SPARKLING WATER’S RISE TO THE TOP
Sparkletts® ice Introduces New Kiwi Strawberry

HOW DO AMERICANS TAKE THEIR COFFEE
It’s all black & white

Liqui-Pedia
Fun and interesting facts

PREMIUM WATER
The next big wave

THIRSTY FOR SOMETHING NEW
Introducing the lavít™ single-serve cold beverage system

A BEVERAGE SERVICE NEWS PUBLICATION
Convenience Delivered.

Bottled water isn’t the only thing we deliver.


Add our delicious coffee and sparkling water options to your order today!
Happy Spring!

SPRING IS MY FAVORITE TIME OF YEAR.

The warm weather and increased sunshine help with our feelings of health and well-being. Additionally, it’s a time when we, DS Services®, showcase some of our new products and equipment offerings that help you “spring” forward at your home or office!

This issue of Bottled & Brewed™ is the perfect way to see what new opportunities there are to meet your home and office beverage needs. One article is around our newest premium bottled water offering, VOSS® artesian water. This story explains the rise of premium bottled water and why VOSS® Water is such a good choice for your employees or family. Next, you’ll see an article about our new Sparkletts® ice sparkling water flavor, Kiwi Strawberry, a nice complement to the new spring season. And finally, we now offer in select markets a new piece of equipment for offices called laví™, a revolutionary single-serve cold beverage system that uses recyclable aluminum capsules to create a variety of beverages in both sparkling and still water options.

On the educational front, our feature story provides you with information about bottled water. We explain the benefits of the different bottled water types and highlight DS Services’ brands available for each type.

On the educational front, our feature story provides you with information about bottled water. We explain the benefits of the different bottled water types and highlight DS Services’ brands available for each type. Our “Liqui-Pedia” and “Quick Facts” columns are filled with information about water, coffee and tea. Give it a read; you’ll find some interesting tidbits that may surprise you. Then, test your knowledge to see if you’re a true tea connoisseur! Finally, we serve up some fascinating data on coffee, including who’s drinking it, why and how they take it. Check it out and see how your preferences compare to other coffee drinkers’.

As you can see, we are excited for the new season and the opportunity to share our new product and equipment offerings for you. So sit back, grab a healthy drink and enjoy this edition of Bottled and Brewed.

Brian Miller
Chief Commercial Officer
DS Services of America, Inc.
Now Available for Office Coffee

Wonderfully Bold, Surprisingly Smooth
Folgers® Black Silk Coffee

The Best Part Of Wakin’ Up™
Available in convenient pre-measured packets & Folgers Filter Packs®

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standardcoffee.com  |  800-460-7939
There’s nothing like a piping-hot cup of joe when you need it most, but sometimes you want that signature flavor and “kick” without the heat. So here’s a fun and simple variation we think you’ll appreciate to put your hot coffee on ice for a change. With just a few basic ingredients, including Folger’s Classic Roast® Coffee, you can whip up a cool and delicious treat that’s perfect for sipping on a warm spring or summer day or whenever you need a refreshing beverage with that unmistakable coffee flavor. The whipped cream on top? That’s optional (but not really…go on, indulge!).

**RECIPE**
Prep Time: 10 minutes | Cook Time: 0 minutes | Yield: 4 servings

**INGREDIENTS**
- ½ cup Folgers Classic Roast® Coffee
- 3 cups cold water, divided
- ½ cup sugar
- ½ cup half and half, chilled
- Ice cubes
- Whipped cream

**DIRECTIONS**
1. Brew coffee in coffeemaker using 1 ½ cups cold water.
2. Combine hot brewed coffee and sugar in glass bowl or pitcher.
3. Stir until sugar is completely dissolved.
4. Blend in 1 ½ cups cold water and half-and-half.
5. Chill until ready to serve.
6. Pour over ice in tall glasses or café mugs.
7. Top with whipped cream, if desired.
8. Serve immediately.

RECENTLY, SPARKLETTS® UNVEILED THE LATEST ADDITION to its popular Sparkletts® ice lineup of zero-calorie flavored sparkling water beverages with the debut of Kiwi Strawberry – and not a moment too soon with more Americans reaching for sparkling water products as a refreshing beverage alternative. The tasty twist behind Sparkletts ice is the wild, fruity flavor that's been added across the line with Orange Mango, Pink Grapefruit, Black Raspberry and, now, Kiwi Strawberry. Each one has its own distinctive flavor profile, and Kiwi Strawberry continues in this tradition with a fresh and fruity blend of flavors. Across the line, all four Sparkletts ice options are conveniently packaged in distinctive 17-ounce single-serve bottles that are easy to grab for on-the-go refreshment.

