



P.O. Box 636
DALLAS, GA. 30132
866-618-2513

Their Satisfaction

"Helping Individuals Find Valuable Location Placements Since 1999"

NOW -

January 14, 2009 -Dear DK Locating, We would like to hire out your services again. Could you please send us out another location agreement... thank you! **E. Banks - PA**

December 27, 2008 -Don, The locations are coming great. You have done a fantastic job! Again, fantastic job thus far. The other 8 locations are very solid.

Thanks Don, you are the best. We will get these last 2 machines placed tomorrow. I will let you know when we have our next 20. We are thinking of buying our next 20 later this month or early February. **Spencer B. Boise, ID.**

November 29, 2008 -Don, thanks for the quick and efficient location replacement. Within 4 days after I called you about the problem location, you had another location for me and the delivery went smoothly. Good service.

David -Horizon Vending Services LLC Tucson, AZ

December 14, 2008 -I am writing this letter to thank Don Kimball of DK Locating for his prompt and professional service. If you're looking for a vending locating service who can do the job right, look no further than DK Locating ...and I don't believe you will find anyone or any company any better than Don. GREAT JOB!!! **Mark E. Bates - Morton, MS**

September 6, 2008 - Hopefully business is booming for you. I wanted to give you a shout and thank you for your services. It's hard to come across an individual with enough integrity to help someone before they see any money. I'm extremely satisfied I chose DK Locating... DK Locating was very prompt and consistent and did a great job... Mr. Kimball is a well-organized businessman and does what he says he's going to do. I'd like to say I would most certainly choose DK Locating to help me with future endeavors.

Ryan K. Panama City, Florida

July 2, 2008, I am writing this letter of recommendation for DK Locating... DK Locating will answer any questions that you have and check on your business from time to time to see how the business is operating... Thank You, **Lion Vending. Norcross, GA**

June 20, 2008,... I'm very glad I chose DK Locating. In the future,... , I would like to use you again. **Gary O. Brandon, MS.**

May 21, 2008 - Dear Don, I wanted to thank you for BOTH of the locating jobs you did... .. DK Locating picked the best locations and would decline a location when he felt it was a poor location... I will not think twice about hiring DK Locating for a third time!!! I recommend DK Locating to anyone that is in need of finding locations... I have put my phone number below and encourage anyone with doubts or questions about locating with DK Locating to give me a call to discuss what DK Locating has done for my business and what great things they will do for you!!!!...

Gary R. Lenoir NC. - Merrillville, IN

March 21, 2008 - Hi,...As soon as I get your paperwork, I will print, sign, and fax it back to you. Thanks again for all of the advance help you have given me without a contract. **Kathi R. Orange Park, FL.**

March 29, 2008 - I am writing you this note to let you know what a truly great rep you have with Don. Kimball. He was a great asset to me in getting into the swing of how to land an account. This man showed me how to scope out potential money making accounts and then how to sell the bill of goods to the Managers and Owners of the accounts. He is truly an asset to your company and I would recommend your company and especially Don to anyone.

John C. Indianapolis, IN.

THEN -

May 30, 2001 - This letter is a recommendation of Mr. Donald Kimball as a professional... In September 2000, we hired Mr. Kimball as a locator,... We were delighted with the timeliness and professionalism he exhibited... ..We are very happy with the locating services in which DK Locating has provided us,...

Scott & Karen M., Fremont, CA.

December 02, 2004 - DK Locating is not your ordinary locator that you usually find. At DK, they are concerned about you, then they are concerned about finding superb locations. When you call to ask a question, they always answer the phone and are available immediately to help you...DK is working with you and your business, unlike other locators who work for you, drop the locations to you and then are done with you and don't want to be bothered by you again. DK is not comparable to other locators out there in the work that they will do for you. They want you to be successful and will do everything possible for you to help your business to get off on the right foot.... They give you really good advice....They are very dependable... You can trust them to find you locations in your specified area and they are also the type of people who will continue to help you after they are done finding your locations....If you choose DK Locating, you will be happy you did.Do not hesitate to call them

Cindy K., Lawrence KS

February 11, 2005 - Thank you so for placing my locations in such a timely matter. Great Locations! I am looking forward to getting the 5 relocates back soon. It's so nice working with a company that does what it says it will do. I've given a good reference to some of my vending friends. I plan on doing business with you again. Sincerely,

H+J Vending. Secaucus, NJ.

