









BDM TEAM: PRODUCT & MARKET EXPERTS

2020-21 COVID Recovery Plan

One attribute of the Vulcan Difference is that we offer dedicated product specialists by cooking equipment category. Since the onset of the COVID-19 pandemic, our BDM team has broadened their expertise by focusing on key market segments. See below for product and segment expertise. Our team is ready to help with any opportunity you may have.

PRODUCT LINE		PRODUCT EXPERT		KEY MARKET SEGMENT	MARKET EXPERT	
	Convection Ovens	Kenny Graven	502-649-5137	Corrections	Kenny Graven Chris Cook	502-649-5137 443-797-2406
	Heated Holding	Kenny Graven	502-649-5137	Healthcare	Ray Bittikofer Roxanne Holt	937-609-0774 410-800-5192
	Ranges	Roxanne Holt	410-800-5192	Government	Chris Cook	443-797-2406
	Steamers, Kettles & Braising Pans	Kim Dowrey	865-805-2060	K-12	Mike Burke David Sager Kim Dowrey	816-914-7444 937-875-0758 865-805-2060
	Combi Ovens	David Sager	937-875-0758	Retail	Paul Forrest Ray Bittikofer	410-365-0079 937-609-0774
	Fryers, Griddles & Charbroilers <i>Refer to next page for BDM by rep group.</i>	Paul Forrest Chris Cook Stacey Turek	410-365-0079 443-797-2406 314-550-5499	Foodservice Chain (FSO) <i>Greater than 50 units</i> <i>Less than 50 units</i>	Stacey Turek Roxanne Holt	314-550-5499 410-800-5192
				Foodservice Chain (NAM)	Stacey Turek	314-550-5499



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BDM by Rep Group for Fryers, Griddles & Charbroilers

PAUL FORREST

410-365-0079

04	Florida Reps
09	Pro-Quip Foodservice
11	4 Star Reps
15	Squier Associates
22	PBAC & Associates South
24	Dave Swain Associates
26	PBAC & Associates North
33	HRI, Inc.
35	E Ruff & Associates
65	Total Source

STACEY TUREK

314-550-5499

71	Burlis-Lawson Group
75	Equipment Preference, Inc.

For all Vulcan products, Stacey will be working with each rep group on new chain opportunities with 50+ store locations.

CHRIS COOK

443-797-2406

01	Premier Foodservice Group
02	Premier Foodservice Group - Carolinas
40	ITW FEG Chicago
41	AFS, Inc.
46	Daly & DeRoma Group
61	RHI Solutions
62	KLH Marketing
63	Premier Marketing Group

