



*Share Our Celebration –
90 Years & Counting ...*



*Our Past Says Everything
About Our Future.*



Cheney Brothers is family owned & operated, in its fourth generation. What truly drives many family businesses is the sense of connection and identity the owners and their family members feel with the business - it runs deep.

AN AMERICAN DREAM

The Greatest Part of America's wealth lies with family-owned businesses.

HISTORY



1925

- Cheney Brothers is founded by Joe Cheney.
- Original Location at 420 Claremore Drive in West Palm Beach, Florida.



1976

- Byron Russell, grandson of Joe Cheney, joins the team, as buyer and warehouse manager.

1983

- CBI goes high-tech with computerization
- Implementation of NCR and begins running Lockwood ERP system.

1987

- CBI adds Frozen & Refrigeration Products
- CBI introduces an Italian Division and Fronte, private label.

1991

- CBI holds the 1st Annual Food Show at WPB Auditorium

1992

- CBI adds IT Department
- CBI acquires the Steven's Company (a paper company) and adds Disposable Division.
- A milestone for the Company – 1st "Million Dollar" day in sales.



1995

- CBI adds Export Division, reaching into the Caribbean, Mexico and Latina American markets, starting with 2-3 containers/wk.
- CBI introduces Seafood Division.

1998

- CBI Introduces Kitchen Design, Equipment & Supplies Division – designing, installing and furnishing professional restaurant kitchens
- CBI transport fleet acquires cell phones.

1999

- CBI line grows to over 12,000 products.
- CBI partners with Gourmet Kosher, a kosher foods manufacturer.

2001

- CBI acquires Palm Beach Chemical & Floor Care Company, introducing Floorcare & Janitorial Division.
- IT Department implements Microsoft Exchange & PC's.

1928-1939

- Cheney Brothers survives the hurricane of 1928 & The Great Depression.



1962

- Cheney Brothers becomes incorporated: Cheney Brothers, Inc.

1977

- CBI sales hit \$3 million.

1981

- Byron Russell takes reign as CEO of Cheney Brothers, Inc.



1986

- CBI opens Warewashing Division.
- CBI Moves into 75,000 sq ft. distribution center in WPB.
- CBI fleet grows to 20 delivery trucks.
- Cheney sales hit \$20 million.

1993

- IT Department takes Cheney Brothers from pay phones to pagers & laptops

1996

- Cheney Brothers goes cyber with the launch of cheneybrothers.com

1997

- CBI moves to its current 325,000 sq ft., state-of-the-art facility at 1 Cheney Way, Riviera Beach, Florida
- Cheney sales hit \$85 million.
- CBI is 350 employees strong.
- Warehouse Management Systems – gains WIFI & air cards.
- CBI Begins Y2K compliance



2000

- 1st \$2 Million Dollar day in sales

2002

- CBI Fleet grows to 75 delivery trucks



Over 1 million square feet of distribution space between facilities across the state of Florida:

- 1) CBI: Riviera Beach, FL
- 2) CBI: Ocala, FL
- 3) Grand Western: Ft. Lauderdale, FL
- 4) Bari Beef International: Orlando, FL
- 5) Kitchen Design Center: Riviera Beach, FL
- 6) CBI: Punta Gorda, FL



2007

- CBI opens a 3rd location, Kitchen Design Center in Riviera Beach, adding 70,000 sq. ft. of office space.
- 3rd Generation of the Cheney family joins the team with addition of Shane and Kyle Simmons

2008

- CBI implements Cadec-logistics for their transportation fleet.
- CBI goes paperless with Fleet Management Software and Supply Chain Optimization.

2011

- CBI partners with Swisher Hygiene for warewashing and laundry chemicals.
- CBI launches Lodging Division.

2012

- Sales hit \$1 billion.
- CBI line grows to over 25,000 products.
- CBI is over 1800 employees strong.
- CBI purchases property in Charlotte County, SW Florida. Plans for new hub to open, 2015

2014

- CBI breaks ground for its new 340,000 sq. ft. SW Florida distribution center.

2006

- CBI opens a 2nd distribution center in Ocala, adding 525,000 sq. ft. of office/warehouse space (CBI disaster recovery Center)
- Ocala hits \$1 million day, 6 months after opening.
- Produce Division expands, quadrupling produce sales in the first year.
- July 4th marks first \$3 million day.
- CBI Fleet grows to 300 delivery trucks.

