CONSUMERS AGREE: WATER IS A CLEAR WINNER!
Several Reasons Why Water is So Popular

INTRODUCING JAVARAMA® ETHIOPIAN PREMIUM ROAST
Direct to You from the Birthplace of Coffee

DS SERVICES® FAMILY ALBUM
A Crystal Rock® Snapshot

can COFFEE BOOST PRODUCTIVITY AT WORK?

YES! Just ask your employees!
Convenience Delivered.
Bottled water isn’t the only beverage we deliver.

Add our delicious coffee and premium water options to your order today!

For more information, call 800-4-WATERS | visit water.com
One Perk that is a Must!

Cost-Effective Way to Boost Productivity and Enhance Teamwork

If you’re the type of person who needs that first sip of coffee in the morning to get you going, you’re not alone. A recent survey of U.S. workers said that coffee positively influences productivity, “helps them get through the workday” and even promotes teamwork. These same workers also ranked coffee as an “important workplace perk” – good information for you to know to satisfy your employees.

At DS Services®, we have known about the importance of coffee in the workplace for years and have helped countless companies create just the right beverage plan for their specific work environment. Read more about how coffee works at work on page 4.

Additionally, to having coffee as a perk in your office, you’ll also be interested to know that – for the second year in a row – bottled water is the most consumed beverage in the U.S. As consumers move toward healthier lifestyles, and offices wanting a focus around wellness programs, quality bottled water is a great solution to keep you and your employees hydrated. Giving employees this healthy alternative creates an attractive work environment for all ages and stages in life. See page 10 for more about the popularity of bottled water.

The coffee aficionados in your office will be pleased to hear about our newest offering from the birthplace of coffee, Ethiopia. We’re excited to introduce our new Javarama® Ethiopian Premium Roast, DS Services’ first-ever in-house, single-source coffee. Created by our new roaster and sister company S&D Coffee & Tea®, this light-roast, medium-body coffee is certified organic and Fair Trade Certified. I encourage you to order some for your breakroom!

And as fall and the holiday season approach, check out our ideas for a seasonal “coffee bar” to help your workplace celebrate the “Fall-idays.” Apple Cider Chai Latte or Peppermint Mocha, anyone?

For our valued customers, thank you for your business. For potential customers, we look forward to servicing you! On behalf of DS Services, I wish you and your co-workers a wonderful fall and upcoming holiday season.

Dave Muscato
President
DS Services of America, Inc.
CARNATION HALF & HALF IS HERE!

Trusted dairy heritage and the **longest shelf-life** of any brand.

Nestlé Professional Beverages introduces CARNATION Half & Half Liquid Creamer Singles—real dairy with the rich flavor your customers expect. There’s no refrigeration needed, because our single-serve tubs have an ambient shelf-life of up to 6 months! It’s half & half you can be proud to offer, with the Carnation® heritage consumers know and love.

water.com | coffeeservice.com
855-240-0677

20086001 (Carnation half and half liquid singles 360 CT)
20086002 (Carnation half and half liquid singles 180 CT)
Employees want to enjoy premium coffee without leaving the workplace and with the Mars Drinks™ Freshpack technology, you can give your customers the Starbucks® Coffee they crave.

61% of employees care about the brand of coffee they’re consuming*

Starbucks® Coffee is the coffee brand that most employees are interested in having at work*

Something new is brewing at Mars Drinks. Introducing two of the most popular blends from TAZO® tea: awake™ english breakfast and zen™.

Try TAZO® and Mars Drinks in Your Workplace Today!

WATER.COM | COFFEESERVICE.COM
CURRENT CUSTOMERS: 800-962-7006
NEW CUSTOMERS: 855-240-0677

**Mars Drinks Commissioned Study. Mars Drinks Project Daypart, October 2017. Pike Place is a registered trademark of The Pike Place Market PDA, used under license.
Conventional wisdom says that coffee in the workplace is a must in terms of promoting employee satisfaction. But research is now suggesting that office coffee service does even more. A recent survey showed that providing coffee for employees actually:

- **Enhances Worker Productivity**
- **Promotes Teamwork**

is perceived as an **Important Perk**
Coffee ranked

3.6 on a 5-point scale of importance

Coffee also helps employees get through the workday, with the average employee inclined to agree that “without coffee, [he/she] would have a hard time getting through the day.”

Interestingly, these sentiments hold true with little variation across generations, income levels and workplace locations, from offices to industrial sites.

