



LTO Management: Simplified

From start to finish, Dot Foods optimizes the LTO process. We're the missing link between you, your distributors, and your suppliers. With our competitive lead times, vast product selection, and dedicated team, we've helped national accounts save thousands in LTO management.

LTO Challenges

- Forecasting LTO volume accurately across different areas of the country is incredibly difficult, leading to inventory imbalances.
- Coordinating replenishment orders across multiple distribution points and suppliers adds complexity to your LTO process.
- Supplier minimums usually result in excessive inventory or costly sub-minimum shipments to your distributor.
- When an LTO performs better than expected, you must pay extra for expedited shipping or risk losing business.

Dot's Solutions

- We partner with all parties in the supply chain to help determine how much product is needed for your promotion upfront.
- With 13 U.S. distribution centers and 125,000+ products, we can coordinate with your distributors to serve as a single source for all your ingredients.
- Your distributor can add as little as one case to their next Dot order, so the right amount of product reaches you right when you need it.
- Our two-to-four day deliveries to your distributor gives you flexibility to order in the quantities you need and reduce the risk of obsolete product.



We do five to six LTOs a year. There's quite a few unique ingredients, so having that easy access point makes all the difference for us. —Sara Burnett, Tropical Smoothie Cafe





How it Works



SOURCE

Visit [DotFoods.com](https://www.dotfoods.com) to decide what Dot products to source with the help of your Dot national account manager, our corporate chef, and your team.



SAMPLE

Try before you buy. Order samples on our website so you can test our various flavors and ingredients first.



PREP

Meet with your Dot team six weeks prior to LTO launch to discuss dates, items, and a replenishment plan, and coordinate the details with the suppliers.



MONITOR

Launch your LTO. We will monitor available cases, discuss inventory and item movement, and provide additional support to your team as needed.



POST-LTO REVIEW

Review the outcomes of your LTO. Over a conference call, we will discuss the LTO's results and consider a disposition plan if necessary.

Meet Chef Tim

Tim Gump brings over 40 years of industry experience to his role as corporate chef. He'll work directly with your culinary team, chefs, and research and development department to help you discover LTO ingredients from our large pantry. By understanding your unique business and providing recommendations without bias, Chef Tim will ensure you have the product you need.



Simplify LTO management. Learn more today by contacting your Dot national account manager.