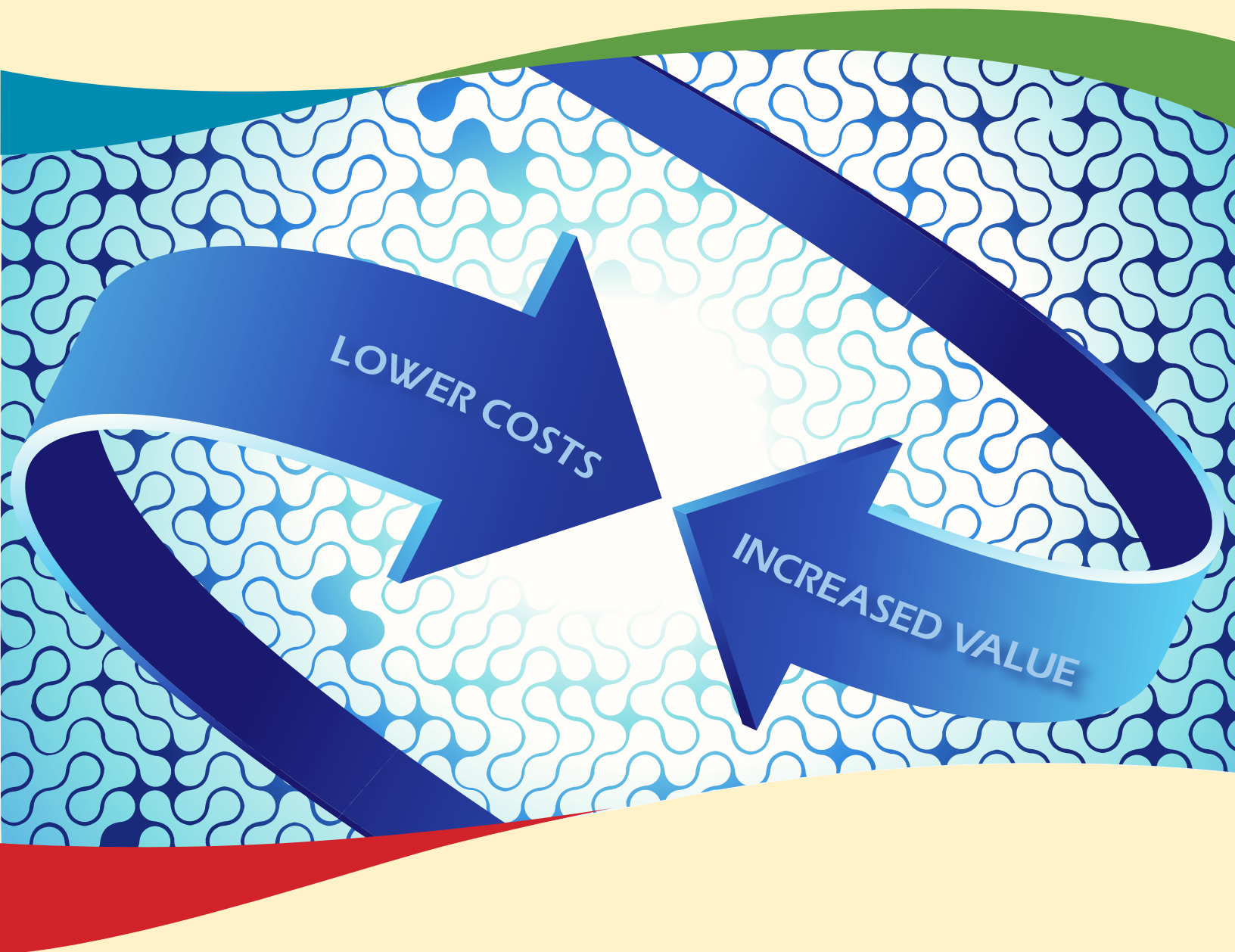




# Healthcare Division

□ CHANGING THE TRADITIONAL PURCHASING AND DISTRIBUTION PARADIGM





## PURCHASING POWER OPTIMIZATION - A SYSTEMATIC APPROACH

*Our mission is to provide each customer with the highest quality products that will improve patient care and quality of life in the most cost effective manner. CBI category specialists advise our customers how to standardize their product selections with the input of a department*

*head led cross-functional team. A customized product formulary will result in a streamlined inventory, improved operational efficiency, and lowered costs. This systematic approach ensures our partners receive the highest quality products with the lowest possible prices.*

### Commitment to Quality and Superior Service

**CHENEY BROTHERS REALIZES THAT OUR SUCCESS DEPENDS ON OUR CUSTOMERS' SUCCESS. THAT'S WHY OUR NUMBER ONE GOAL IS TO PROVIDE OUR CUSTOMERS WITH UNMATCHED SERVICE.**

Cheney Brothers' cornerstone philosophy is to understand our customers business in order to anticipate their needs and provide proactive solutions. We establish delivery schedules with the customer based on their individual needs. Because we are flexible, we can deliver multiple times during the week. We offer next day delivery provided the order is placed prior to the 5:00 pm cut off time. CBI has two warehouse locations that stock the same portfolio of products. This continuity enables us to service chain accounts in multiple regions with a standardized product guide.

