



# Multi-Unit Accounts

*Creating efficiencies for manufacturers, distributors and multi-unit operators through redistribution.*

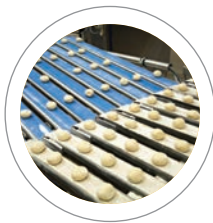


# Dot delivers *innovative solutions* in foodservice redistribution

In 1960, Dot Foods pioneered the concept of redistribution: helping food manufacturers get products in less-than-truckload (LTL) quantities to distributors in a timely and cost-effective manner.

Today, Dot is the largest redistribution company in the industry, delivering to 4,050 distributors every week, in every state throughout the nation.

## *Tremendous Selection, Weekly Deliveries, National Coverage*



### *Manufacturers*

**600+ manufacturers** in virtually every category, offering over **105,000 items**.

### *Dot*

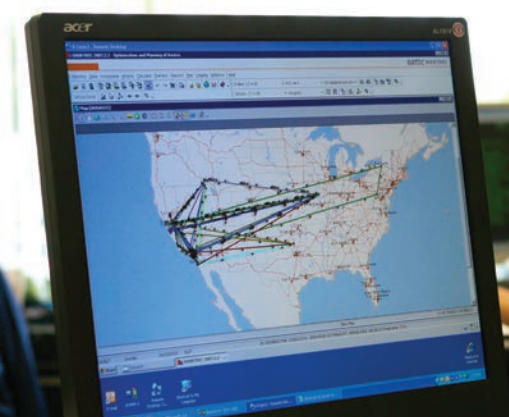
**8 distribution centers** with **35,000 stocked items** including dry, refrigerated & frozen foods, as well as equipment and supplies.

### *Distributors*

**4,050 distributors nationwide** receive weekly shipments delivered on **Dot's fleet of 800** multi-temperature trucks.

### *Multi-Unit Operators*

**Standardization** requirements are met, substitutions are minimized, & products arrive when needed.




## *Through Dot,* **MANUFACTURERS CAN:**

- Reach current customers more cost effectively, and win new ones, through Dot's network of 3,800 distributors.
- Drive sales among chains that "shop" Dot's product offering to source new menu items or limited time offerings (LTOs).
- Help drive compliance by enabling distributors to provide the right products without substitutions.
- Simplify LTO and test market management.
- Use Dot's national account specialists as an extended sales force to call on multi-unit operator headquarters and expand new business opportunities.
- Lower costs by consolidating inefficient LTL volume into efficient truckload volume through redistribution.
- Improve service through more frequent deliveries to distributors.

## *Through Dot,* **DISTRIBUTORS CAN:**

- Order with no individual product line minimums, just meet Dot's overall 5,000-pound minimum.
- Receive product more quickly, with lead times of just 2-4 business days.
- Improve ROI through lower inventory and faster turns.
- Maintain a consistent weekly delivery schedule.
- Improve service to multi-unit operators through more frequent deliveries.

# For multi-unit operators, Dot *improves efficiencies* throughout the supply chain



**Dot keeps distributors stocked with products multi-unit operators need,** assuring standardization requirements are met, substitutions are minimized, and products are delivered in a timely manner. For these and all the reasons that follow, redistribution through Dot is simply smart business!

# Multi-unit operators across the country rely on Dot as an essential partner in their supply chain.

## *Improved Product Sourcing*

Multi-unit operators can shop Dot's selection of more than 105,000 SKUs to source new products, increasing sales for all stakeholders. Dot's volume and reach are unparalleled in the industry. Because Dot already sells to more than 3,800 distributors on a weekly basis, we give multi-unit operators access to over 600 manufacturers and 105,000 items that are available — with no individual product line minimum — to their distributors.

By keeping a consistent flow of products to the distributor, multi-unit operators can be assured access to the products they need, when they need them.