The Sparkletts ice line’s high appeal and quick inventory turns make it a must-have product for today’s consumer both at home and in the office. In fact, among Millennials, sparkling water appears to be attracting consumers away from several popular beverage types, including ready-to-drink coffee or tea, juice drinks and carbonated soft drinks.¹ A broader look across the sparkling water category reveals some interesting statistics about its growing popularity.

By 2017, domestic sparkling water is poised to grow by one-third.² Variety and convenience are everything in today’s fast-moving economy where consumers are looking for options that say something about their personality and preferences. With the introduction of the new Sparkletts ice Kiwi Strawberry flavor, Sparkletts and its entire line of flavored sparkling water beverages can help you meet that demand in your own home or office in a fun, fresh and fizzy way.

Sources:
¹“Bottled Water and Cold Beverage Mixes in the U.S.,” Mintel, March 2014
²“The Bottled Water Market in the U.S.,” Beverage Marketing Corporation, 2014
Behind the Bubble

**ORIGINS**
It was Joseph Priestly, 18th-century inventor, theologian and educator, who was credited with inventing sparkling water.

**CARBONATION**
Sparkling water is the result of carbon dioxide added to flat or plain water and then pressurized.

**EFFERVESCENCE**
When gas escapes the liquid, it shows up as effervescence – the fizz you enjoy when drinking sparkling water.

**VARIETIES**
Sparkling water is a useful term for several types of beverages that fizz and bubble, including carbonated spring water, club soda and tonic water.


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The latest advancement in our series of high-performance workplace brewers, MARS DRINKS™ FLAVIA® CREATION 500 blends stylish design with enhanced drink and menu display options making it easier than ever to create and enjoy the perfect brew.

Try MARS DRINKS™ FLAVIA® CREATION 500 in Your Workplace
STANDARDCOFFEE.COM
How do Americans take their coffee? It’s all black & white.
While purists like their coffee black, there’s enough data to suggest not everyone wants their brew served straight. Roughly half of coffee consumers prefer to sweeten and whiten their coffee by adding flavor enhancements like sugar, creamer or milk.

EVERYDAY JOE.

Americans can’t seem to live without their coffee. In 2014, the United States imported nearly 30 million bags of java, making our nation the world’s largest buyer of the commodity.¹

According to the National Coffee Association’s National Coffee Drinking Trends 2015 report, 59% of Americans aged 18+ drank coffee yesterday. After water, coffee continues to be the most commonly consumed beverage in the U.S.²

Thanks to 2015 consumer research, we are learning more about why they like it, when they like it and how they like it.

A MORNING BOOST AND A WORKPLACE PERK.

Most consumers agree that coffee wakes them up, so it makes sense that coffee is mostly consumed in the mornings at home. But coffee breaks are also maintaining their status as a preferred perk in the American workplace. Almost two-thirds of consumers agree that coffee helps them get things done (61%).³

Employers agree that coffee is a great way to provide associates with a well-deserved break. Of the cups of joe consumed at work, 70% of them are sourced from the workplace with traditional drip coffeemakers and single-cup brewers like FLAVIA® and Keurig®.⁴

IT GETS BETTER WITH AGE.

The 2015 report also shows that coffee consumption goes up with age. People 40–59 years of age drink an average of 3.4 cups per day versus 2.7 cups per day for those ages 18–24.⁵

DS Services® makes it easy for companies to supply a modern and diverse workforce with popular brands like Green Mountain Coffee®, Starbucks® and Peet’s Coffee & Tea®. We provide corporations across the nation with high quality total brewed-beverage solutions, giving your associates a hot cup of their favorite brew without a lot of mess.

ADDED SWEETENERS AND CREAMERS.

While purists like their coffee black, there’s enough data to suggest not everyone wants their brew served straight. Roughly half of coffee consumers prefer to sweeten and whiten their coffee by adding flavor enhancements like sugar, creamer or milk.⁶

NCA’s coffee-drinking trends report shows whitening is the most common additive behavior for coffee, with 62% of past-day coffee drinkers whitening their coffee in 2015.⁶

Creamers are the most widely used whitener (35%), followed by half and half (15%), whole milk (9%), reduced-fat milk (7%) and fat-free/skim milk (3%).⁶

More than one-half of consumers use sweeteners in their coffee. Among sweeteners, sugar is the most used (40%) followed by artificial sweeteners (12%) and other natural sweeteners (7%).⁶

To offer employees the options they value, DS Services® supplies a number of popular brands of creamers and sweeteners – including Coffee-mate®, International Delight®, Equal®, Splenda® and Standard Coffee® private label sugar and sweeteners.