Cheney Brothers, Inc. is family owned and operated since 1925. We out perform the competition by providing superior service and by supplying nationally recognized name brand products for less. We stock over 15,000 items that will meet and exceed our customer's expectations. CBI does not incentivize our reps to promote private label products. This eliminates unwarranted product substitutions. Whether it is janitorial supplies, equipment, disposables, paper products, laundry, warewashing, dry goods, nutritional products, produce, beverages, fresh and frozen items, CBI is the complete source for all your healthcare needs.



*CBI is your partner in achieving total cost savings and improved values for Healthcare Institutions, Nursing Homes, and Assisted Living Facilities.*



- *"The goal of the healthcare division is to work with our partners to lower costs, increase value, streamline inventory, improve operational efficiency, and advance patient care."*

WITH OVER 15,000 ITEMS, WE ARE YOUR COMPLETE FOODSERVICE SOURCE.



## Innovative Vision and Advanced Technology

CHENEY BROTHERS UNDERSTANDS THE UNIQUE HEALTHCARE CHALLENGES OF WORKING WITH LIMITED STAFF, RESOURCES, AND BUDGETS. CBI IS COMMITTED TO HELPING OUR PARTNERS SAVE TIME AND MONEY THROUGH CUTTING EDGE TECHNOLOGY.



*OptimaSolutions simplifies all aspects of dietary operations, controls costs, and reduces waste.*

OptimaSolutions is CBI's state of the art web based dietary management system. OptimaSolutions is much more than a tray card system or menu planning program. It is the only fully integrated dietary management program of its kind that is specifically designed in a user-friendly format. CBI Express is our web based customer direct ship program for hard to find specialty products. These products include Gluten Free, Allergen Free, Sugar-Free, Low Sodium/Low Fat, Religious Diet items, Specialized Supplements, Emergency Meals, Natural/Organic/Vegetarian products, and Adaptive Utensils.

Visit our web site for more information and links to these programs at [www.cheneybrothers.com](http://www.cheneybrothers.com). In addition, CBI customers have access to healthcare specific in services, CEU programs, educational seminars, two regionally located food shows a year, and a street sales force of over 200 strong with a team of specialist to service their account.

## The Bottom Line

We understand there must be more than a financial reason to change your current distribution relationship. There must be a significant improvement in service as well as overall value to warrant a conversion. We would like an opportunity to earn your business and trust. Contact you local CBI representative to schedule an appointment to determine how CBI can begin optimizing your purchasing power.



## We're in Good Company...

CHENEY BROTHERS IS PROUD TO BE AFFILIATED WITH UNIPRO FOODSERVICES, INC. AND THE MULTI-UNIT GROUP.

**UniPro Foodservices, Inc.** is the largest foodservice distribution cooperative in the United States with over \$58 billion in buying power which directly benefits you. UniPro Foodservices purchases worldwide from more than 550 manufacturers. This guarantees we cover all your menu needs.

**The Multi-Unit Group** is a network of progressive locally owned distributors. These distributors are dedicated to serving multi-unit operators with quality products, competitive pricing, consolidated reports, internet order entry, and other value-added services. These fundamental characteristics allow the Multi-Unit Group distributors to offer their customers a single source to satisfy all their foodservice needs (including small wares, fresh produce, and paper products). These distributors are some of the largest independents in the nation and exceed over \$4 billion in aggregate sales revenue.



**UNIPRO**  
FOODSERVICE, Inc.  
*Unified Professionals In Distribution*

**The Multi-Unit Group**  
*A National Network of Foodservice Distributors*



*Distributing to more than 10,000 customers in the Southeast, Cheney Brothers has you covered.*

fresh and frozen items • beverages • disposables • paper goods • kitchen supplies and equipment • laundry and warewashing • chemicals • janitorial supplies and equipment • small wares • merchandising materials • specialty items

**Cheney** **C-B-I**  
**Brothers**

One Cheney Way, Riviera Beach, FL 33404  
2801 W. Silver Springs Blvd., Ocala, FL 34475  
[www.cheneybrothers.com](http://www.cheneybrothers.com)

561.845.4700  
352.291.7800

800.432.1341  
800.939.4018