## *Convenience Through the Dot Expressway®*

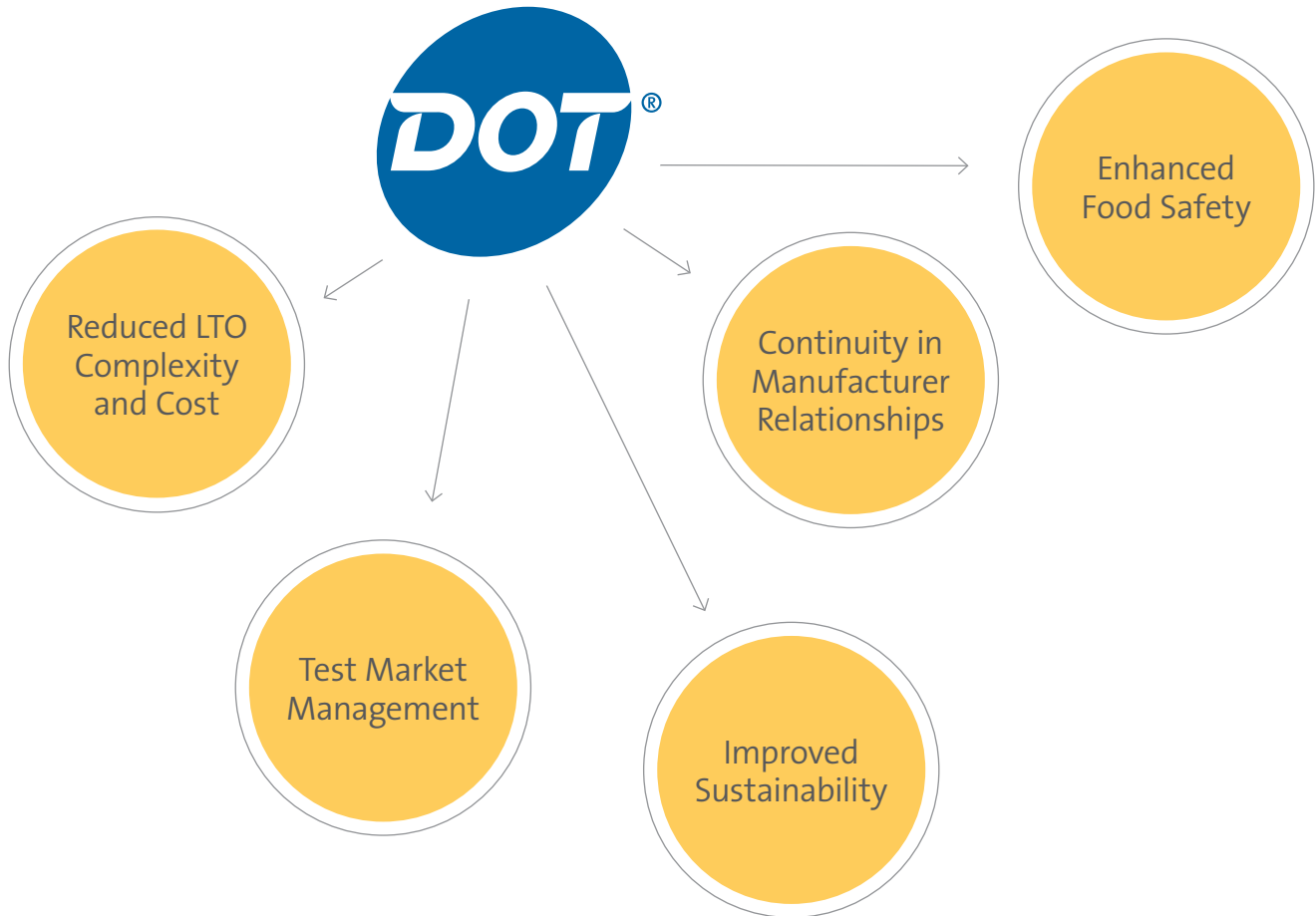
Through our proprietary website, the Dot Expressway®, our supply chain partners can search our product offering, download search results, view stock status and additional product information, such as nutrition facts.

## *Increase Compliance and Standardization*

Multi-unit operators rely on distributors to consistently stock the products they need to provide a consistent customer experience and control costs. Through weekly Dot deliveries, distributors have greater control over their inventory, so they're more likely to have a steady supply of the products operators need and are less likely to make substitutions. This increases compliance throughout the supply chain and allows for standardization of additional products in the future.



# What *more* does Dot deliver?



## *Reduced LTO complexity and cost*

Promotions and LTOs are challenging for everyone in the supply chain. Demand is unpredictable. Timeliness — getting product into the right hands at the right time — is critical. Dot helps supply chain partners manage LTOs efficiently by creating a central location for initial product roll-out, providing one control point for communication, simplifying replenishment to the distributor and reducing expenses through consolidation. Dot's weekly deliveries allow responsiveness to changes in demand and assure products make it to market quickly when needed. Plus, Dot reduces the need for distributors to buy in bulk, improving service and minimizing obsolete risk.