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"Bringing Products and Services to Market for Businesses Since 1979"

Your Assurance

ABOUT US

Welcome and thank you for considering DK Locating.

My name is Donald H. Kimball and I have been helping hundreds of individuals and companies find thousands of locations for their products throughout the United States since 1979. My experience in sales and marketing for over 28 years has given me the knowledge and insight to finding that better location for all of my customer's products and services. Me, along with my team, have been responsible for many individual's successes and have continued to be instrumental in their growth.

I take pride in the fact we have been able to handle all requests, from the seemingly simple task of doing sales in a small targeted area, to the more difficult project in the handling of a companies complete product marketing project.

Although we are viewed as small in size we have always been huge on our results. Our many years of service has allowed us to accumulate many resources that have become instrumental in our ability to efficiently and effectively target and saturate a market with better precision, better results, and in less time.

Our years of success is attributed to our ability to understand our customer's needs and to offer programs that are flexible and designed to exceed our customer's goals. We offer training, support, and guaranteed results. Our customers continually testify to their satisfaction and our BBB record reflects our honesty and dedication to do the job right.

QUALIFICATIONS

- ✓ 28 years of Sales and Marketing Experience
- ✓ 28 years of Businesses to Businesses Sales
- ✓ 18 years of Manufacturers Representation
- ✓ 15 years of Management Experience
- ✓ 8 Years of Location Placement Service
- ✓ Instrumental in the Success of over 300 Individuals.
- ✓ Responsible for the Expansion of 17 Distribution Companies
- ✓ Placed on Location over 20,000 vending machines
- ✓ Found outlets for over 100 different products in over 10,000 Locations
- ✓ Sales in over 46 states

GUARANTEE

We guarantee your satisfaction on every service and program we offer. Our vast knowledge in marketing and sales, and our many years of experience, has taught us the better way to make you successful. We know what are the most profitable locations. And we teach you how to get the most money from each and every one of those locations. When you chose DK Locating, you chose a company that cares about you being successful. You're in business for yourself, not by yourself.

CONCLUSION

If you are an individual or company that needs a product or service brought to market by a professional company, and you demand results that are immediate and profitable, then DK Locating is the company for you. The recommendations attest to our dedication and our BBB record shows we keep our promises.

You have my word, sincerely, *Donald H. Kimball*

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"Better Company, Better Locations, Better Guarantees, and Better Service"

The Solution

AGREEMENT

TELEMARKET

E-Mail:

Invoice:

• **Definitions:**

- *Vendor*- refers to the contracted and/or owner of item to be placed.
- *Item*- refers to, any apparatuses for retail sales that need to be located.
- *Location*- refers to the businesses accepting the item.
- *Placement*- refers to the physical presence of the item at business.
- *Locator*- refers to **DK Locating** and/or any principle thereof.
- *Retail operation*- refers to any and all operations for successful retail sales.
- *Program*- refers to the duration and attributes of the guarantee.
- *Guarantee*- refers to an obligatory assurance of all parties bound by the *terms and conditions.

Vendors Name:

Phones:

Address:

City:

State:

*Terms and Conditions

- 1) The vendor understands and accepts all responsibility involved in the terms and execution of this agreement, and understands and accepts, there is no deviation from terms and execution of said agreement without prior written consent.
- 2) All items must be ready for retail operation at the agreed upon time of placement and be on location within 7 days..
- 3) After placement, the vendor must conduct their business in a manner that won't affect their retail operation's success.
- 4) All requests for location replacements must be done by completely filling out the *Location Replacement Form* in it's entirety.
- 5) Guarantee covers the relocation of the item from its original location only and all items must be removed prior to replacement.
- 6) The guarantee can be activated and exercised only one time and is not restricted to the amount of locations.
- 7) The guarantee must be activated within its allotted time, written exceptions excluded.
- 8) The guarantee program's allotted time begins upon location completion.
- 9) All location placements are subject to the approval of the vendor.

Charity:

Commission:

Start Date:

Item:

Quantity:

Program: 60 / 90 / 120/ Day, 100% Placement Satisfaction.