2010

- CBI partners with Bari Beef International (BBI), operating out of a 74,000 sq. ft. USDA processing facility in Orlando.
- CBI sales force acquires smart phones & Amtel.

2013

- CBI launches Coast to Coast Importing (CCI), seafood importer.
- CBI launches new Latin Brand, Acento.
- CBI partners with Broward County based meat distributor, Grand Western.

DIVISIONS

Cheney provides a Weekly Market Report which includes information that helps your clients better understand the state of the local market and helps give you a competitive edge when communicating with them through your marketing efforts.



Fresh Produce

We deliver a full line of cleaned, trimmed cut and ready-to-use fresh produce packed exclusively for customers within our delivery boundaries. Consistent quality, increased shelf life, safety assurance, nearly 100% yields, and fast, easy preparation are the hallmarks of our fresh produce.



Seafood

From fresh mountain streams to deep ocean waters, we provide the finest seafood in season and at the right price. Industry leaders in fresh and frozen seafood, partner with us to bring you succulent delicacies from around the world. Our seafood specialists get on the boats and deal direct with processing houses and farm fisheries to help establish the highest standards for quality and freshness.

We insist upon top quality products from nationally recognized manufacturers. Our broad inventory of more than 15,000 supplies features the finest items, from gourmet to everyday.



Beverages

Select from beverages and drink dispensers from around the world including the richest coffee beans, finest tea leaves, bar mixes and freshest juices. If you have any questions about taste or quality, our Beverage Specialists are always available to assist you with all of your beverage and equipment installation needs.



Lodging

Operating a hotel, B&B or Inn requires attention to detail and the highest level of customer service. From vacuums to hair dryers, muffins to fresh linens, scented soap to facial tissues – everything needs to be perfect. Your job is to make your guests feel at home and our job is to provide you all the quality products to create a welcoming atmosphere. We offer a complete line of amenities, guest room accessories, paper products, floor & carpet care, small appliances, luggage racks & carts, housekeeping supplies and linens & textiles.

DIVISIONS



Never content to rest on our laurels, we strive to continuously improve and innovate our products and services. This commitment to excellence has served our customers well for more than 80 years, and continues to serve as our standard for success.

DIVISIONS

Maintaining a clean dining room is as important as the presentation of your menu items.

Cheney Brothers offers a line of products that will clean and sanitize marble, vinyl, glass, wood and upholstery.

Specially formulated cleansers wipe away grease, dirt, wax, ink and fingerprints; leaving surfaces clear and spotless.



DIVISIONS



We currently export to one third of the globe ... that's 85 countries with our staff of representatives speaking over 13 languages.

Disposables

For an exhaustive selection of disposables, look no further. Cheney Brothers carries everything including cups, plates, napkins, towels, toilet tissue, can liners, aluminum foil and carryout containers. Our Green Balance line provides eco-friendly disposables that are organic, biodegradable and recyclable.

Janitorial & Warewashing

Keep your operation sparkling clean and sanitary, and let us help. Shop our extensive supply of chemical cleansers, janitorial and sanitary products, detergents and delimers, carpet and marble care, laundry items, and more. By providing numerous programs to maintain current equipment, we can even help you save.

Equipment & Supplies

We have everything for the professional kitchen. Whether it is new kitchen design or renovation solutions CBI Kitchens will provide you with a step by step design program. We will take you through all of the steps including menu analysis and kitchen equipment purchasing recommendations. We will guide you in the purchasing and stocking of smallwares and tabletop necessities. We become your partner in every area of the commercial kitchen building and stocking arena.

International Sales

Cheney Brothers Export, where our reputation for quality products and service extends to client's worldwide. If you require service by sea, air or land, Cheney Brothers can deliver on time and accurately. Whether your needs include meat, seafood, dairy, frozen food, dry grocery, disposables, equipment and supplies, or chemicals, our team of export professionals can help you meet the challenging demands of doing business in your country.

Our order fill rate is one of the best in the industry. Having the export industries most experienced team with over 50 years of experience means you can have confidence in our ability to provide you with knowledge and insight of this fast paced business. Our experience includes food cost, product knowledge, return on investment, warehousing and distribution, export certification for various countries, product sourcing and market awareness.