THE LITTLE DETAILS MAKE A LOT OF DIFFERENCE.

Regardless of whether it’s a morning boost or an afternoon break, Americans have made their preferences known – they appreciate the perks. Giving them quality coffee breaks and more choices to add to their cup of brew is just one more way you can make a difference in their day.

Sources:
² National Coffee Drinking Trends 2015, National Coffee Association, page 2
³ Ibid, page 80
⁴ Ibid, pages 2, 41 and 59
⁵ Ibid, page 47
⁶ Ibid, pages 43–44
drinking: different

Lavít is a single serve cold beverage company offering healthy beverages in recyclable capsules.

Raspberry Lemonade
Renewable Energy
Black Cherry Lime
Green Tea with Ginseng
Peach Tea
Lemon Lime

lavít
800-4-waters | water.com/lavit
TASTES ARE CHANGING

What are we drinking? Research says 83% of consumption outside the home is cold beverages, which comes as no surprise. What makes up that eighty-three percent, however, is changing dramatically as people look for options with less sugar, increased variety and more convenience. Bubbling up in consumer preference is sparkling water, a carbonated beverage that provides the effervescence of carbonated soft drinks but without the high sugar content.

Sparkling water comes flavored and unflavored. Sales figures indicate both varieties are on the upswing, with flavored sparkling water sales increasing an impressive 543% between 2009 and 2014, and unflavored sparkling water sales growing almost 74% in the same period. About a third of all consumers and more than four in 10 who drink bottled water for health reasons buy sparkling water. Millennials (defined broadly as people born between 1976 and 2004) drink a large variety of beverages and flavors and are more likely than other generations to buy sparkling water. Millennials also like food customization and would likely appreciate the ability to customize their sparkling water with flavor packets.

SPARKLING WATER AT THE TOUCH OF A BUTTON

The sparkling water wave has given rise to a convenient new way to serve up refreshing cold beverages in the workplace. DS Services® offers lavit™, a revolutionary single-serve cold beverage system for today's savvy tastes. Lavit™ dispenses low- and no-calorie sparkling and still water, using fully recyclable aluminum capsules in a space-saving unit. Employees love the unique natural flavors such as apple pear, peach tea and raspberry lemonade. Employers reap the benefits of increased productivity, higher morale and less employee time away from the office. And everyone drinks to less sugary options, superior quality and the convenience of on-demand beverages that go easy on the environment.

Note: lavit™ is currently available in Atlanta, Baltimore, Houston, Los Angeles and New York City, with plans to expand into additional markets this summer.

Sources:
1. GMCR
2. GMCR, Harris Interactive
The Seven Steps That Go Into Making Coffee

1. Planting
2. Harvesting
3. Processing
4. Drying
5. Milling
6. Roasting
7. Sale/Grinding/Brewing

Coffee-shop-style drinks in the office just got an upgrade. Easily brew rich, delicious lattes or cappuccinos by adding Real Milk Froth Powder to any of our espressos, coffees or teas. At only 50 calories, it’s a guilt-free indulgence that you don’t have to leave the office for.

Perfectly prepared with our Workplace Brewers

Try Real Milk Froth Powder in your Workplace
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Rethink The Daily Grind™
Keurig® is powered by choice.
Big brands bring big variety.

With more than 200 varieties of hot or iced gourmet coffees, teas, and specialty beverages from over 30 of the world’s finest brands, everyone in the office can brew the beverages they love.

All brands are owned by their respective trademark owners.

To order, please contact your DS Services Sales Representative.
Current Customers: 800-962-7006
New Customers: 855-240-0677
GET THE FACTS: THESE DAYS, MYTHS AND RUMORS CAN TAKE HOLD QUICKLY. HERE ARE A FEW THAT SIMPLY DON’T HOLD WATER!

Myth: Purified bottled water is really just tap water in a bottle.
   
   Fact: Bottled water companies may source water from municipalities, but they must treat and filter it through reverse osmosis, distillation, deionization or other processes before they can label it as “purified water.”