Appreciated as a Perk

Further, employees agree that “high-quality employer-supplied coffee is an important workplace perk,” with most agreeing that “I should not have to pay for coffee at work.”

While this may seem like a hefty demand, consider the math:

It’s estimated that employees drink an average of 2.3 cups of coffee daily while at work.

If they make just one coffee run out of the office per day, this translates to 60 hours of employee time lost to off-site coffee. If they make 2.3 runs, the figure rises to 138 hours lost.

Apply the average median hourly wage to that time, and it translates to $1,087 per coffee-drinking employee per year for just one off-site coffee run per day, or $2,502 annually to cover 2.3 coffee runs per day.
Keurig® is powered by choice.
Big brands bring big variety.

With more than 150 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
Of course, employees don’t want just any coffee at the office – they prefer high-quality, flavorful coffee options. In fact, among coffee attributes, quality and flavor are most important.

DS Services® recommends offering at least two varieties – a light roast and a dark roast, for example – to meet employee flavor preferences. We also suggest following the lead of your coffee-drinking employees when it comes to coffee equipment – classic drip, single-serve or espresso machines. Asking for employee feedback helps you choose the right equipment and lets your workers feel “heard and valued.”

Promotes Teamwork

Coffee service also offers other advantages at work, including the opportunity during coffee breaks for employees to form relationships that promote teamwork.

Harvard Business Review cites the example of Bank of America’s $15 million a year in projected productivity increases as the result of changing employees’ coffee break schedules to allow teams more time to socialize.

Encourage mingling over coffee and you’ll foster closer connections among a significant number of employees.

Quality and Flavor

Of course, employees don’t want just any coffee at the office – they prefer high-quality, flavorful coffee options. In fact, among coffee attributes, quality and flavor are most important.

68% at-work coffee drinkers usually drink coffee made or dispensed in the workplace.

Quality and flavor ranked 4.3 on a 5-point scale of importance.

DS Services can help you create just the right coffee plan for your workplace – one that helps you take advantage of all of the benefits of coffee service by providing the variety and quality your employees value.

Employees Love Coffee

Good coffee is directly linked to employee satisfaction and productivity.

However, among those with coffee available in the workplace, only 46% are very satisfied with the coffee. (National Coffee Association 2016)

The Office Solution

S&D, the #1 trusted supplier for coffee and tea in food service, is joining forces with DS Services. This partnership will make the same great cup of coffee even better while expanding the office portfolio of quality coffee to include exciting new premium blends.

www.water.com
800-4-WATERS
Direct to you from the birthplace of coffee

Introducing

**JAVARAMA® ETHIOPIAN PREMIUM ROAST**

Legend has it that a goat herder in ninth-century Ethiopia was the first to discover the energizing potential and delicious taste of a drink made with berries from a certain tree. Today, we celebrate the drink we now know as coffee by going back to its origins.

Javarama® Ethiopian Premium Roast is created by our new roaster and sister company, S&D Coffee & Tea®. This light-roast, medium-body coffee is DS Services’ first-ever in-house single-source coffee.

**SINGLE-SOURCE SENSATION**

When coffee is made from beans from the same crop or geographic area, it’s called single-source. All the beans used in Ethiopian Premium Roast are grown in the Sidamo province of southern Ethiopia. The area’s climate, rainfall, temperature and rich soil create the perfect formula for exceptional coffee beans. The result is a delicate, sweet brew with floral, lemon and milk chocolate flavors.

**OUR GROWING JAVARAMA® FAMILY**

Ethiopian Premium Roast joins Javarama® French Roast, Café Caffe, Colombian and Donut Delight roasts and blends for a collection of premium coffees to satisfy every palate. Each one begins with the finest beans, roasted to perfection for great coffee taste that never goes out of style.

**GENUINE COFFEEHOUSE EXPERIENCE**

Single-source coffee is one of the hottest coffeehouse trends in the market. With Ethiopian Premium Roast, DS Services® brings this popular movement right to your breakroom for your employees and guests to enjoy. The experience will be legendary!

To order Ethiopian Premium Roast, contact your DS Services® sales associate or call 800-962-7006.

---

Consumers are moving toward healthier lifestyles as concerns over obesity and disease increase. The desire for better physical health may explain why 82% of Americans agree they should drink more water. Water helps nearly every part of the human body function better. It cushions joints, carries nutrients and oxygen to cells and helps convert food to energy.

