



EVEREST

ICE AND WATER SYSTEMS

*DELIVERING THE FUTURE OF ICE
AND WATER DISPENSING EQUIPMENT*



WHO WE ARE

Everest knows that the way ice is delivered today is costly and unsustainable for the environment.

Everest designs, develops, and manufactures patented ice and water vending and dispensing systems so that every customer can access clean, refreshing ice and water made at the point of use.



4X Winner

HOW IS ICE DELIVERED TODAY?



Ice is delivered by people and a truck (or horse & buggy), also known as the direct-store-delivery (DSD) model. This hasn't changed in over a hundred years. It's time for a better, smarter and more sustainable way to deliver ice to customers.

THE ISSUES WITH ICE DELIVERY

20%+ OUT OF STOCKS

Ice delivery companies often fail to provide reliable service due to out-of-stock issues, limited supply, and shrinkage problems, leading to customer dissatisfaction and profit loss for operators.

30%+ MORE EXPENSIVE

Convenience stores, supermarkets, and retail locations are facing higher prices for delivered ice and reduce value, as bag sizes have decreased from 10 to 7 lbs. due to rising fuel, labor, and inflation costs.

98%+ MORE CO2 EMISSIONS

Ice delivery is not environmentally friendly. Each year, traditional ice production and delivery freezer trucks generate millions of tons of greenhouse gas emissions and produce billions of single-use plastic bags that end up in oceans and landfills.



WHY IS ICE DELIVERY AN OUTDATED MODEL?

- This model relies on ice production factories and refrigerated deliveries to retail locations
- As the cost of fuel, inflation or labor costs increase, so does the cost of delivered ice
- Operators experience supply shortages, with some areas reporting out-of-stocks events greater than 20%
- Inventory shrinkage can be high due to vendor theft breakage, and partially used bags - up to 20% loss
- In the past several years bag sizes across the board have decreased by an average of 30% From 2021 (when 10lb bags were the norm) down to 7lb (which is the most common weight today)
- Ice delivery generates millions of tons of CO₂ emissions annually from factories, refrigerated trucking, and single-use plastic bags
- Millions of single-Use plastic bags end up in oceans and landfills



DELIVERED ICE: HIGHER COSTS, UNRELIABLE SUPPLY, AND INCREASED ENVIRONMENTAL POLLUTION AND EMISSIONS

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THERE'S A WAY TO DO IT
BETTER - FIND IT.

THOMAS A. EDISON

C-STORE CATEGORY CAPTAIN: EVEREST ICE & WATER SYSTEMS



Meet the 2024 Category Captain for Ice: Everest Ice and Water Systems

The Everest Summit Series has dispensed more than 20 million vends without a single jam.

Susan Durtschi, Past Times Marketing

3/29/2024



Everest Ice and Water Systems has been successful in adding incremental sales growth to the ice category even as the rate for bagged ice continues to decline and the market faces many consumer challenges, with 40% of customers preferring coolers over bags.

The company offers the most advanced ice and water vending machine in the industry, with patented one-moving-part technology. It is an ecofriendly alternative to the expensive and outdated ice delivery supply chain. Plus, with a machine that produces ice continuously, convenience stores don't risk losing a sale because they're out of ice.

While most ice vending machines break down because of ice jams due to the multiple moving parts they use to move ice within the machine, the Everest Summit Series has dispensed more than 20 million vends without a single jam because it has only one moving part. It is the only commercial ice vending machine for sale in the industry to have one moving part.

With a commitment to quality and customer satisfaction, Everest Ice and Water Systems has achieved remarkable results in terms of sales and growth by partnering with a few popular retailers in the c-store industry. In the last year alone, the company saw a 400% increase in sales, and it anticipates an even higher growth rate of 1,000% in 2024.

<https://csnews.com/meet-2024-category-captain-ice-everest-ice-and-water-systems>

HOW IS EVEREST DISRUPTING THE OUTDATED ICE DELIVERY MODEL?



- Everest is composed of experts in designing and manufacturing ice vending and dispensing systems customized specifically to the client's needs
- Everest systems offer cost savings of up to 87% compared to traditional ice delivery services
- Everest systems can produce and dispense ice 24 hours a day, 7 days a week, 365 days a year
- Everest systems are equipped with the patented Versavend single-moving part dispensing technology
- Everest is partnered with the largest national service companies in the USA, such as Tech24, Newco, PepsiCo, and Ken's Beverage
- Everest systems have the smallest footprint and electricity usage of any ice vend machine on the market
- Ice created at the point of sale = greenest alternative to delivered ice
- Everest systems offer bulk ice & water vending options eliminating billions of plastic bags a year from landfills

INNOVATING THE BUSINESS MODEL



EQUIPMENT SALES



Inside sales team utilizing the best in digital marketing strategies, in addition to the new distribution channel of outside sales reps via MAFSI, and convenience channel partners.

RENTAL PROGRAM



For select clients, equipment is available for as low as \$1,100 per month, including a built-in monthly maintenance fee. Everest is paid upfront for the sale of the unit. Ownership of the asset returns to Everest after the rental term is completed.

REVENUE SHARE



For select premier clients that meet the daily average ice sales requirement, Everest will consider a revenue-sharing model with a minimum of 50% of the revenue going to Everest. Everest is responsible for maintenance of the unit(s).



OVERWHELMING DEMAND...



AUGUST 16, 2024

Everest Achieves Rare 4-Year Streak on Inc. 5000, Ranks No. 405 in 2024



FLORIDA, AUG. 16, 2024 — Everest Ice and Water Systems Celebrates Fourth Consecutive Year on the Inc. 5000 List, Climbing to #405

Everest Ice and Water Systems has once again demonstrated its industry leadership and remarkable growth by securing a spot on the prestigious Inc. 5000 list for the [fourth year in a row](#). This year, Everest achieved a significant milestone, ranking at #405, a leap from last year's position, with a three-year growth rate of 712%.

https://everesticeandwater.com/blog/everest-achieves-rare-4-year-streak-on-inc-5000-ranks-no-405-in-2024/?utm_source=chatgpt.com