

MANAGEMENT TEAM



Scott Queathem,
President & CEO



Rich Stella,
Vice President Sales



Dennis Dangerfield
Vice President Marketing,
Business Development



Kim Graw
Vice President Operations,
Food Service



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QUEATHEM
& ASSOCIATES

WE INTRODUCE NEW OPPORTUNITIES TO EXISTING PRODUCTS AND NEW PRODUCTS TO EXISTING OPPORTUNITIES.

We provide sales opportunities and consulting services that enable our customers to reach new heights through increased product exposure and marketing strategy. Whether we work as consultants or an outsourced sales management team, our clients benefit from the network of professional brokers chosen and managed by our office.



“No matter how good, you can’t sell a product the consumer can’t find.”

MANAGEMENT SERVICES

- Evaluate product
- Provide growth strategy
- Assign broker networks
- Direct sales teams
- Enhance sales presentations
- Gain distribution coverage
- Implement sales tactics
- Develop product promotions
- Manage sales networks



QUEATHAM & ASSOCIATES IS THE BEST CHOICE FOR AN OUTSOURCED GROCERY SALES AND MARKETING TEAM

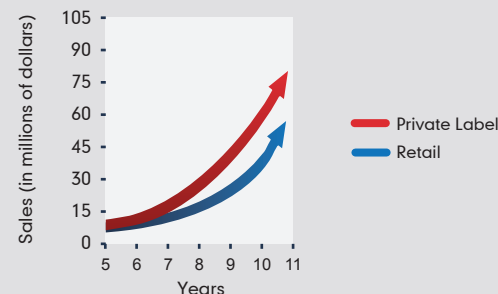
Representing over **\$50 Million** in annual retail and foodservices sales.

As an extension of your marketing team, we provide the access to key accounts that can accelerate your market penetration. Our sales strategies are focused, comprehensive and action oriented. Our services are professional, market driven and effective.

We specialize in providing proven sales strategies and effective tactics coupled with access to a vast network of brokers and distributors to increase your product sales.

After seeking out our services, many of our clients have seen extraordinary results, significantly higher product sales, and increased market share.

Q&A Client Growth



SALES ACCELERATION PROGRAM



LOYALTY, VALUE AND ETHICS

Our loyalty is to our clients. Our role is one of sales, customer support and service, requiring that we work in close partnership with our clients to develop mutually agreed upon short and long-term objectives, strategies and programs that will provide optimum results, cost-effectively. We employ the highest ethical standards and maintain strict confidentiality.