If you’re looking for a healthier beverage for your employees and guests, look no further than BOTTLED WATER.

**THERE ARE SEVERAL REASONS WATER IS SO POPULAR.**

- **BRAIN & MUSCLES**: 75% water
- **BONES**: 22% water
- **BLOOD**: 92% water

*Consumers prefer bottled water, recognize it as a healthy choice, and think it should be available wherever drinks are sold,* International Bottled Water Association, December 18, 2017, https://www.bottledwater.org/consumers-prefer-bottled-water-recognize-it-as-a-healthy-choice-and-think-it-should-be-available-wherever-dinks-are-sold.

*“Water’s role in your body,” International Bottled Water Association, https://www.bottledwater.org/content/water%E2%80%99s-role-your-body.

Millennials, the largest generation in the workforce at 35%, see health and wellness holistically and like pairing food with noncarbonated drinks such as water. Their definition of healthy eating includes how food is processed and produced, and they want authentic, pure products. Since nothing is purer than water, many companies offer bottled water to give Millennials and all employees the healthier alternative they want and create a balanced, productive work environment.

People who drink bottled water are united on what they look for when choosing a beverage.

99% say that taste and quality are factors, 92% say safety is a priority, and 91% believe recognizable ingredients are healthier.

To keep pace with the preference for healthy, great-tasting bottled water, DS Services offers a wide variety of products perfect for the workplace. One-gallon, 2.5-gallon, 3-gallon and 5-gallon (11.3-litre and 18.9-litre in Canada) bottles are convenient and economical, and single-serve 0.5-liter, 1-liter and 10-ounce (330 mL, 500 mL, 750 mL, 1-litre, 1.5-litre, 4-litre and 8-litre in Canada) bottles are ideal for employees on the run.

From purified and spring water to artesian and sparkling brands, DS Services can help keep your employees hydrated and show them you care about their well-being.

Learn more at water.com.

---

DS Services® has been delivering refreshment to offices and homes for many years, offering our million+ customers bottled water, water filtration, and coffee and tea services via a full portfolio of great regional brands. Our family tree includes long-standing regional businesses with rich histories and remarkable stories, many started decades ago by entrepreneurial pioneers.

Here’s a look at Crystal Rock®, one of the many regional brands that keeps our customers hydrated and happy and has refreshed countless customers in the Northeast for more than a century.

**SERVING CUSTOMERS FOR MORE THAN 100 YEARS**

If you live in the Northeast, you probably are familiar with the brand name Crystal Rock® bottled water. Crystal Rock has been serving customers throughout New York and the Northeast for more than 100 years, delivering bottled water, coffee products, state-of-the-art equipment and office products in New York, Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island and Vermont.

The company was founded in 1914 by 17-year-old Henry Baker, who leased the spring on Lockwood Farm in Stamford, Connecticut and began delivering bottled water by horse-drawn carriage – 25 cents for six bottles. As he launched his business, he stocked the carriage with both full and empty bottles so that his initial customers wouldn’t think they were the only people buying bottled water!

By the time of his passing in 1947, Henry had expanded the operation from the farm spring and established Crystal Rock’s first bottling plant in Stamford, Connecticut. From the beginning, Henry set the standard of service, value and integrity that pervades the Crystal Rock culture today.

Former Crystal Rock President and CEO Henry Baker, Jr., son of the founder, began working in the family business at age 15 and for the next 53 years earned a reputation as a bottled water pioneer, recognized in the industry for quality control and novel marketing. One of the founders of the International Bottled Water Association, Baker was inducted into the organization’s Bottled Water Hall of Fame in 1990.
While Baker made many indelible contributions to the company, perhaps his most enduring legacy is Crystal Rock’s customer pledge and his insistence on the importance of providing outstanding customer service. Crystal Rock believes “Little Things Matter™” to the customer experience with high standards for delivering premium service excellence and results in customer productivity – at work or at home. Through technical innovation, a branded customer experience and a commitment to community and environment, Crystal Rock family values are integral to the relationships between employees and customers.

Now having an office in Watertown – yes, Watertown! - Crystal Rock has stood the test of time by providing a wide array of products and services customers love, including delicious and refreshing bottled water, Cool Beans® coffee and, for the convenience of its customers, even office supplies. Crystal Rock was acquired by Cott, DS Services’ parent company, in February 2018.