Location fee per machine \$

Total agreement/contract amount \$

Deposit amount due upon signing Agreement \$

Thank you for using DK Locating

The locations solicited by DK Locating have historically been proven to be the most successful locations for our customers and their products. No location company can be correct one hundred percent of the time, however; with our outstanding guarantees that allow you to get 100% relocations, we highly recommend and appreciate your consideration for every location that we refer to you. Many vendors realize pre-judging a location can cost them large profits. *DK Locating* does not guarantee the amount of vends or income per location, however; we are determined to get confirmed placements at locations that should be successful.

It is has always been DK Locating's practice to enter into any and all agreements honorably and responsibly without misrepresentation or fraud. Therefore, any misrepresentation or conscience fraud by Vendor voids all our contractual obligations.

UPON SIGNING THIS AGREEMENT, ALL PARTIES INVOLVED HAVE AGREED TO THE *TERMS AND CONDITIONS

Thank-you, *Donald H. Kimball*

I Agree _____



vendors signature

Date _____

COMPLETE AND RETURN TO DK LOCATING

FAX TO: 770-573-9452

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Project Target

Customer Name _____ **Date** _____

Please answer the questions below and provide DK Locating with as much information as possible. The more information we have, the better we can assist you. Those questions that don't pertain to you feel free to ignore them and leave those spaces blank. We thank you for your participation and help.

Purchase History			
Item		Quantity	
Company and Phone Number			
Sales Person and Phone Number			
Charities and Commissions			
Charity's Full Name <i>(if applicable)</i>			
Charity's Address and Phone Number		Commission Percent <i>(if applicable-circle one)</i>	% Net - Gross
Monthly Income Projections			
Per Unit		Per Route	
Route Placements*			
Desired Locations <i>(retail, industrial, auto, restaurants, ect...)</i>			
Undesirable Locations <i>(tattoo, adult, bars, ect...)</i>			
Desired Zip Codes <i>(specific zip codes)</i>			
Desired Town(s) <i>(Most to least desirable)</i>			
Jobs are scheduled upon arrival of all required forms and the clearance of funds. Please allow at least 7-10 business days for completion. Item delivery must be prompt – schedule time to do it within 3 business days upon receipt of confirmed locations. DK Locating's policy is no refunds on completed or in progress jobs. Placements refused by the vendor are non-refundable. Circumstances not allowing us to fulfill our agreed obligations are considered for refunds; however, all applicable refunds will be charged a 25% already costs incurred charge. PLEASE BE ACCURATE IN YOUR DIRECTIONS			

I have read and understand - Vendors Signature _____  Date _____

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Steps to Success

Thank you for considering DK for your placement service. Below is a list of steps that explain what you can expect from us from the time you sign the agreement to the time you place your item. If you have any questions, please give me a call at 866-618-2513.

Step 1 – Agreement

Review the Agreement and then sign your name with the date. If any corrections need to be made, call the office, and we will grant you authorization.

Step 2 – Project Target

The Project Target is the most valuable tool we have in getting you the type of locations that you most desire and in the area that you desire to have them placed. It was designed to allow my staff and I to get to know you better and the more questions you answer, the more on target we will be. Please fill out all the questions that pertain to your particular project.

Step 3 – Payment Options

We have four options available for payment. You can mail us a check. We can accept credit card payments over the phone through our secured network. You can make a payment on our website. Or, an option we prefer, we can invoice you through Pay Pal, an online payment system that is securely used by millions of people. The invoice will be sent to your e-mail informing you of a request for payment by DK Companies. Open the email and enclosed you will find all of the instructions and steps necessary to make a successful payment.

Step 4 – Starting Your Project

Once payment has been received and funds have cleared, we immediately start processing your order. First, we enter all of your information into our database and then prepare all of the necessary paperwork required to make your project successful. We create a list of locations that is from your designated area and is according to your desires, we assign one of our staff that is qualified for your particular project, and then we do the scheduling. To get you started averages about 3 days. However, it mostly depends on how many projects like yours are being handled at that particular time.

