



Dot on Demand[®] Program

Your strategy for expediting products to your customers.



Automate Dot on Demand[®] through the Dot Expressway[®]

Here's how the DOD Expressway works:

- You request DSR user names and passwords on dotfoods.com so DSRs with wireless laptops can access the new Dot on Demand view on the Expressway from anywhere.
- DSRs will only see, search and order the Dot product lines you've chosen. You can include product lines based on your own sales strategy and DSR users will only see Dot stock items.
- For the new DSR "Sell Pricing" view, you can use our default mark up percentage by major product division (Dry, Frozen, Refrigerated, Non Foods, Protein) – or give our Help Desk your own mark up percentages. You can even specify mark ups by product line and category within a supplier's offering. You indicate your preferred mark ups on a new Dot form and submit them to our Help Desk.
- When your DSRs place orders, they enter a separate PO number for each temperature category and shipment method chosen. Dot can then send you a single invoice for each PO.
- **Your DSR chooses the shipping method:** Dot truck to your warehouse or one of 3 FedEx options. FedEx information is displayed on screen showing both the shipping method and charges so your DSR can calculate a delivered price on the spot. DOD PO's arriving with your regular Dot orders will be listed by PO for easy sorting.
- Once the DSRs submit an order directly to us on the Expressway, we will immediately send them an electronic confirmation. The DSR can enter a second email address in the Shopping Cart to copy your Purchasing or Administrative staff. The confirmation shows your sell price, shipping charges, PO# and customer number, along with product numbers and descriptions. You will be able to do new item set up and invoicing from this confirmation.
- Dot also sends our usual order confirmation that night. The final confirmation for FedEx orders shows the PO#, shipping charges, FedEx tracking number, destination and Dot's price to you on the product. Your invoice has the same information.



See the back page of this brochure for example views of the Shopping Cart for the Dot on Demand Expressway.

Dot on Demand[®] Program

Our **Dot on Demand[®]** program allows you to request expedited shipping via FedEx either to your warehouse location or directly to your operator customer on all stocked food, non-foods and E&S items. Dot on Demand helps you ship faster, bill faster and collect faster. Dot Foods will remain transparent throughout the transaction. Your company name will show as the shipper on any shipments directly to the operator.



1

Operator requests item from distributor.



2

Distributor places order with Dot.

Benefits

- Provides better service to your customers if normal Dot fleet lead times and delivery won't meet your customer needs.
- Helps you expand your product offering and services without the requirement of additional stock items, space and inventory.
- Assists you in handling your special orders more efficiently.
- Provides expedited lead times and high service levels to your customers.
- Gives you access to over 7,000+ stock non-foods/ E&S items and 20,000 stock food items at Dot.
- Provides competitive advantage in your market place.
- Helps you reduce operating expenses.

Program Details

- Orders received before 9:30 AM Central Time will be sent out that same day.
- Minimum order size is \$50.00. There will be a \$5.00 small order charge if order is under \$50.00.
- Shipment of china and glassware will be available through this program with an additional \$4.00 per case repackaging charge.
- You will be invoiced at regular Dot price plus shipping charges.
- Some hazardous, flammable and high cube items cannot be shipped or could require additional shipping charges.
- Dot's invoice will provide you the tracking number for your order.
- Your tracking number may also be used at the FedEx website (www.fedex.com) for their Signature on Demand services. This will provide you proof of delivery at your customer's location.

Expedite products to your customers in four easy steps.

New Order Option: The Dot Expressway now features customized Dot on Demand search and order screens specifically designed for use by your approved sales/buyer staff. Users you approve gain access to normal Expressway search functions and the result screens display products with customized pricing that you specify for the end user. You do the billing. In addition, DOD orders can be placed directly on the Expressway with all the delivery options outlined here to choose from. Ask your Dot DSM for details.



3 Dot ships DOD to your warehouse or directly to your customer's door.



4 Operator receives item.

Shipping Options

When using the **New Order Option** described above, your approved users in Sales or Purchasing can select the FedEx shipping options listed below...or they can opt to have the order delivered to your warehouse along with your regular Dot order ... all done right on the Dot Expressway ordering screens.