OUR FAMILY OF BRANDS

The Crystal Rock®, Vermont Pure® and Cool Beans® brands, among others, will now be included as part of DS Services’ portfolio of branded offerings. We look forward to continuing to serve homes and offices in the Northern New England area under this long-standing vibrant brand.

To learn more, go to crystalrock.com.

Nursery® Water Available for Home Delivery.

Being a new mom is a juggling act. But having Nursery® water available at home makes life a little easier. Perfect to mix with formula or cereal, to dilute juice or as drinking water,* Nursery water is steam distilled to remove impurities and specifically formulated for babies and toddlers.

Do your co-worker moms a favor: Tell them about Nursery water – available for convenient home delivery from DS Services® or for purchase in retail stores.
Offer authentic Italian Espresso in the Workplace

Espresso is Hot!

It’s likely that more than 1/4 of your employees and guests ages 19-49 had an espresso-based beverage yesterday.¹

Consumer preferences are driving sales of espresso coffee machines.² And those who are enjoying espresso-based drinks in coffee shops are eager to recreate that experience in other venues as well – in the office, for example.³

This state-of-the-art machine guarantees a perfect espresso with just one touch. Thanks to the automatic ejection system, you don’t have to think about removing the capsules after use. Its sensors and electronic control let you know when the water is finished and when the capsule collection drawer is full, and its automatic stand-by function saves energy.

Your employees and guests can choose the type of espresso they like best from three delicious brews: Lavazza Dolce 100% Arabica coffee, Lavazza Intenso or Lavazza Caffè Crema Dolce. DS Services® will deliver these delicious coffee capsules with your machine, along with supplies like cups, stir sticks, sugar, sweeteners and creamers.

If you’re interested in offering your employees and guests coffeehouse-quality espresso, contact your DS Services sales representative and ask about trying the Lavazza BLUE COMPACT Brewer.

Lavazza is a registered trademark of a third party.

---

³ Ibid., page 34.
DS Services® is a drug-free workplace. All employment is contingent on successful completion of a background check (where required) and drug screening (where permitted by law).

**An enticing espresso offer.**

**FREE RENTAL**

**Buy** One LAVAZZA 100-count capsule box for $50.00 per billing period.

**GET** Free use of the LAVAZZA BLUE Espresso machine. A $180 value. Plus the maintenance is covered.

*Offer valid for new customers only, may not combine with other offers and a service agreement is required. Credit approval required for residential customers. Service Agreement with $50.00 recurring purchase of one 100-count LAVAZZA capsules (Caffè Crema, Dolce or Intenso) per 4-week billing period required to receive stated pricing, and free use of the LAVAZZA BLUE espresso machine. You may cancel the Service Agreement at any time without a termination fee by providing notice of cancellation, such cancellation will take effect at the end of the next full billing period. You must pay for all products and services ordered and received, and all applicable fees, through the end of the billing period in which the cancellation becomes effective. A variable energy surcharge applies each billing period. Refundable bottle deposits and late fees may also apply. Handled bottles and equipment selection subject to availability; substitutions may be used if products are unavailable. Customer subject to CA CASH REFUND or applicable state bottle deposits on free and purchased cases. ©2018 DS Services of America, Inc. Offer expires 12/31/18.

**KNOW ANYONE?**

We’re looking for friendly and qualified people to JOIN OUR TEAM

DS Services® is seeking commercial drivers, route managers and others to join the DS Services® family in the U.S. and Canada.

Our associates enjoy:

- Excellent compensation plans
- Flexible benefits package
- Product discounts

If you have friends looking for an exciting career with a growing company, tell them to apply now at [water.com](http://water.com).

Click “ABOUT US,” then click “CAREERS.”
**Tell us about your role as sales manager for water filtration at DS Services® and how long you’ve been in the industry.**

MH: I’ve been in the water filtration industry for just over eight years and recently joined the DS Services® team. I was part of the original Remington Pure® team that DS Services acquired in May 2017. I am looking forward to my role as sales manager for building out and growing our water filtration business segment.

**How has water filtration changed for customers over the years? What do you see coming?**

MH: As recent stories surface across the country around good quality drinking water, many people want to understand more about the water coming out of their faucets. The water filtration industry is now more at the forefront of the consumer decision-making process after people hear these stories. I think filtration processes have improved over the years and, with the advent of wireless technology, you will soon see “smart coolers” that provide real-time feedback to the customer.

**In simple terms, explain how water filtration works.**

MH: Physical filtration strains water to remove larger impurities. This can be achieved by using an activated carbon system or, even better, a reverse osmosis unit.