## *Test market management*

Like LTOs, test products and markets can be challenging and costly to manage. Dot is uniquely qualified to help all partners manage tests more efficiently. Thanks to our national reach, we can respond quickly and easily to regional market needs. Distributors can order in small volumes and replenish inventory in response to demand through weekly deliveries. With Dot as your partner, tests run more smoothly and with greater cost control.

## *Improved sustainability*

By consolidating small orders to multiple distributors, Dot reduces the number of trucks and amount of fuel needed to ship products nationwide, which reduces the carbon footprint. It's all part of our larger commitment to reducing the environmental impact of supply chain operations. We continue to actively seek out sustainable solutions for our business.

## *Enhanced food safety*

At Dot, we own and operate our distribution centers and our fleet of 800 multi-temperature trucks — so products are stored and shipped in a controlled, safe environment that assures quality. Dot can also provide timely, essential information to supply chain partners, regarding food safety issues, like recalls. At every stage, Dot works to assure the integrity of your products.

## *Continuity in manufacturer relationships*

Dot functions as an extension of the manufacturer's supply chain. That means manufacturer terms and pricing pass through to distributors as if they were buying direct, but with the convenience of Dot handling the invoices and shipping. Adding Dot to your supply chain does not interfere with manufacturer partnerships; we simply make it easier for their products to reach you.

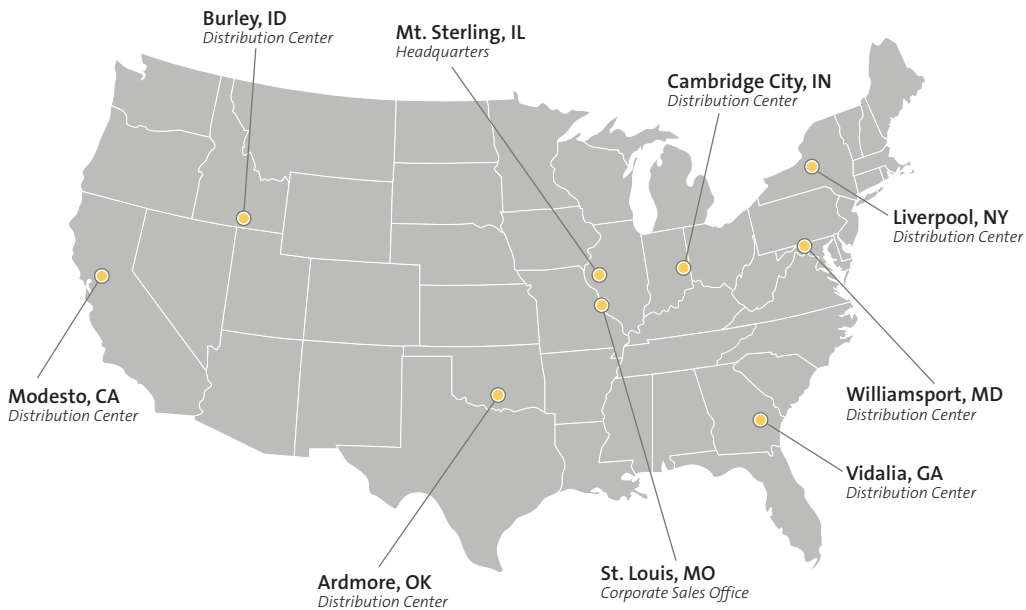
**FIND OUT HOW DOT CAN SIMPLIFY YOUR NEXT PROMOTION AND SUPPORT ITS SUCCESS!**  
Contact one of our National Account Managers at 800.366.5666.

***Our Brand Promise: What does it mean for you?***

***We'll treat you the way we'd want to be treated.*** Dot is family owned and operated, and our values reflect that. We act with integrity and respect for our customers — not only as business partners, but as people.

***If there's a better way, we'll find it.*** Dot was first in food redistribution because our founder saw a need and filled it. We continue that pioneering spirit today, developing creative solutions that help our partners work smarter, faster, better.

***We're here to support your growth.*** We know that if we can simplify your business, increase your market share, or boost your profits, we've not only helped your business, we've helped ours. So we keep our focus on service to keep you coming back for more!



**Dot Foods, Inc.**  
One Dot Way, P.O. Box 192 | Mt. Sterling, IL 62353

**800.366.5666 | [www.dotfoods.com](http://www.dotfoods.com)**