Warewashing

For more than 20 years, Cheney Brothers has been combining innovative, effective and affordable products with the industry’s most responsive and responsible service. That way, we don’t just promote a more hygienic environment — we also help generate significant savings by maximizing efficiency and simplifying program management. We specialize in manual warewashing solutions, dish machines & chemicals, warewashing chemicals, laundry & housekeeping solutions, hand care solutions, sanitary solutions, waste collection, water filtration, facilities services, drain line solutions.



Grand Western also provides Home Delivery and Gourmet Gifts. By choosing Grand Western to supply your home, vessel or simply sending a heartfelt gift, you can feel confident you have purchased items that guarantee you consistency and the highest quality foods you demand.



Grand Western

Grand Western is dedicated to the production and delivery of the finest steaks, roasts and chops that meet its customer’s exacting requirements. Since 1968, Grand Western has been known for its consistency in providing only the finest meats and food items to restaurants, hotels and country clubs in Florida. This insistence on quality and services has earned Grand Western the most loyal customers and friends. The Grand Western concern for consistent superiority guarantees customers they will get the fine quality meats they expect with each and every order.

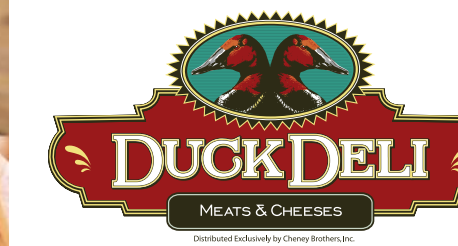




Bari Beef International

Our new USDA processing center and test kitchen are housed in our state of the art 74,000 square foot facility. We combine technology with time honored traditional methods. Our in-house highly trained quality assurance staff backs up the USDA third party audit. We are proud to say we are EV certified. We cut the highest quality custom cut steaks, including Harris Ranch, Piedmontese, Chairman's Reserve, Seminole Pride, Creekstone and Wagyu. We also manufacture old world style Italian Sausage and thin sliced ribeye.

www.baribeefinternational.com | 407-292-3223



Duck Deli

Cheney Brothers offers a complete line of premier deli items including cooked entrees, meats, cheeses, franks, soups, salads, sauces, pickles & peppers. Many of our products are completely chef ready and created from classic recipes for a taste your customers will love. This line is second to none. We are proud to offer you these fantastic quality items.



Fronte Italian tomatoes are handpicked from the vine. No mechanical equipment is used in the harvesting of our tomatoes. Hand harvesting assures no bruised, blemished or broken tomatoes.



Fronte

Discover the tastes of Italy. Cheney Brothers takes pride in offering a complete line of authentic Italian products with the most competitive pricing. Our line features imported pastas, oils, vinegars, dry & canned goods, flour, meats, cheeses, olives and so much more. If you demand excellence in product, pricing and service – choose Cheney Brothers, Inc.! We will deliver the finest in authentic Italian foods every time.



Bari Brand

Bari Brand products, first introduced to the food industry in 1973, began under the ownership of Dolly and Anthony Paparella and their eldest son, Enzo. Bari Brand has created a name in the industry for its specialty Italian sausage made in dozens of styles and favors from secret family recipes. To this current day, Enzo Sr. and his son, Enzo Jr. travel to Italy each year to hand-select new products to guarantee the finest quality on all of its imports.

Food trend predictions show that latin food is always in style.



Acento

We are proud to introduce Acento Latino, our growing line of Latin foods. Bringing the very best of Latin America to you and your customers! Keep your eye on CBI as we continue to expand our latest product line which includes seasonings, arepas, spices, tortillas, rice and beans, specialty cut meats, cheeses and empanadas.

Through innovative vision and advanced technologies, Cheney Brother will continuously succeed in providing our customers with exceptional service!



Our Commitment to Customer Service, features:

- Bar Code Scanning
- Invoice Printing
- Real-time Billing Information
- Electronic Signatures

Delivery Tracker

- Increased Customer Service Levels
- Enhanced Customer Confidence
- Printing Clean Invoices On-site
- Reducing Our Eco-Footprint
- Hard & Electronic Invoice Copies





Cadec Fleet Management

Cadec fleet management system helps CBI stay connected to their trucks and drivers, ensuring safety and compliance while enhancing customer service and reducing costs. With the addition of CADEC to our transportation department it allows for real time delivery tracking and driver driving habits, enhanced with paperless invoicing and on-line availability to our customers.

