

Mid Atlantic Division

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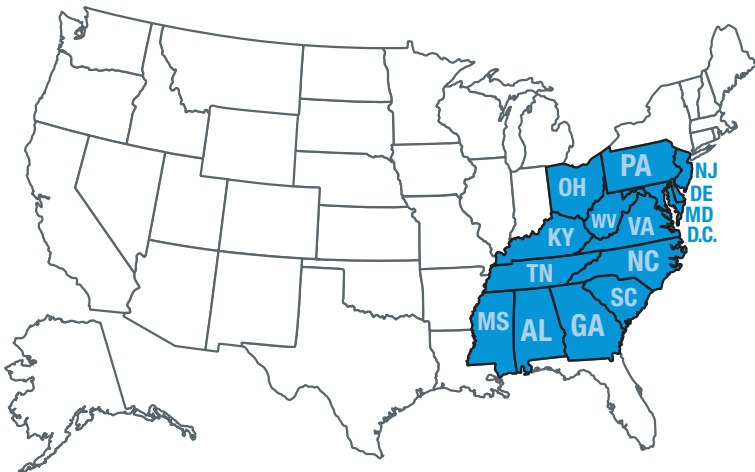
DPI Mid Atlantic is the combination of the premier perishable and specialty dry distributors in the area providing full service programs for retail chains in all departments.

Our mission is to provide all customers with an extensive variety of dry grocery, frozen and perishable specialty foods from around the world, through marketing expertise and dependable service. Our constant focus on food trends, seasonality, customs and changing demographics allows for a product selection that results in more opportunities for our customer's growth and profitability.

Having been in the specialty food distribution business since 1963, DPI Mid Atlantic has a wealth of experienced and talented employees who can offer customers innovative marketing programs with a full scope of services and solutions.

Our strengths include:

- **Marketing:** We see our role as uniquely positioned in the specialty food arena to maximize sales of both our customers and vendors and offer consumers the very best in variety and quality from around the world.
- **Sales:** Our sales staff of full service sales reps, merchandisers, set crews, supervisors and account executives are armed to offer customers the best in marketing and just plain good old service.
- **Sales Force Automation:** (SFA) enables field sales personnel to carry out order management and customer service functions using pen based laptops, portable printers and wireless communications. SFA also provides e-mail communication and access to real time product information, customer authorizations, price changes, promotions, inventory and sales history.
- **Distribution:** Our fleet of all temperature trucks enables delivery of frozen, refrigerated and dry foods to one stop. Roadshow, our computerized routing system, enables orders to be accurately and efficiently picked and delivered. We also provide cross dock service.
- **Warehousing:** We offer a fully integrated, temperature controlled facility with RF capability.
- **Technology:** We can accommodate virtually any business to business computer automation, from electronic ordering to billing and reconciliation.



COVERAGE

The entire Mid Atlantic region including Maryland, Virginia, West Virginia, the District of Columbia, Delaware, Pennsylvania, New Jersey, Ohio, North Carolina, South Carolina, Tennessee, Mississippi, Georgia

Please contact a DPI Specialty Foods Customer Service Representative for specific delivery coverage information.

Upper Marlboro, Maryland

Area of Expertise

Imported and domestic specialty foods, general merchandise

Categories

Imported and domestic cheese, prepared meats, specialty dry goods, ethnic foods, crackers and confections, bakery goods, prepared foods, entrees, soups, specialty service items, natural organic and general merchandise

Service Highlights

Complete range of service programs and delivery options

Year Established

1963

Items/Lines Carried

Over 15,000

Facilities

270,000 total square feet

Freezer

64,000 square feet

Refrigerator

75,000 square feet

Dry Grocery

131,000 square feet

Fleet Size

30 Tractors

Mid Atlantic Executives

Allen Sabry *Senior Vice President of Regional Sales & Marketing*

Gerald Brown *General Manager of Operations*

www.dpspecialtyfoods.com