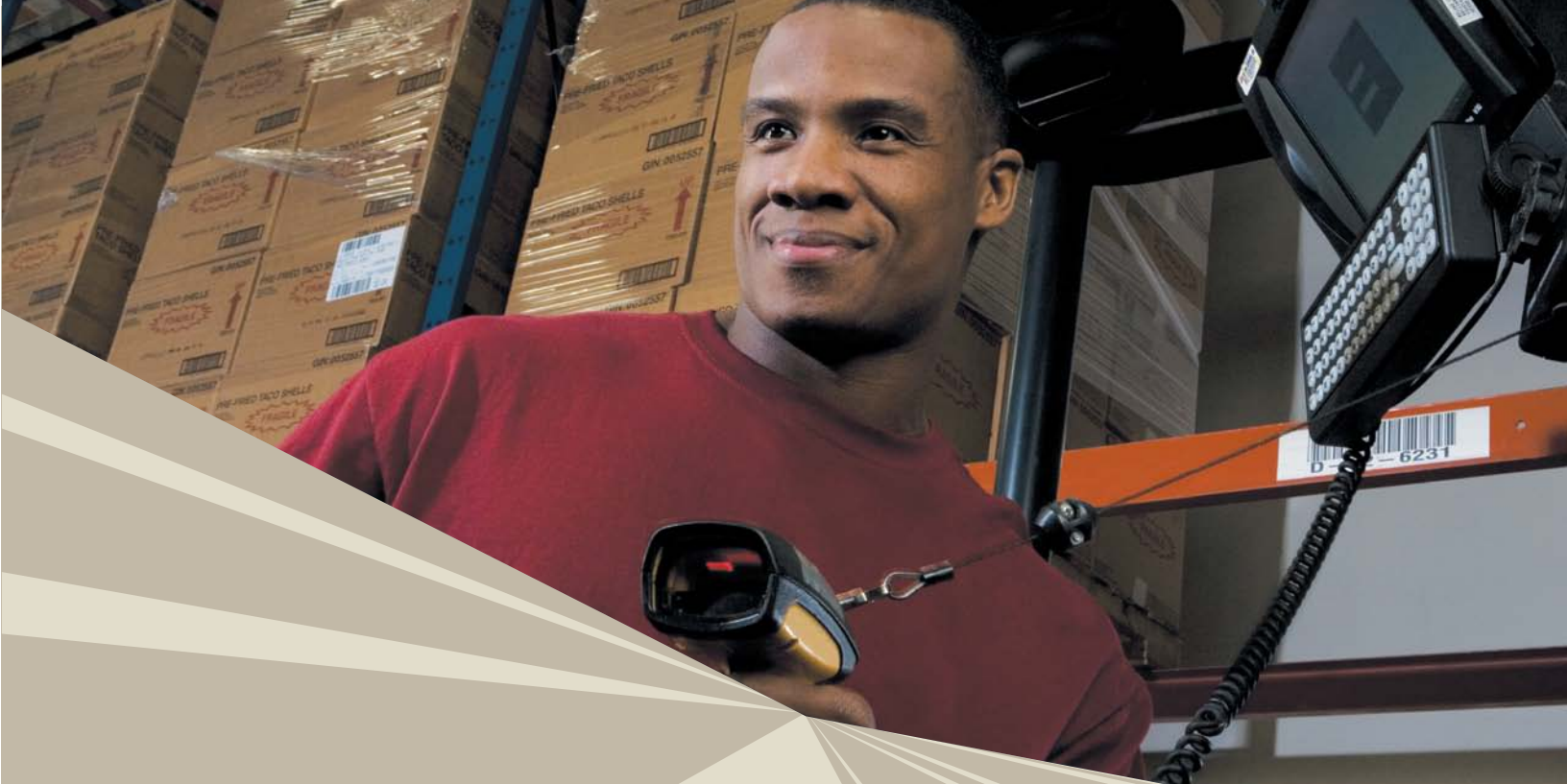




**YOUR FOODSERVICE SUPPLY  
CHAIN ADVANTAGE IN ACTION**



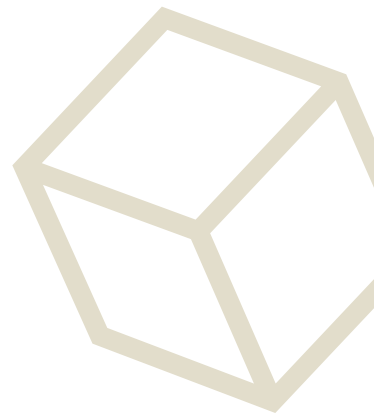
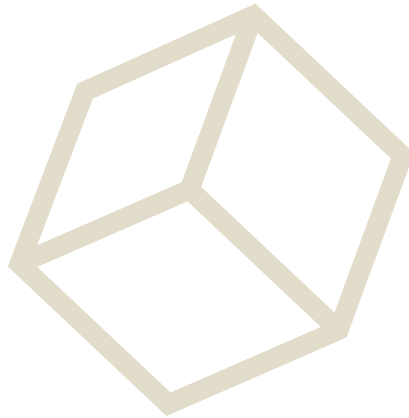
## THE ADVANTAGES OF A FOODSERVICE SUPPLY CHAIN SOLUTION

In today's challenging economy, foodservice operators are facing more significant obstacles to their success than ever before. Every day, they must deal with such factors as shrinking margins, fuel price uncertainty, increased competition, food safety concerns, higher employee turnover, fluctuating commodity prices and more.

For your restaurant chain to run as smoothly as possible, you require more than just a food distributor. You need a supply chain specialist who views your success and profitability as their primary goal. For many restaurants, that solution is McLane.



**AN INTEGRAL PART OF A HIGHLY SUCCESSFUL  
\$30 BILLION SUPPLY CHAIN SERVICES LEADER,  
McLANE PROVIDES FOODSERVICE SUPPLY CHAIN  
SOLUTIONS FOR MORE THAN 17,000 CHAIN  
RESTAURANTS THROUGHOUT THE UNITED STATES.**



### **McLane Is Your Foodservice Supply Chain Advantage in Action**

As a foodservice leader, McLane specializes in bringing value and efficiencies to every phase of the supply chain. With years of experience serving the world's largest system of chain restaurants and adhering to the most rigorous standards, we understand the operational needs of chain restaurants. With nationwide reach and local presence, we bring together world-class expertise, logistics, technology and promotion management services to give you a supply chain advantage—one that helps your restaurants order with certainty, promote with confidence and profit for the long term.



BLACKHART 1000

1000MM X 1500MM X 1500MM

2500 Capacity

FRANKLIN  
FRANKLIN