**What types of water filtration systems are available?**

MH: We offer a “good” solution featuring carbon-only filtration that incorporates an innovative activated carbon filter. We also have a “better” option using reverse osmosis (RO) technology. We offer RO equipment that fits under the sink for the home and stand-up coolers for offices and other commercial applications.
**B&B:** Can you tell us a little about how each one works and their advantages?

**MH:** Carbon filters use a process where pollutants adhere to carbon particles as water passes through them. Reverse osmosis forces water through a semi-permeable membrane at pressure, so water passes through, but more than 95% of dissolved contaminants remain behind. RO is an advanced method for cleaning water and one of the best options for great-tasting water.

**B&B:** It's not unusual for people to have both water filtration and bottled water delivery service for their homes or offices. What are the advantages to having both?

**MH:** Having both types of water solutions optimizes homes and offices. For example, three- or five-gallon bottled water can serve an area like a conference room or your garage “shop” that doesn’t have access to a water line source – something that filtration equipment requires. But in a breakroom that has a sink or kitchen, a water filtration solution is perfect. Utilizing both opportunities presents an advantage to customers.

**B&B:** Why do people use water filtration in their homes or offices?

**MH:** Generally speaking, a water filtration system is a convenient and economical way to bring fresh, pure, hot and cold water into your home or office every day. So, in my opinion, nothing is more essential than drinking fresh, clean water to provide our bodies what they need!

**B&B:** How do consumers and businesses know which water filtration option is best for them?

**MH:** This is where a Remington Pure® filtration account executive (AE) comes in. Our filtration AEs have the knowledge to guide customers to the option best suited for his or her home or office.

**B&B:** What do Remington Pure® water filtration services include?

**MH:** Our services include a professional consultation, professional equipment installation and quality customer care that emphasizes a lasting relationship.

**B&B:** How often must water filtration equipment be serviced?

**MH:** It depends on the impurities and hardness of the municipal water source and how much is being consumed. Our new, innovative Remington Pure® activated carbon filters are extending the life of filters and membranes.

**B&B:** What’s the biggest misconception about water filtration?

**MH:** The biggest misconception is that all filtration systems are the same. They’re not. Often people think the water dispenser on their refrigerator door is a great option for drinking water. These systems can help remove chlorine and sediments and improve the taste, but they’re not as good as an RO water filtration system.

**B&B:** What do your customers love most about having a Remington Pure® water filtration system in their home or office?

**MH:** It is a service they trust and love, especially always knowing the water that is dispensed is high quality and has great taste, of course!

---

**For more information on filtration services call 866-238-9888.**
MORE ENJOYABLE BREAKS MAKE HAPPIER EMPLOYEES.

With the flavors and brands that people know and love like Folgers® you can help make break time more enjoyable for your customers’ employees. Its distinguishable rich aroma and smooth taste makes Folgers the #1 retail coffee brand, making it a top choice for offices around the country.

CONVENIENT FORMATS TO MEET EVERY NEED:

FRACTION PACKS
- Industry standard
- Each pre-measured pouch makes one pot (10 6-oz cups)

VACKET® PACKS
- Vacuum packed for consistently fresh taste, cup after cup
- Each pack makes one pot (10 6-oz cups)

FILTER PACKS®
- No loose coffee to measure or spill
- No coffee filters needed
- Consistent flavor in every pot

For more information, contact your DS Services Sales Representative today or visit water.com | coffeeservice.com.
Current Customers: 800.962.7006 | New Customers: 855.240.0677
MORE ENJOYABLE BREAKS
MAKE HAPPIER EMPLOYEES.

For more information, contact your DS Services® Sales Representative today or visit water.com | coffeeservice.com.

Current Customers: 800.962.7006 | New Customers: 855.240.0677

With the flavors and brands that people know and love like Folgers®, you can help make break time more enjoyable for your customers' employees. Its distinguishable rich aroma and smooth taste makes Folgers the #1 retail coffee brand, making it a top choice for offices around the country.

CONVENIENT FORMATS TO MEET EVERY NEED:

- FILTER PACKS®
  - No loose coffee to measure or spill
  - No coffee filters needed
  - Consistent flavor in every pot

- VACKET® PACKS
  - Vacuum packed for consistently fresh taste, cup after cup
  - Each pack makes one pot (10 6-oz cups)

- FRACTION PACKS
  - Industry standard
  - Each pre-measured pouch makes one pot (10 6-oz cups)

SUSTAINABLE PACKAGING IS ALWAYS IN FASHION.
ecoSticks from Sugar Foods are the stylish way to tell your customers that you care about the world. They come in the rainbow of colors consumers demand but with substantially less packaging and waste than traditional sweeteners. That means a much happier planet—and a sweeter bottom line for you.