Ground Shipments

- **Fixed Rate** – We can set you up on a fixed shipping charge (*per cwt/weight*). This allows your sales people to quote shipping charges in the field. There is a minimum shipping charge on this option.
- **Standard FedEx Charge** – We can quote it for you, or you can go to the FedEx website.

Overnight, 2nd Day or 3rd Day

- **Standard FedEx Charge** – We do not offer fixed shipping rates.

What We Need

The order information outlined in this section can be provided via your normal purchase order communication with Dot (*EDI, fax or email*) or it can be provided using the new ordering screens available to your approved Expressway users in Purchasing or Sales.

- Separate Purchase Order per order.
- Name, Address, Contact and Phone Number of shipping location.
- Dot # or Mfg # with description.
- Quantity and pack size.
- **Shipping Method:** Overnight, 2nd Day, 3rd Day or Ground.
- You must sign an agreement for Dot to send glass or china. Dot is not responsible for damage on shipment of glass or china.

Your customer needs to return the product?

- **Option 1:** You pick up the product, bring it back to your warehouse, and send it back to Dot Foods on our next delivery.
- **Option 2:** You call Dot Foods, we arrange to have FedEx issue a call tag, FedEx will call your customer to arrange a pick up time.
- Product needs to be in resalable condition and in original packaging.

Example of package label and proof of delivery email for your Dot on Demand shipment

Your company name and address

Your customer's name and address

From: ABC DISTRIBUTION 425 W. PINE STREET HOUSTON, TX 77001	Ship Date: 19MAR10 ActWgt: 0.8 LB MAN System#: 0185013/CAFE2355 Account: S *****
(619) 710-0785	
TO HOTEL EQUIPMENT MANAGER 1 ELM STREET SPRINGFIELD, OH 11111 (US)	
FedEx Ground 	
Ref: 001.01.03.03.4615.1721 PO: 2135302 Dept: FEDX Cust BILLINGS-South	
	
	
(9612019) 0400516 35355612 GND Prepaid	

This tracking update has been requested by:

Company Name:	DOT FOODS
Name:	SHIPPING
E-mail:	'not provided by requestor'
Message:	PO# 200270

Our records indicate that the following shipment has been delivered:

Purchase order number:	2197713
Reference:	004.01.02.03.4616.0001
Ship (P/U) date:	May 9, 2008
Delivery date:	May 10, 2008 9:48 AM
Sign for by:	J.DEL CID
Delivered to:	Shipping/Receiving
Service type:	FedEx Priority Overnight
Packaging type:	Your Packaging
Number of pieces:	1
Weight:	26.00 lb.
Special handling/Services:	For Saturday Delivery Dry Ice

Tracking number: [936970201260](#)

Shipper Information SHIPPING DOT FOODS ONE DOT WAY MT STERLING IL US 62353	Recipient Information Chef Bob Rozar Gate Gourmet Flight Kitch 6701 WEST IMPERIAL HIGHWAY Los Angeles CA US 90045
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Please do not respond to this message. This email was sent from an unattended mailbox. This report was generated at approximately 11:54 AM CDT on 05/10/2008.

To learn more about FedEx Express, please visit our website at fedex.com.

All weights are estimated.

To track the latest status of your shipment, click on the tracking number above, or visit us at fedex.com.

This tracking update has been sent to you by FedEx on the behalf of the Requestor noted above. FedEx does not validate the authenticity of the requestor and does not validate, guarantee or warrant the authenticity of the request, the requestor's message, or the accuracy of this tracking update. For tracking results and fedex.com's terms of use, go to fedex.com.

Thank you for your business.

Dot name does not appear anywhere on label

You will receive a proof of delivery email from FedEx

If you have questions about the Dot on Demand® Program and the benefits it provides you and your customers, please contact your Dot sales representative at: 800.366.5666.

Screen shots of the Dot on Demand shopping cart.

