



Everything but the Food.®



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

Marketing tools to enhance your online experience

Welcome Home About Contact Dashboard Logout

**don** Edward Don & Company 0 items \$0.00

Products View by Manufacturer  Q [Place Orders](#) [Manage Orders](#) [My Account](#)

**Place Orders**  
Order Guide  
Favorite Items  
Order Item History  
Saved Orders  
Favorite Orders

**Manage Orders**  
Track Orders  
Billing Information

**My Account**  
**Dashboard**  
Account Information  
Edit Profile  
Manage Users  
Manage Favorites  
**Documents**

**#1 Recent Messages**  
Important information concerning your customer goes here!

**#2 Customer Banner**  
Ability to upload multiple auto rotating banner ads that are customer specific!

PROMOTE SPECIFIC PRODUCTS   BOOST SLOW MOVERS   START & STOP DATES   LINK TO PDF DOCS

**Program Information**  
Delivery days: Tuesday, Thursday  
Distribution center: Your Local DC  
Sales rep: Your Name Here  
Toll free no: 800.777.4DON  
Back order allowed: Yes or No

Recent Orders

Go to track orders

106807134 on 06/24/2016  
Order total: \$102.65  
Status: Shipped

Go to my documents

CLICK "DOCUMENTS" TO SEE CUSTOMER PDFS

CLICK "GO TO MY DOCUMENTS" TO SEE CUSTOMER PDFS

Products View by Manufacturer

**#4 My Documents**

NEW Rollout Products  
Promote Your Custom Logo'd Glassware  
Imprinted Beverage Napkins  
Blender Information and Parts List  
Catering Flyer

- #1 Recent Messages**
    - Use text to communicate urgent information to your customer
  - #2 Customer Banner**
    - Use graphics to advertise new, logo'd or slow moving products
    - Highlight new incentives such as free freight
    - Start and stop dates for all banners
    - Option to click the banner and link to a PDF document
  - #3 Customer Logo**
    - Send MarCom a high quality logo
  - #4 My Documents**
    - Option to upload and store customer pdfs and flyers for download
- All Customer Dashboard features are managed by MarCom**
- Contact**  
Kris Laszczewski • laszczk@don.com

## **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 [\*\*BELeads@don.com\*\*](mailto:BELeads@don.com)