✓ Saves space
✓ Reduces waste
✓ Costs less

Visit coffeeservice.com or call 800.962.7006 for more info.

© 2018 Sugar Foods Corporation. ecoStick is a trademark of Sugar Foods Corporation.
A cup of coffee contains more antioxidants than a cup of grape juice.\(^5\)

Ice is swell
Expands by 9% when it freezes. Frozen water (ice) is lighter than water, which is why ice floats.\(^1\)

Bubble, bubble
In 1750, artificially carbonated water was made for the first time by French chemist Gabriel François Venel.\(^2\)

Warm it up
Coffee stays warm 20% longer when you add cream.\(^8\)

Good for you

The color of yummy
Cappuccino takes its name from Capuchin friars – the color of the espresso mixed with frothed milk is similar to the color of the friars’ robes.\(^7\)

Under pressure
The word “espresso” refers to forcing hot water through coffee grounds. Espresso machines use 132 pounds per square inch of pressure to extract coffee.\(^6\)

Wake up and...
The scent of coffee alone has been shown to have energizing effects on the brain.\(^9\)

6 Bottled & Brewed, Vol. 2, 2018
Tea is the most widely consumed beverage in the world next to water and can be found in almost 80% of all U.S. households. The art of reading tea leaves is called tasseography. Use freshly boiled water when making tea. Water that has been boiled previously has lost oxygen, which can make tea taste flat. It's not a good idea to steep your tea longer to make it stronger. Oversteeping releases tannins in the tea leaves, leaving a bitter taste. Water is called the “universal solvent” because it dissolves more substances than any other liquid. Wherever water goes - through the ground or through our bodies - it takes along valuable chemicals, minerals and nutrients. Water is unique in that it is the only natural substance that is found in all three physical states of matter at the temperatures normally found on Earth.


Go with the flow

Tea party

Patience, patience

Short and sweet

Looking ahead

Fresh is best

What matters

Liquid

Solids

Gas
CONSIDER A COFFEE BAR FOR THE FALL-IDAYS

There’s plenty to celebrate on the fall calendar – and providing a coffee bar for your co-workers is an easy, flexible way to mark all the fun “fall-idays.” With a little chill in the air, a warm beverage is especially welcome.

HERE ARE SOME IDEAS FOR AN INVITING FALL COFFEE BAR:

Apple Cider Chai Latte

Ingredients:
• 1 Café Escapes® Chai Latte K-Cup® Pod
• 1 Green Mountain Hot Apple Cider K-Cup® Pod
• Whipped topping or whipped cream
• Pinch of cinnamon

Directions:
Brew the Chai Latte K-Cup® pod on the lowest water setting into a very large mug. Next, brew the Hot Apple Cider K-Cup® pod on the lowest water setting directly into the mug containing the Chai Latte. Stir to combine. Top with whipped topping or whipped cream and sprinkle with cinnamon.

Pumpkin Spice Latte

Ingredients:
• 1 cup of your favorite coffee (consider ALTERRA® Donut Shop Blend or Starbucks® Veranda Blend®)
• 1 tablespoon Coffee-mate® French Vanilla Liquid Creamer
• Whipped topping or whipped cream
• Pinch of pumpkin pie spice

Directions:
Combine coffee and Coffee-mate® liquid creamer in a large mug. Stir well. Top with whipped topping or whipped cream and sprinkle with pumpkin pie spice.
Peppermint Mocha

Ingredients:
• 1 cup of your favorite dark roast, extra bold coffee (consider Green Mountain Extra Bold Dark Magic® or Peet’s® Major Dickason’s Blend™)
• 1 cup of your favorite hot cocoa (consider Nestlé® Rich Hot Chocolate or Swiss Miss® Milk Chocolate)
• 2 tablespoons peppermint syrup or peppermint baking chips
• Whipped topping or whipped cream
• Crushed peppermint candy cane pieces

Directions:
Brew the dark roast coffee and hot cocoa on the lowest water settings directly into a very large mug. Add the peppermint syrup or baking chips and stir to melt. Top with whipped topping or whipped cream and sprinkle with crushed candy cane pieces.