Home Product Search Orders Help
 You Are Here > Shopping Cart - View Cart Current User: evansdier Signoff

DOT The Dot Expressway® Kellogg's® Kashit Carr's Eggs Famous Wines POP! K
 View Products

Checkout Steps [R4 DOT ON DEMAND]
 1. View Cart 2. Ship-To Info. 3. Contact Info. 4. Review/Submit

1. View Cart
[Continue Shopping](#) [Empty Cart](#) [Update Cart](#) **Proceed to Checkout**

Sort By: Entry Sequence Ascending Delivery Route: R4 DOT ON DEMAND (ROUTE 4)

Status	Dot Item No.	Mfg. No.	Item Description	Temp.	Layer	Cube	Weight	Order Quantity	Ship Method	Delete
Supplier [ANCHOR HOCKING] Product Line [ANCHOR HOCKING] Terms [2.00% 10 DAY NET 11]										
	379154	7410U	BAVARIAN PILSNER RIM TEMPERED 10 OUNCE 3 DOZEN	Dry	10	1.1883	23.00	1	Ground (R02)	
		10076440774105			30					
Supplier [ONEIDA] Product Line [ONEIDA/DELCO] Terms [0.00% 10 DAY NET 11]										
	419846	B770KSSN	STEAK KNIFE ELITE LONG HORN 1 DOZEN	Dry	60	0.0206	1.80	1	Ground (R02)	
		00078737975229			180					
Totals				Line Items	Order Weight	Order Quantity				
Dry				2	24.80	2				
Shopping Cart				2	24.80	2				

[Empty Cart](#) [Update Cart](#) **Proceed to Checkout**

Help Desk | Feedback Form | Customer Service: (800) 366-3687 Expressway Help Desk: (888) 433-2320

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Home Product Search Orders Help
 You Are Here > Checkout - Review/Submit Current User: evansdier

DOT The Dot Expressway® GHIRARDELLI® Beat the Heat with Ghirardelli® Frappe Powders! Click for more info. View Products

Checkout Steps [DOT ON DEMAND]
 1. View Cart 2. Ship-To Info. 3. Contact Info. 4. Review/Submit

3. Review/Submit
[Previous Checkout Step](#) [Print Cart](#) [Edit Cart](#) **Place Order**

Agreement: By clicking "Place Order", you are agreeing to the [pricing terms and conditions](#).

Shopping Cart Purchase Order Number: DE01202010-364 Delivery Route: Dot On Demand (Route 4) Requested Ship Date: 1/21/2010		Contact Information Contact Name: Evans Hammond Telephone Number: (217) 773-4411 Special Instructions: None		E-Mail Address: ehammond@dotfoods.com Fax Number:	
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Operator Information

1.) Recipient Address

Company Name	Evans Diner	Contact Name	Bill Jones
Address Type	Operator	E-Mail Address	
Address	1111 Clandon Blvd Lodi, CA 95242	Phone Number	(209) 327-6147
		Fax Number	

Status	Dot Item No.	Mfg. No.	Item Description	Temp.	Layer	Cube	Weight	UOM	Price	Order Quantity	Shipping & Handling Charge	Shipment Method
Supplier [HANDGARD] Product Line [HANDGARD] Terms [1.00% 10 DAY NET 11]												
	438885	304985253	Bag Food Storage 1000 Each	Dry	20	0.1953	7.23	Case	\$26.88	1	\$6.19	Ground
		10738101853535			200							
	437312	303879853	Bag Pizza 8.5X12 2000 Each	Dry	100	0.4588	11.51	Case	\$92.00	1	\$9.85	Ground
		10738101786535			100							
Ground (2 Line Items):						18.74			\$118.89	2	\$16.04	
Shopping Cart (2 Line Items):						18.74			\$118.89	2	\$16.04	

⚠ Pricing Disclaimer: Estimated price only. Actual price will be shown on your normal DOT confirmation.

Agreement: By clicking "Place Order", you are agreeing to the [pricing terms and conditions](#).

[Previous Checkout Step](#) [Print Cart](#) [Edit Cart](#) **Place Order**



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