Driver Productivity

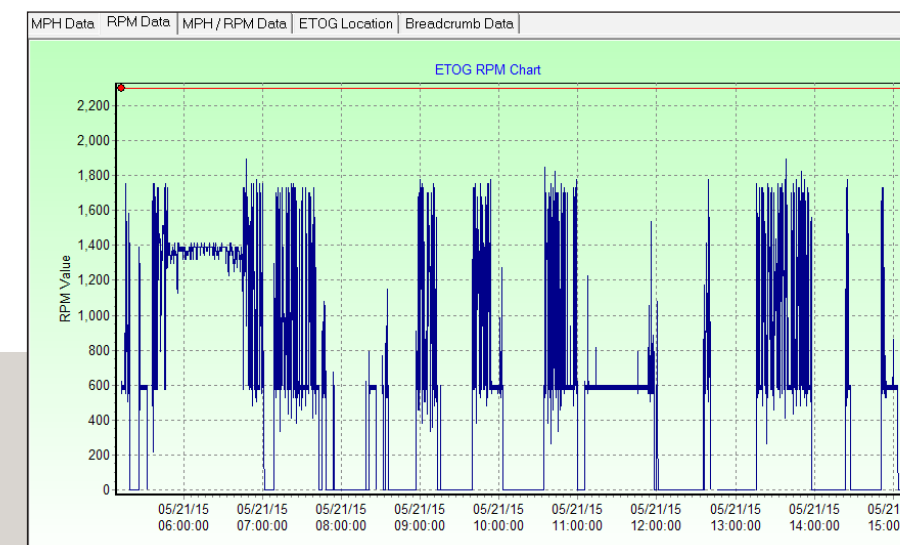
- Route started on time
- Cases Per Hour
- Delivery Performance
- Unknown Stops

Fleet Efficiency

- Fuel (mpg)
- Revving the engine (over RPMs)
- Excessive Idling
- Routing
- Engine Time

Customer Service

- Real-time monitoring of driver location
- On-time deliveries
- Accurate deliveries
- Clean Invoices
- E-mailed Invoicing
- In the nest ROI