Myth: Bottled water companies aren’t required to disclose the sources of their water.
   
   Fact: Bottled water is classified as a food product, and bottled water companies must meet the Food and Drug Administration’s (FDA) strict labeling requirements. Labels must clearly state the type of water in the container, which may indicate the source of the water.

Myth: Bottled water isn’t regulated as strictly as tap water.
   
   Fact: Federal law requires FDA regulations governing bottled water to be as stringent as EPA regulations for tap water. Bottled water must meet FDA general food regulations in addition to the stringent quality standards specific to bottled water.

Myth: The FDA allows bottled water to contain contaminants not allowed in tap water.
   
   Fact: The FDA allowable levels for bottled drinking water must be as protective of the public’s health as those standards set by the Environmental Protection Agency (EPA) for municipal water.

Myth: The FDA has only one staff person to oversee regulation of the entire bottled water industry.
   
   Fact: Bottled water is overseen by the FDA/Center for Food Safety and Applied Nutrition (CFSAN), which has more than 800 employees including highly specialized chemists, microbiologists, toxicologists, food technologists, molecular biologists, pharmacologists, nutritionists and physicians. FDA regional and state offices also conduct inspections and enforce regulations.

Myth: Bottled water companies are depleting the water supply.
   
   Fact: Bottled water represents less than 2/100 of one percent (0.02%) of groundwater withdrawn in the U.S. annually. This compares with public drinking supplies, which use 16 billion gallons, or 19% of U.S. groundwater extracted per day. On average, 87% of water withdrawn by bottled water companies is produced for human consumption, indicating the bottling process is highly efficient.
KNOW YOUR TYPE

THERE’S A LOT MORE TO WATER THAN MEETS THE EYE. HERE’S A BRIEF SUMMARY OF THE TYPES OF DRINKING WATER AVAILABLE AND WHAT YOU SHOULD KNOW ABOUT EACH ONE.

SPRING WATER comes from an underground formation from which water flows to the earth’s surface naturally. To qualify as spring water, it must be collected at the spring or through a borehole tapping the underground formation.1 DS Services® spring water products, which include Alhambra®, Belmont Springs®, Crystal Springs®, Hinckley Springs®, Kentwood Springs®, Mount Olympus®, Sierra Springs® and Sparkletts® brands, come from sources inspected and monitored by licensed geologists to ensure high-quality water.5

ARTESIAN WATER comes from wells that tap an underground layer of rock or sand (known as a confined aquifer) that contain water.1 For water to be classified as artesian water, there must be enough pressure in the well to force it above the top of the aquifer.6 DS Services® artesian water products are offered under our Deep Rock® and Kentwood Springs® brands.

DISTILLED WATER is water that has been purified through the distillation process, which involves heating it to its boiling point to remove contaminants that boil off at lower temperatures. The resulting water, which has less contaminants than before distillation,7 is ideal for cooking, hot beverages, steam irons, humidifiers and low-sodium diets.8 Alhambra®, Belmont Springs®, Crystal Springs®, Deep Rock®, Hinckley Springs®, Kentwood Springs®, Mount Olympus®, Sierra Springs® and Sparkletts® are DS Services® brands that offer the option of distilled bottled water.

PURIFIED WATER is produced by distillation, deionization, reverse-osmosis or other purification processes and meets the U.S. Pharmacopoeia definition of purified water. Regardless of the water source, the purification process removes or reduces various impurities to low levels9 for a crisp, clean taste.9 DS Services® purified water is available as Crystal-Fresh® Purified Water from Alhambra® and Sparkletts® and as Belmont Springs®, Crystal Springs®, Deep Rock®, Hinckley Springs®, Kentwood Springs®, Mount Olympus® and Sierra Springs® brands.

FLUORIDATED WATER® has added fluoride, a mineral that may aid in the development of healthy teeth.10 DS Services® offers Crystal-Fresh® Fluoridated Water by Alhambra® and Sparkletts®, Spring Water with Fluoride in five-gallon bottles from Belmont Springs® and Crystal Springs®, Purified Water with Fluoride and Spring Water with Fluoride from Hinckley Springs®; Artesian Water with Fluoride from Kentwood Springs®; and Fluoridated Water in five-gallon bottles from Mount Olympus® and Sierra Springs®.

