

Dot Virtual WarehouseSM

Offer everything Dot stocks...without adding inventory



Dot's warehouses cover 2 million square feet and house 26,000 items.

Fewer slow-moving items – many items can be eliminated from your stock and still sold effectively.



Increase sales – your salesperson's laptop lists all your stock items plus Dot's inventory of 26,000 items.

Better service to your customers – your flexibility will be even greater.

Improved special order process – we help you make special orders more efficient.

1. Download items from the Dot Expressway[®] website into any spreadsheet program. You customize the spreadsheet – mark up Dot pricing to your street prices.
2. Your sales force is then ready to sell 26,000 items to the operator.
3. The Dot Virtual WarehouseSM program provides you with plenty of options. Sell new items, specialty items and items not regularly stocked.
4. Request items from Dot, and we can deliver those items to you with short lead-time.
5. Process these orders with your normal stock items.

Dot Foods has been helping food distributors manage their inventory more efficiently for the last 30+ years. We've been successful in bringing you increased turns, frequent deliveries, and reduced lead-time. We now have a program that connects your warehouse to ours: Dot Virtual Warehouse.SM You can offer our 26,000 stock items — without storing any inventory in your own warehouse!

Our experience with other distributors has shown that the Dot Virtual WarehouseSM program provides many benefits:

- *Increased sales* — a larger offering will get you more business.
- *Fewer slow-moving items* — many items can be eliminated from your stock and still sold effectively.
- *Improved special order process* — we help you make special orders more efficient.
- *Better service to your customers* — your flexibility will be even greater.

26,000 products accessible on your sales force laptops within minutes.

With the Dot Virtual WarehouseSM program, you simply download items from the Dot Expressway[®] website into any spreadsheet program. You can easily customize the spreadsheet and mark up the Dot pricing to your street prices.

Your sales force then stores the spreadsheet on their laptops. In the next day's calls, your company is then ready to sell 26,000 items to the operator with as little as two days' lead-time, depending on your order frequency from Dot.

Salespeople armed with information.

Once your salespeople have 26,000 Dot stock items available right on their laptops, they can serve your operators better. Whether it means putting out fires or helping your customers find a new menu item, the Dot Virtual Warehouse program provides you with plenty of options. You'll never again need to turn down orders when your customers insist on something that is not regularly stocked at your facility!

Racks filled with movers.

The Dot Virtual Warehouse program helps make your warehouse operations more efficient: you reduce slow-movers and increase storage of faster-moving items.

We're talking about items that move one case or so per week. There is a good chance Dot already stocks those items, so why take up valuable space in your warehouse? We can deliver those items to you with short lead-time.

Advance to seamless integration.

We are confident that you will see quick sales and efficiencies with your Dot Virtual Warehouse program. If you're interested in moving to an even more seamless approach, we can help integrate our stock items directly into your system. This will allow you to see our products in your existing sales systems, quote the appropriate lead-time, and process these orders similar to your normal stock items.



Ready to get started with your own Dot Virtual WarehouseSM program? We are ready to help... just contact your Dot sales representative.

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