



Dear Supplier,

We hope you have had a successful summer and are preparing for an even better fall! Everyone at Dot Foods is committed to our mutual success and you can count on us to do what we can to continue to grow our business together.

Speaking of growth, we want to let you know of some work we are doing soon to address the growing cost side of our business relationship. We have made the decision to move most of our remaining hard copy business transactions to electronic by the fall of 08. The transactions we are referencing here are our PO, your confirmation, advanced ship notice, invoice, item setup/maintenance, and pricing set up/maintenance. This provides us both the opportunity to lower our costs of doing business together while improving accuracy on all fronts. The more accurate we are with each other, the better we can serve our mutual distributor customers. We may even kill a few less trees while we are at it!

We understand that not all of you have the same computer systems or technological capabilities. That is why we have built as much flexibility as possible into the options we offer you to electronically connect with us. Feel free to contact Leann Hammer (A-J suppliers) or Carey Felten (K-Z suppliers) at 217-773-4411 if you have any system related questions. They will do everything in their ability to make this transition a smooth one for you.

Your Dot marketing manager will be in touch with you to discuss the appropriate details. They will work with you and your technical team to move all appropriate business processes to electronic by the fall of 08. We thank you in advance for working with us to make our relationship a more efficient one!

Best Regards,

Mike Buckley
VP – Business Development