Bottled water popularity continues to grow, as people look for alternatives to soda, juice and other sugary beverages whose added sugars can account for as much as 20% of daily caloric intake.11 The U.S. Department of Health and Human Services (HHS) and the U.S. Department of Agriculture (USDA) say water is a good choice. Their 2015 Dietary Guidelines for Americans recommend people drink primarily water and other calorie-free beverages.11

DS Services has developed a recycling technology for post-consumer polycarbonate plastic water bottles. By reusing its three- and five-gallon water bottles, DS Services is doing its part to ensure these bottles will be unlikely to clog our landfills.

With so many great options to choose from, it’s clear that bottled water could be a welcome staple in any home or workplace.

WHAT’S YOUR WATER TYPE?

Sources:

* Consult your physician or dental professional if using another fluoridated product.
ALL-IN-ONE WATER COOLER AND SINGLE-CUP BREWER SYSTEM

Offer employees and guests single-cup coffee and bottled water in one sleek, integrated water cooler system!

RELIABLE FILTER OR K-CUP® POD-BREWING TECHNOLOGY – Brews small, medium and large cup sizes

NEW!*

Splendidly Still... Luxuriously Sparkling

Now conveniently delivered right to your door!

800-4-WATERS

Current Javarama® customers call 800-962-7006.
New customers call 855-240-0677.

*Available in Select Markets
K-Cup® is a registered trademark of Keurig Green Mountain, Inc.
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Flavor rich. Brand strong.

Grow your coffee business with the trusted brand that always delivers signature flavor.

For more information, contact your DS Services Sales Representative today or visit standardcoffee.com.
Bottled water is part of everyday life in America, but it wasn’t always that way. In 1976, the average American drank one and one-half gallons of bottled water per year. By 2008, that number had swelled to an average of 30 gallons per person. Experts predict that the popularity of bottled water will continue to grow, with bottled water sales in the U.S. forecasted to rise from $13.9 billion in 2014 to $18 billion by 2019.
PRESENTING VOSS® WATER

In keeping with our commitment to deliver products and services our customers want most, DS Services® is excited to offer VOSS® artesian water from Norway, the fastest-growing premium bottled water in the United States. This premium water is collected from an aquifer deep beneath layers of sand and gravel in pristine southern Norway. Because the water is naturally filtered, it is free of contact with the air and other pollutants. VOSS® Water is available in still and sparkling varieties, both of which are very low in total dissolved solids (TDS) that in part define the purity of water.

VOSS® Water also distinguishes itself by being environmentally responsible. The company ensures 100% carbon neutrality by independently measuring its total carbon footprint from raw materials supply to bottle recycling, and the VOSS Foundation provides access to clean water, sanitation and hygiene in Sub-Saharan Africa. DS Services® is proud to bring the world-renowned VOSS® brand premium bottled water to our customers’ workplaces and homes.

WHERE WATER’S GOING

Customer focus on less sugary drinks is one of the main forces behind bottled water consumption, with almost one-third of consumers choosing bottled water over juice or soda. But something else is bubbling up in the world of bottled water: Large percentages of people are now buying sparkling, flavored and enhanced water. The demand for more “creative” waters is causing a shift away from commodity bottled water toward premium products that make fashion statements, come in bold, original flavors or are enhanced with vitamins and minerals. Some premium bottled waters, for example, contain electrolytes or alkaline minerals. Others are defined as premium because they come from exotic, hard-to-reach sources. Both varieties are attracting more and more fans. Sales for the total premium water category were up 21% for the 13-week period ending August 29, 2015, with premium source water up 14% and unflavored enhanced water up 26%.

Sources:
2 Bottled Water – US, March 2015, Mintel
4 VOSS Research, DS Services, accessed December 21, 2015
5 Nielsen, P9, 13 weeks ending 8/29/2015
6 VOSS Launch Deck and Go to Market Plan, accessed December 21, 2015
7 VOSS Bottled Water Quality Report, accessed December 21, 2015
Some Refreshing Facts on Water, Coffee, Tea and More!

We love a good factual read, especially when it teaches us something we never knew before. Here are some great facts and insights about bottled water, coffee, tea and more that might surprise you – and make you think the next time you reach for a cup or glass!

Liqui-Pedia

Artesian water comes from a confined aquifer containing groundwater that flows upward through a well without the need for pumping.²

Food preservation via the freeze-drying process got its start during World War II. The first food to be freeze-dried? You guessed it – coffee!³

Here’s a fact that surprised us:

It turns out black tea is actually pretty low in caffeine with about 40 milligrams per cup.⁴

Want to keep your coffee warmer longer?