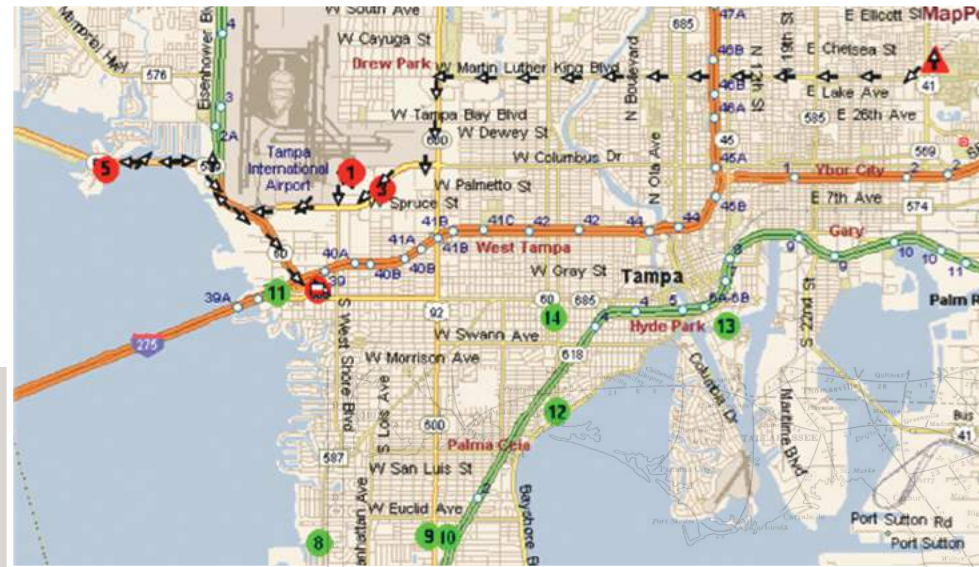
RPM Chart

- Monitor Vehicle Speed
- Sudden Declarations
- DOT Compliance



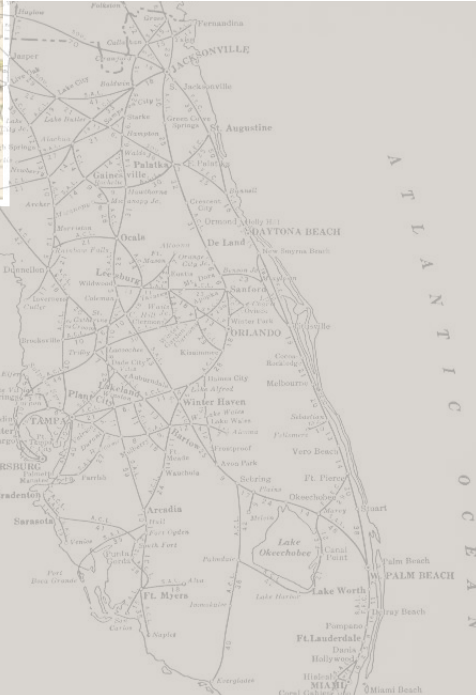
Freezer Monitoring

CBI uses a remote temperature monitoring system that monitors the refrigerated and frozen compartment throughout the day. Should any compartment fall out of the allotted temperature window then management is notified within minutes via email and texts. At that point all doors must be closed and delivery stops until the problem is diagnosed and fixed.



Live Delivery Route Mapping

Roadnet Transportation Suite addresses all of our greatest business challenges – plan optimal routes and loading strategies, increase driver accountability with GPS, and analyze reporting to optimize our entire operation.



State-of-the-art technology features:
Voice Directed Order Picking
Systems in 6 languages.

Order Picking Systems

Vocollect with 6 different languages:

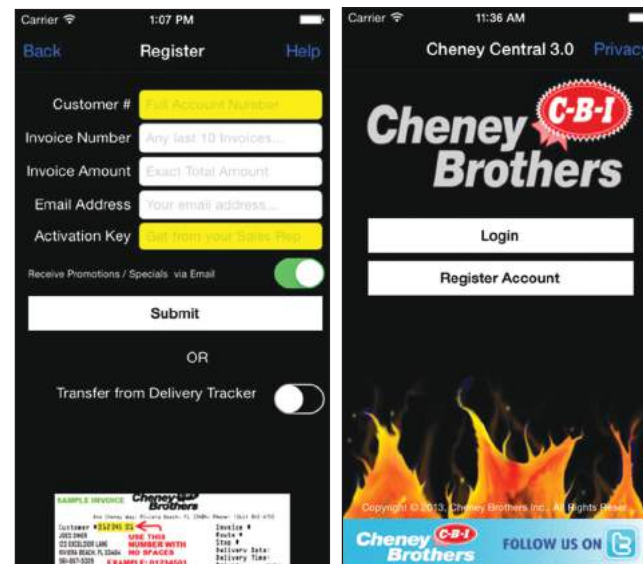
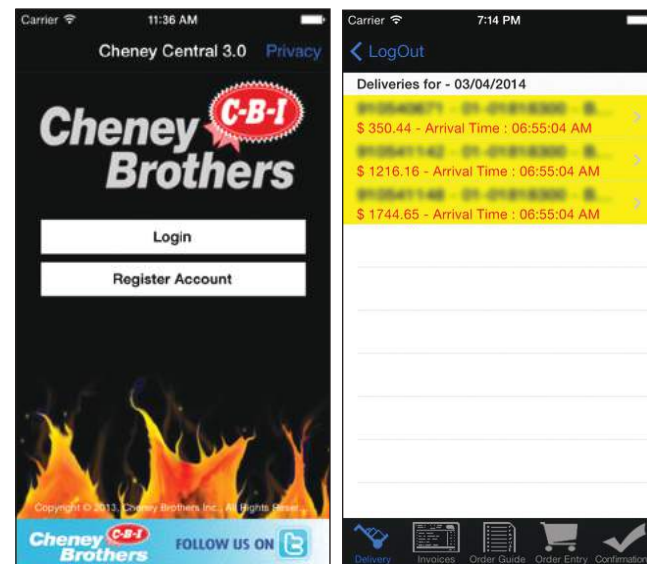
- Order pickers have a wearable computer with a headset and microphone instructed by voice on what items to pick and where to pick them.

Driver Accuracy

“I really like the fact that I don’t have to worry about shortages”
– David Madison, CBI Driver

“It definitely keeps us very accurate!”
– Chad Bishop, CBI Driver

“I give the Delivery Tracker 5 Stars!”
– Sergio Gonzalez, CBI Driver



Cheney
Business Solutions

Cheney Central

Introducing Cheney Central App from Cheney Brothers Inc. Food Service Distribution.