Classic Holiday Java

Ingredients:
• 1 cup of your favorite coffee (consider Standard Coffee® Gourmet Blend or Javarama® Ethiopian Premium Roast)
• 1 tablespoon Coffee-mate® French Vanilla Liquid Creamer
• Whipped topping or whipped cream
• Pinch of nutmeg

Directions:
Combine coffee and Coffee-mate® liquid creamer in a large mug. Stir well. Top with whipped topping or whipped cream and sprinkle with nutmeg.

STOCK UP FOR FALL!

Consider adding these FALL-INSPIRED PRODUCTS to your next order:

- ALTERRA® Freshpacks: Hazelnut, French Vanilla
- The Bright Tea Co.® Freshpacks: Chai Spice Tea, Peppermint Herbal Tea
- Green Mountain K-Cup® Pods: Caramel Vanilla Cream, French Vanilla, Hazelnut
- Steep® Organic Tea by Bigelow®: Sweet Cinnamon Black Tea
- Coffee-mate® Creamers: Italian Sweet Crème, Vanilla Caramel, Cinnamon Vanilla, Café Mocha, French Vanilla, Hazelnut, Irish Crème

Add these FALL FAVORITES to your next order:

- Current Customers Call 800-962-7006
- New Customers: Call 855-240-0677
- Visit: water.com coffeeservice.com

K-Cup® and Green Mountain Coffee® are registered trademarks of Keurig Green Mountain, Inc. ALTERRA® Bigelow®, Coffee-mate®, Nestlé®, Peet’s Coffee & Tea, Starbucks®, Swiss Miss® and The Bright Tea Co.® are registered trademarks of third parties.
There are few things as essential to a great day as a delicious cup of coffee. In fact, a recent survey from Staples Business Advantage underscores how serious coffee drinkers are about their java.

Piping hot or iced, caf or decaf, mild or strong – no matter how it’s prepared, for many, coffee is a must-have. See just how far coffee drinkers would go to keep their cuppa joe.

**Would You Rather…**

**USE A SMARTPHONE OR HAVE COFFEE?**

One in four people would choose to relinquish their smartphones for good before abandoning their daily cup of coffee.

**GET WI-FI OR HAVE COFFEE?**

Given a choice between no internet access or no coffee – forever! 12% would choose their favorite brew over browsing the web.

**EAT DESSERT OR HAVE COFFEE?**

54% of people would rather sacrifice eating sweets for the rest of their lives than permanently forego drinking coffee.

**TAKE A VACATION OR HAVE COFFEE?**

Almost one in four people would choose drinking a daily cup of coffee in lieu of taking their annual vacations.

**MAKE A SCENE OR HAVE COFFEE?**

Rather than give up coffee for a year, one in three people would willingly run down the main drag of their city...naked.

Source: Staples 2016 Employee Coffee Survey
COFFEE-MATE® has it all; loyalty, preference and selling power. That’s why it is the most used brand in and out-of-home. Customers are looking for COFFEE-MATE, in fact 61% of consumers would choose a location that offers COFFEE-MATE over one that doesn’t.

**Powdered Creamers**
- COFFEE-MATE quality in an economical format
- Available in single serve sachets or multi-serve canisters
- 2 year shelf life
- Lactose free, gluten free and Kosher dairy

**NESTLE® Hot Cocoa Bulk**
- Rich, creamy chocolate flavor
- Specially formulated for dispenser machines
- Each 2 lb. bag makes 6 quarts of delicious hot chocolate

**CARNATION® Half & Half**
- Made with real dairy
- Ambient - shelf stable freshness and room temperature
- 180 day shelf life - best in class
- A brand known for dairy heritage

---

**LIQUID CONCENTRATE**

<table>
<thead>
<tr>
<th>Flavor</th>
<th>Pack Size</th>
<th>DS Services Item #</th>
</tr>
</thead>
<tbody>
<tr>
<td>ORIGINAL</td>
<td>1.5L</td>
<td>20022011</td>
</tr>
<tr>
<td>FRENCH VANILLA</td>
<td>1.5L</td>
<td>20022017</td>
</tr>
<tr>
<td>HAZELNUT</td>
<td>1.5L</td>
<td>20022018</td>
</tr>
<tr>
<td>IRISH CRÈME</td>
<td>1.5L</td>
<td>20022019</td>
</tr>
<tr>
<td>ITALIAN SWEET CRÈME</td>
<td>1.5L</td>
<td>20022020</td>
</tr>
</tbody>
</table>