Add cream to it. Believe it or not, adding the cream slows down the cooling process up to 20% compared to plain black coffee.³

While tea is nearly 5,000 years old, it was AMERICAN INGENUITY that really helped to popularize it, thanks to the invention of the tea bag in the U.S. during the early 1900s.  

Two
George Washingtons.
The more famous one was our very first President. The other one – George Constant Washington – was a chemist who made his mark by creating the world’s first instant coffee.

Bubble tea houses have been bubbling up in the U.S. in recent years, but the phenomenon actually got its start in Taiwan in the 1980s where it was originally made of black tea, tapioca pearls (the “bubbles”), condensed milk and honey.

While tea is nearly 5,000 years old, it was AMERICAN INGENUITY that really helped to popularize it, thanks to the invention of the tea bag in the U.S. during the early 1900s.  

While oil remains the #1 commodity in the world (according to the Global Exchange), coffee takes the #2 spot, thanks to the efforts of about 25 million coffee farmers in over 50 countries!

Though enjoyed all over the planet, most of the world’s tea crops come from countries located between the Tropics of Capricorn and Cancer – thanks to the mineral-rich and acidic soils found in this fertile zone.

Sources:
Tea for Two

Quiz

1. Which of the following tea types come from the plant Camellia Sinensis?
   A. Black Tea
   B. Green Tea
   C. Oolong Tea
   D. White Tea
   E. All of the above

2. Tea was more than just a beverage in Ancient China; it was also a form of _____________.
   A. Toothpaste
   B. Currency
   C. Clothing
   D. Soap
   E. None of the above

3. Why is it a bad idea to put milk and lemon in the same cup of tea?
   A. The lemon will turn from sour to salty.
   B. The tea will start to fizz.
   C. The milk will curdle.
   D. The cup will become brittle.

4. Tea is prepared in many different ways all over the world. Which of the following is not a type you’ll encounter?
   A. Tibetan butter tea made from black tea, yak butter and salt
   B. Japanese Genmaicha tea made from green tea and roasted brown rice
   C. Moroccan mint tea made from spearmint leaves and black tea
   D. Spicy Jalisco tea made from black tea, ancho peppers and cactus juice
   E. None of the above

Tea for Two

AMERICA’S #1 CREAMER GIVES YOU THE BEST SOLUTIONS!

COFFEE-MATE® has it all; loyalty, preference and selling power. That’s why it is the most used brand in and out-of-home.¹ Customers are looking for COFFEE-MATE, in fact 61% of consumers would choose a location that offers COFFEE-MATE over one that doesn’t.²

### LIQUID

**LIQUID CREAMER SINGLES - 180 CT. CASE**

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**LIQUID CREAMER SINGLES - 50 CT. DISPENSER BOX**

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**LIQUID BULK CREAMER - 1.5 GALLON BAG-IN-BOX**

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<tr>
<td>HAZELNUT</td>
<td>1.5 Gallon</td>
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### LIQUID CONCENTRATE PUMP BOTTLE

**Flavor**

- SWEETENED ORIGINAL
- FRENCH VANILLA
- HAZELNUT

**Pack Size**

- 1.5L

**DS Services Item #**

- 20022019
- 20022017
- 20022018

### POWDERED CREAMERS

**Flavor**

- ORIGINAL SACHET
- ORIGINAL CANISTER
- ORIGINAL LITE CANISTER
- FRENCH VANILLA CANISTER
- HAZELNUT CANISTER

**Pack Size**

- 11 oz
- 15 oz
- 15 oz

**DS Services Item #**

- 20022003
- 20022002
- 20023008
- 20023005
- 20023006

### HOT COCOA

**NESTLE® HOT COCOA BULK**

- Rich, creamy chocolate flavor
- Specially formulated for dispenser machines
- Each 2 lb. bag makes 6 quarts of delicious hot chocolate

**NESTLE® HOT COCOA SINGLE SERVE**

- Rich, creamy chocolate flavor
- Single serve packet makes 8 oz. of hot cocoa just by adding hot water
- Also available in a No Sugar Added Fat Free hot cocoa mix

1 Datassential BUZZ Coffee & Tea Tracker 2014
2 Lieberman Research Worldwide, October 2012

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**Reliable** in delivering service and expertise you can count on

**Tailored** to your business goals and operating dynamics

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