Step 5 – Location Placement Approved

Once we have received approval for the placement of your equipment, our staff person hands it over to our managers for verification. Our managers call the business and thank them while verifying all of the information they gave us. We also verify that proper authorization was given for the placement. After we have verified the correctness of the approval, we immediately e-mail the information to you for delivery. You will receive the name, address, phone number, contact person, and the best times for delivery. We will also include important comments from the location or if there is a need, additional instructions.

Step 6 -Replacement Request

We are the only company in the business that guarantees 100% of our work. To request a location replacement all you need is the Location Replacement Form. Fill it out, send it in, and we'll find you a new location. That was easy.

We are completing most of our projects within 10 days and some in less than 3.



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Customer Checklist

_____ Vending machine is assembled. *(if to be delivered)*
It is very important that your machine or display be ready for retail operation. It must be completely assembled,
(NOTE: in some instances, for delivery purposes, it is best to leave the stands unassembled, if possible).

_____ Machine product settings have been completed and dispense the correct amount.
Each manufacturer has different product settings for their machines. Some are pre-set upon delivery and some you have to set yourself. Make sure the settings on your machines dispense a sufficient amount of product for your customers.

_____ Interior Product Labels have been posted
Labels describe and advertise the products you offer – it helps you sell more! Place them on the interior of the machine to keep them protected and out of the reach of the public. Secure them with tape. Be very neat!

_____ Machines have been filled half way with product *(if to be delivered)*
It is best to fill your product containers half way during the initial location of your machine. This will decrease the weight and make it easier for delivery.

_____ Charity labels have been placed visibly on your machines. *(when applicable)*
Most charities involved in the vendor outreach program have labels that can readily be affixed to the exterior of your machine. However; some charity labels may have to be protected and placed on the interior – both visible to the public.

_____ Service labels have been placed – this a must!
A small label should be placed on the machine that states, “for service call” and your phone number. This will let the location know where to contact you if they need more products. Use your cell phone number and never put your address!

_____ Need other labels?
Some vendors have placed other labels on their machines attesting to their products freshness and boasting about their vended portions, and successfully have increased their income.

_____ Machines have been tested for proper operation.
Proper operation of your machines is imperative. If your machine is not working properly, you will not only lose sales, but, you could be asked to have your machine removed from the location because of its poor performance.

_____ Machines are readily accessible for locator - *(if to be delivered)*
Ideally, the place to store your machines, until your locator arrives, is in a storage unit that has ground level access or a garage that is easily accessible. Avoid flights of stairs. Make your machines easily accessible.

_____ Checklist Complete!
After you have checked this box you have completed the important first steps of your business venture.
Good Luck, lots of people have made lots of money in vending, and now you can be one of those lots of money people.

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Delivery Process

Remember finding these profitable locations is not an easy process and requires great effort by DK Locating. When delivering your vending machines, you also must apply the same efforts, to ensure getting your locations. When delivering the equipment to the location, you are not a delivery person, you are a professional business owner. You are that person who is well dressed, well mannered, and have that product knowledge.

When delivering your vending machines to their approved, confirmed locations. Please use the following procedures. Failure to comply with these procedures will hinder your success considerably.

1. Equipment check list should have been completed and all equipment is service ready.
2. DO NOT CALL the location prior to delivery. Unless instructed to do so. Permission has already been confirmed at least twice. Once by our staff and again by our management team,.
3. Dress appropriately and be polite and thankful- people appreciate respect and manners Listen to their suggestions – the business owner knows their customers. Be flexible – understand their concerns. After all some are giving you their space for free.
4. Go to each location carrying the machine with you. Place the machine where instructed by DK Locating. If no instructions were given, place the machine in the front entrances, break area, or lobby.
5. If questioned by employees, explain that you are just dropping off the machine, that was authorized. Have your contact information available for validation.
6. Have all machines delivered within three to five business days from the time they were authorized. The longer it takes to deliver a machine, the greater the chances of losing the location.
6. Service your machines after two weeks from placement to familiarize yourself with your locations. Do not gage your income by this service call, it usually takes thirty to sixty days to make a location mature.
7. Failure to place the machines as per instructions, outlined above, can jeopardize successful placement and will result in the voiding of our agreement with you.

Thank you for using DK Locating as your locating experts. We strive to be the best in the industry and appreciate your business very much.

Thank you, *Donald H. Kimball*

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