturer representative anytime the need arises. We may not have all the answers but we feel certain we have the appropriate resources to get the answers.	Manufacturer Tech Support and Installation manuals	We provide a full list of spec sheets, cut sheets and design work if applicable on projects as well as warranty / equipment registration information if applicable.	Mentioned above - we are investing in IT infrastructure for an online catalog and customer support. We have access to many different equipment training, operational and maintenance videos, warranty contact, parts and service resources.
Is Your Company a Minority Owned or Women's Business Enterprise?	N/A	No	No	No	No
Name & Contact Info for Authorized Person Completing This Survey on Behalf of Your Company	Lauren Papp, Territory Coordinator, lauren@phoenix-reps.com, 614-499-4169	Karen Waldron, Contract Specialist, kwaldron@hubert.com, 276-970-0195	Felicia Braun, Account Manager, Felicia@douglasequipment.us, 304-327-0149 ext. 1379	Justin Ahearne- VP of Sales- justin@bbcdistributing.com	Tim Ronnebaum K12 Sales Manager 614-406-7840 timr@c-tdesign.com
Acknowledgement & Consent to Terms & Conditions of This Request for Information	Yes	Yes	Yes	Yes	Yes
Name, Title, & Contact Information for Who School Districts Should Contact to Assist with Equipment Needs	Amber Young, Sales Representative, amber@phoenix-reps.com, 614-327-2210	Karen Waldron, Contract Specialist, kwaldron@hubert.com, 276-970-0195	Felicia Braun, Account Manager, Felicia@douglasequipment.us, 304-327-0149 ext. 1379	Justin Ahearne- VP of Sales- justin@bbcdistributing.com	Tim Ronnebaum 614-406-7840 timr@c-tdesign.com or Steve Prather 513-919-9260 sprather@c-tdesign.com
Are You Returning Document 1 as Part of Your Response?	Yes	Yes	Yes	Yes	Yes
Are You Returning Proof of Insurance as Part of Your Response?	Yes	Yes	Yes	Yes	Yes
Are You Returning Document 3 Showing Which EPC Member School Districts/Counties You Can Serve?	Yes	Yes	Yes	Yes	Yes
Additional Information	N/A	We have really enjoyed working with the school districts over the past 2 years through the AEPA cooperative and we are hoping to continue this partnership!	I will also be including a list of manufacturer's that we sell.	BBC has several locations within Ohio including Cincinnati, Dayton, and Toledo. We offer a complete line of Equipment, Smallware's, Disposables, paper, liners and cleaning solutions to fit your need and work closely with you and your staff to ensure proper training, usage and needs are met.	The staff of sales consultants at C&T Design has vast experience in the K12 school market. We want to be of service to the school staff and provide information that helps them make an educated decision when selecting equipment. If we get the order - great! If we don't - we only hope to be remembered for the future need of the school. We will provide each customer the sales consultant that fits their needs.