**LIQUID CONCENTRATE PUMP BOTTLES**

<table>
<thead>
<tr>
<th>Flavor</th>
<th>Pack Size</th>
<th>DS Services Item #</th>
</tr>
</thead>
<tbody>
<tr>
<td>SWEETENED ORIGINAL</td>
<td>1.5L</td>
<td>20022019</td>
</tr>
<tr>
<td>FRENCH VANILLA</td>
<td>1.5L</td>
<td>20022017</td>
</tr>
<tr>
<td>HAZELNUT</td>
<td>1.5L</td>
<td>20022018</td>
</tr>
</tbody>
</table>

**POWDERED CREAMERS**

<table>
<thead>
<tr>
<th>Flavor</th>
<th>Pack Size</th>
<th>DS Services Item #</th>
</tr>
</thead>
<tbody>
<tr>
<td>ORIGINAL</td>
<td>50 ct/.375 oz</td>
<td>20022003</td>
</tr>
<tr>
<td>FRENCH VANILLA</td>
<td>50 ct/.375 oz</td>
<td>20022006</td>
</tr>
<tr>
<td>HAZELNUT</td>
<td>50 ct/.375 oz</td>
<td>20022007</td>
</tr>
<tr>
<td>IRISH CRÈME</td>
<td>50 ct/.375 oz</td>
<td>20022011</td>
</tr>
<tr>
<td>ITALIAN SWEET CRÈME</td>
<td>50 ct/.375 oz</td>
<td>20022012</td>
</tr>
<tr>
<td>CAFE MOCHA</td>
<td>50 ct/.375 oz</td>
<td>20022014</td>
</tr>
<tr>
<td>CINNAMON VANILLA CRÈME</td>
<td>50 ct/.375 oz</td>
<td>20022025</td>
</tr>
<tr>
<td>SUGAR-FREE FRENCH VANILLA</td>
<td>50 ct/.375 oz</td>
<td>20022025</td>
</tr>
<tr>
<td>VANILLA CARAMEL</td>
<td>50 ct/.375 oz</td>
<td>20022026</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Flavor</th>
<th>Pack Size</th>
<th>DS Services Item #</th>
</tr>
</thead>
<tbody>
<tr>
<td>ORIGINAL</td>
<td>1.5 Gallon</td>
<td>20022021</td>
</tr>
<tr>
<td>FRENCH VANILLA</td>
<td>1.5 Gallon</td>
<td>20022022</td>
</tr>
<tr>
<td>HAZELNUT</td>
<td>1.5 Gallon</td>
<td>20022023</td>
</tr>
</tbody>
</table>

**NESTLE® HOT COCOA**

<table>
<thead>
<tr>
<th>Flavor</th>
<th>Pack Size</th>
<th>DS Services Item #</th>
</tr>
</thead>
<tbody>
<tr>
<td>MINI MARSHMALLOW</td>
<td>50 ct</td>
<td>22201009</td>
</tr>
<tr>
<td>NO SUGAR ADDED / FAT FREE</td>
<td>30 oz</td>
<td>22201001</td>
</tr>
<tr>
<td>RICH CHOCOLATE</td>
<td>50 ct</td>
<td>22201002</td>
</tr>
<tr>
<td>WHIPPER MIX</td>
<td>2 lb</td>
<td>22201008</td>
</tr>
</tbody>
</table>

---

**Liquid Concentrate Pump Bottle**
- Exclusive format to COFFEE-MATE
- 300 servings per bottle
- Tamper-proof locking pump for food safety
- 9 month shelf life – 30 days once opened
- No refrigeration necessary
- Lactose free, gluten free and Kosher dairy

**Liquid Bulk Creamer**
- Designed for high volume coffee programs
- Quick dispensing system
- Available in 2 or 3 head dispensers
- 516 tub servings per bag-in-box
- 9 month shelf life – 7 days once opened
- No refrigeration necessary
- Lactose free, gluten free and Kosher dairy

**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
Your Trusted Partner for Brewed-Beverage Success

Rely on us to work with you on delivering a distinctive, brewed-beverage program that is:

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

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

**Flexible and Responsive** in addressing changing needs and new opportunities

Contact Us to Learn More or Initiate a Pilot Test for Your Business!

water.com  |  coffeeservice.com  |  800-460-7939