Current Info Right at Hand

This App was designed for current customers to be able to receive information about:

- Scheduled delivery times for today
- Current Invoices
- Current Order Guide
- Order Confirmations
- Order Entry from iPad Version (iPhone version on next release update)

Multiple Ship-To's

The App allows for multiple ship-to locations to be registered to a single user ... which allows for a single sign on for multiple ship-to's.

Credit Card Processing | ATM

With Cheney Brother Credit Card Processing, start each week strong with access to your Thursday, Friday and Saturday proceeds on Monday! As always, Cheney Brothers is looking for ways to help you grow your business!

- Improve your cash flow and speed up reconciliation.
- Pay Vendors and suppliers more quickly to possibly secure better pricing.
- Increase the amount of cash on hand to replenish inventory.

- Faster access to your funds to free up capital and grow your business
- Relax with the confidence that you have 24/7/365 US-based support from a tenured team that's invested in your business — without the complication or costs associated with a middleman.
- Partner with a team of professionals to help navigate your payment processing options and guide you to the payment solution that best optimizes your cash flow and bottom line.

- Help protect your customers and your business from costly data breaches through an industry-leading security program that includes streamlined PCI compliance and the option of end-to-end payment encryption.
- Accept all payment types – American Express®, Visa®, MasterCard®, Discover®, checks, gift cards, rewards cards, and more.

For more information, please call 800-517-1242



TIGER
Natural Gas, Inc.®

Food Safety Management

Chefcorp serves the training needs of small, medium and large food service companies. ChefCorp works to keep you compliant with health code requirements by providing training and/or testing for managers and food handlers.

Chef Corp Certification

Cheney Brothers offers food safety certification at our Ocala and Riviera locations.

- 4 hour Food Safety Manager Class & Certification Exam
- 1 hour Food Safety Manager Class & Online Exam
- Online Food Safety Manager Certification Exam
- Practice Exam



561-676-7076 | www.chefcorp.com

Tiger Gas

Benefits from Using Tiger

- **Cost Savings:** In the Florida Area, you can expect to save 18%+ on your natural gas costs by switching to Tiger, based on historical utility pricing as compared to TIGER's fiercely competitive supply pricing.
- **Fixed Pricing With Tiger:** You can lock in a fixed price for your natural gas for as little as one month, or up to three years, allowing you to budget and forecast your natural gas expenses.
- **Customer Service:** Along with the highest quality natural gas, you'll receive Tiger's award-winning, exceptional Customer Support.
- **Seamless Transition:** You will experience no downtime in your switch to Tiger, and there are no start-up, connection, or transfer fees of any kind.

www.tignaturalgas.com | 561-845-4700, ext. 1359 | cheneybrothers@tignaturalgas.com



Radio, Television & Internet

CBI Creative Solutions is a full service advertising agency that focuses on the highest quality, most effective and efficient way of reaching your potential customers while minimizing your advertising investment.

We specialize in:

- Television Packages at a fraction of the cost
- Radio Packages at a fraction of the cost
- HD National Production included in many packages
- State of the Art Radio Production included in all packages
- Social Media Marketing • SEO/SEM
- Pay Per Click • Customized Web Design

For more information, please call 800-582-1132 | www.cbicreativesolutions.com



- *Established in 1925, native to Florida – family owned & operated with members extending to the 4th generation.*
 - *Ranked #8 of the Top 100 Private Companies / South Florida Business Journal.*
 - *One of the fastest growing broadline distributors in the U.S., with annual sales over \$1.2 billion.*
 - *National scope buying power with localized focus on customer needs.*
 - *Distributing from over 1 million square feet of space between facilities in Riviera Beach, Orlando and Ocala, with a 4th facility on the way in Charlotte County.*
-
- *Six day a week delivery, with Will Call open seven days a week.*
 - *State-of-the-art Test Kitchens and Custom Meat Cutting Operations.*
 - *40 company specialists available to assist you with increasing your sales and profits.*
 - *400 Tractor trailers, 95 loading docks, 25,000 stocked items, 1800 employees, 350 trucks traveling 3 million miles per year.*
-
- *Equipment and supply specialists available for restaurant design, buildouts and equipment needs.*
 - *Proven track record managing large properties and multi-unit customers.*
 - *Annual Food Shows*

*Welcoming new
partnerships ...*



Cheney 
Brothers

Cheney Brothers | Food Service Distributors Since 1925
Riviera Beach, FL 800-432-1341 Ocala, FL 800-939-4018 Punta Gorda, FL 844-234-1341
www.cheneybrothers.com