

**We
Know
People**

**Zagnoli Trading
Company**

Foodservice Advisors
Business Development Strategists
Idea Merchants

Rolie Zagnoli
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Company**

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**Need help
connecting the
dots in your
foodservice
business?**

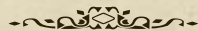
**Zagnoli Trading
Company**

We...have experience

utilizing 19 years of industry background, capped by ten years of executive level management with both established and emerging companies. Experience that includes both the beverage product and beverage equipment manufacturing sides of the foodservice industry.

Rolie's highlighted past responsibilities include: The hot coffee platform and creation of iced coffee brewing for Dunkin Brands; the equipment execution and launch of premium coffee for McDonald's; the alliance of Au Bon Pain and The Coffee Connection for a profitable urban chain destination; the co-branded Gourmet Bean platform for Marriott; and the equipment specification of North American coffee for Coca-Cola. Rolie's additional team leadership roles resulted in successful coffee, iced tea, and creative beverage programs within the food distribution, convenience store, hospitality, and formulation market segments.

Zagnoli Trading Company prides itself with bringing supportive education to the most talented teams working with creative products, and challenging ventures in the foodservice industry.



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Know...how to make you profitable

at Zagnoli Trading Company. We understand your goals and will show you how sharing relationship and your distinctive industry products can help gain traction for success. Regardless of the size of your business, or whether you are in supply chain or chain business, we can help you connect the dots for a profitable future.

- **Major Account Enrichment**
- **New Business Development**
- **Customer Focus**
- **Strategic Growth, Planning, and Execution**
- **Building High Performance Teams**
- **Cross Functional Leadership**
- **Trend Analysis**
- **Forensic Sales Expertise**
- **Sustainable Business Innovation**

People...are talking

"Rolie demonstrated tremendous insights into Dunkin Brands as a key supplier of critical technology to the brand. Rolie is great to work with and knows how to partner across teams to ensure a great quality outcome."

—Ken Kimmel,
former Chief Brand Officer, Baskin Robbins
VP, Cafe 31 Concept Development at Dunkin Brands

"Rolie played an integral role in helping us establish a foundation of strategic principles in evolving our drip coffee platform, from product, to packaging, to optimal brewing systems. His expertise and action orientation combined with his deep sense of commitment and integrity make him one of the elite suppliers I've had the pleasure of working with."

—Richard Yoo, Sr. Director,
McDonald's Corporation

"For many years my company, The Coffee Connection with its many outlets in New England, relied on Rolie as the representative for our coffee equipment. That was a service I never worried about. Rolie was as professional-with-a-smile as it ever gets! His response and attention were lightning fast. I am a permanent fan."

—George Howell, Founder,
The Coffee Connection

"Over the past 15 years that I have worked with Rolie Zagnoli, he has continuously demonstrated outstanding competency, values and solid business judgment. He is incredibly easy to work with, providing exceptional industry knowledge combined with a unique talent for solving complex business needs. He connects the dots well between the consumer trends and competitive business solutions. It won't take long for you not only to respect his business acumen but to feel the beginning of a lifelong friendship as I have."

—George Condos,
former Chief Brand Officer, Dunkin Donuts
former CEO, Friendly's Ice Cream