



2013 ADVISORY BOARD

DOT FOODS, INC. | DOT TRANSPORTATION, INC.

Share, Listen and Learn

HELP US BECOME A BETTER BUSINESS PARTNER BY ATTENDING A DOT FOODS ADVISORY BOARD.

Dot Foods wants your input!

Please be our guest at the next Dot Foods Advisory Board — a gathering where E&S Foodservice Distributors, Dealers, Manufacturing Rep Groups and Manufacturers engage in an open discussion of redistribution topics with Dot's senior management team.

Since our first meeting in 1991, we've turned Advisory Board conversations into improved services and business relationships. In fact, many of the major enhancements we've made to Dot programs over the years have been suggested at these meetings. We take your feedback seriously and will follow up with you on changes we make based on your input.

This is your opportunity to bring your questions, comments and criticisms to the table, to be addressed directly by Dot's senior managers and owners. All feedback is valued and respected, because your observations — good and bad — are key to our success.

Please accept our invitation!

Join us for Dot's next Advisory Board.

Together, we can make a positive difference in our respective businesses!

Time at the Dot Advisory Board is time well spent.

We know you have many demands on your time. And we wouldn't ask you to put the Dot Advisory Board on your calendar if we didn't feel you have something to gain, too.

By joining us at this event, you'll learn more about Dot's programs and services, plus you'll have the opportunity to tour Dot's main warehouse in Mt. Sterling, Illinois. Since the Dot Advisory Board brings together non-competing E&S foodservice distributors, Dealers and Manufacturing Rep Groups from around the country, you can also share stories with industry colleagues. As you meet and mingle, you'll hear fresh perspectives, new solutions to common challenges, and tips you can use to build a better business upon your return to the office.

TYPICAL DISCUSSION TOPICS

MARKET CONDITIONS

- Sales department structure
- Sourcing products
- Pricing and profitability
- Handling non-performing inventory
- Marketing funds to distributors

DOT PROGRAMS & PEOPLE

- Working with Dot Non Food Sales Staff
- Non Foods Specialists
- Dot Non Foods Catalog
- Dot Non Foods Flyer program
- Dot on Demand® program
- Dot Expressway® website

INDUSTRY ISSUES

- Buying groups
- Manufacturer reps
- National accounts
- Industry events and associations

