

Over 10,000 products stocked in each DON Distribution Center with consistent DON #'s and product information

# **Product Categories**

- Kitchen Smallwares
- Glassware
- Dinnerware
- Flatware
- Table Service
- Bar Supplies

- Buffet Service
- Countertop & Heavy Equipment
- Cleaning Products
- Disposables

Edward Don & Company is a Buyers Edge Platform Preferred Partner for equipment, supplies and disposables. As a leading E & S distributor in the foodservice industry, DON is ideally positioned to exceed your service needs and maximize your budget. For equipment and supplies, DON is the solution that fits.

## **DON Buyers Edge Platform Program Parameters:**

#### **Freight Parameters:**

 \$300 free freight threshold for stock orders shipping from customer "home" DON Distribution Center

#### Incentives:

- 1% off invoice discount for stock re-supply orders over \$400
- 2% off invoice discount for stock re-supply orders over \$750

#### **Advantages Offered for Opening orders:**

- Additional savings offered through pricing, freight, and efficiencies
- Order Consolidation—customized to meet your needs, one shipment, multiple shipments, separation by location, i.e. housekeeping, dietary, etc.
- Back order reports provided with solutions to potential supplier challenges
- Check in documents prepared per your request, i.e. by pallet, etc.
- Assistance with check in

Opening orders require an approximate lead time of 8 weeks, should be a minimum of \$6,000, and freight will be PP&A (Guaranteed 99% fill rate)

## DON Foodservice Equipment Division (FED):

## New Construction, Renovations, and Replacement Equipment

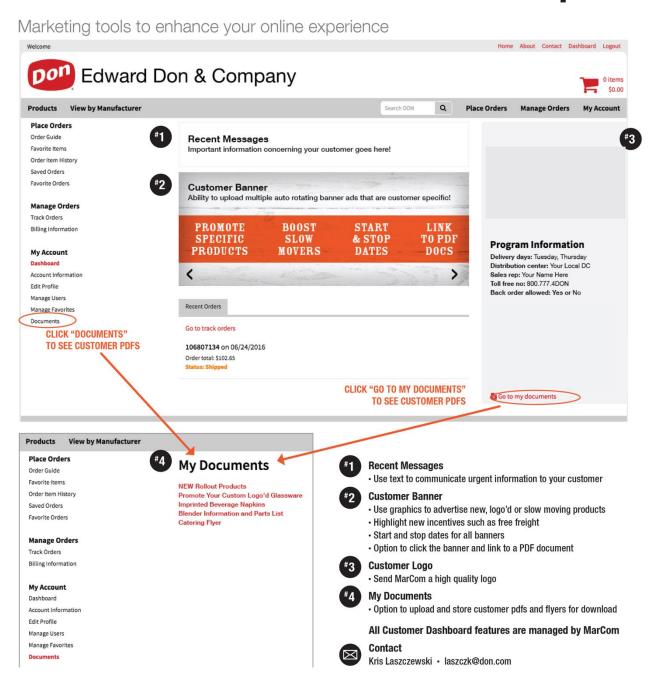
- Core Competencies
  - Design and planning
  - Equipment procurement
  - Consolidation and delivery
  - Supervised installation
  - Post installation training
  - Warranty tracking
  - Detailed reporting
  - Replacement equipment programs

## **Customer Web Dashboard**

#### **Everything at your fingertips**

Easily place orders, re-orders and track orders. Check your "My Documents" for special announcements or product flyers. Find your program information, delivery days and contact information for your local sales representative.

# don.com Customer Dashboard Example



## **Advantages and Benefits**

- Cost Savings Opportunities
- Product/Vendor Rationalization
- Alternatives/Product Sourcing
- Customized Web Dashboards
- Over 300 field sales professionals with an average tenure of 12 years

   industry experts
- IMCO (DON exclusive import company)
- Product Commonality Across all DCs
- Reporting Capabilities Customized and/or Automated
- Value Added Services Team—Consolidates orders offering additional savings and efficiencies
- Foodservice Equipment Division

# **Questions?**

Reach out to <a href="mailto:BELeads@don.com">BELeads@don.com</a>