

## Northwest Division

A Division of InterMountain West

12360 S.W. Leveton Drive, Tualatin, Oregon 97062

Phone (503) 692-0662 • Fax (503) 692-4776

**DPI Northwest is considered the gold standard in perishable food distribution with a comprehensive product line of more than 18,000 items.**

We attribute our success to our ever-increasing variety of high quality, competitively priced products, our experienced and knowledgeable staff and our friendly and efficient delivery service.

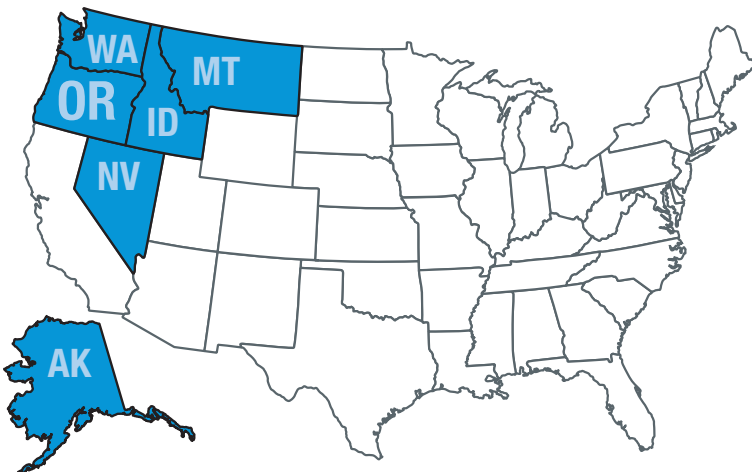
From the beginning, we have focused on highly perishable specialty Foods that bring a measure of distinction and excellence to the marketplace. Today, we offer a whole new level of service, stocking items dedicated to the specialty dry and frozen food categories.

Building business through one-on-one relationships between our informed, professional sales staff and our clients has been a hallmark of our success throughout the years. Our corporate key account executives are responsible for driving business with regional customers through ongoing ad proposals, theme promotions and a variety of other sales tools.

*We offer a depth of experience in all key areas including sales, service, purchasing and operations.*

### Our strengths include:

- **Marketing:** While never abandoning our origins as purveyors of imported, highly perishable cheese, our reach into the deli case has grown substantially as has our presence in the specialty food service and specialty grocery departments.
- **Sales:** Always committed to excellence, our sales force has an in-depth knowledge of our products and can provide telemarketing expertise as well as a sales force equipped with the latest technology to maximize smart, efficient in-store product management and support.
- **Warehousing:** We offer a fully integrated, temperature controlled facility with RF capability.
- **Distribution:** We specialize in store-door distribution using a modern fleet with temperature controlled trucks. We also provide warehouse and cross dock distribution.
- **Technology:** Our technological capabilities include RF systems, EDI capabilities, customized reporting, sophisticated telemarketing and in-store electronic solutions utilizing laptops and PDAs.



### COVERAGE

**The Pacific Northwest including Oregon, Washington, Alaska, Idaho, Montana, Utah, New Mexico**

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

## Tualatin, Oregon

### Area of Expertise

Imported and domestic specialty foods

### Categories

Imported and domestic cheese, prepared meats, specialty dry goods, salads, ethnic foods, crackers and confections, bakery goods, prepared foods, entrees, soups and specialty service items

### Service Highlights

We facilitate all customer requirements including ad proposals, rebates, off-invoice allowances, store openings, merchandising and special events.

### Year Established

1976

### Items/Lines Carried

Over 18,000

### Facilities

250,000 total square feet

### Freezer

40,000 square feet

### Refrigerator

50,000 square feet

### Refrigerated Staging Area

40,000 square feet

### Dry Grocery

120,000 square feet

### Fleet Size

28 Tractors

## Northwest Executives

<b>Vaughn Sharp</b>	<i>G.M. of Operations</i>
<b>Ralph Howell</b>	<i>Vice President of Sales &amp; Marketing</i>
<b>Tracy Harsvik</b>	<i>Director of Sales</i>
<b>Gary Elings</b>	<i>Chief Financial Officer</i>
<b>Dan Dahm</b>	<i>Vice President of Procurement</i>
<b>Joe Kemetz</b>	<i>Vice President of Warehouse and Transportation</i>

[www.dpispecialtyfoods.com](http://www.dpispecialtyfoods.com)