# A ROBUST SUPPLY CHAIN INFRASTRUCTURE YOU CAN DEPEND ON

## World-class Distribution Centers

Logistical efficiency is a must for any restaurant chain. With McLane, you get an industry leader in fulfilling orders accurately, on-time and without worry. Across our nationwide network of 18 modern distribution centers, we utilize innovative distribution center technologies for inventory management—including RF technologies—to improve lot control and location verification. And with over 3 million square feet of warehouse space, including more than 1.1 million square feet of freezer, cooler and cool dock space, we can offer the widest array of products—all stored at their optimum temperatures through delivery to your restaurants.

## Modern, Coast-to-Coast Fleet

Combined with our distribution centers, our state-of-the-art, nationwide fleet enables us to provide a proximity advantage in serving the needs of your restaurants throughout a region or across the entire country. Some of our fleet highlights include:

- **More than 1,900 tractors and three-compartment trailers**—All McLane trucks are temperature monitored and regulated to maintain cold-chain integrity and ensure the safe, on-time delivery of your orders
- **Leading-edge fleet technologies**—We utilize proprietary applications for routing optimization and real-time order updates to ensure our deliveries are made exactly when and where you want them
- **One of the highest levels of on-time deliveries in the industry**—According to recent studies, McLane delivers perfect orders and maintains fill rates at some of the highest levels in the industry

## Experienced, Passionate Team

Behind our industry-leading infrastructure and fleet are the 3,200+ McLane employees who are committed to your success. With experience in multiple concepts including quick-service, fast-casual and casual dining restaurants, our union-free teammates are known throughout the industry for their high levels of foodservice expertise. In fact, more than 30 percent of our team members have over 10 years of experience. On the road, our drivers—who average over 18 years tenure—have earned a reputation for their professionalism, integrity and the highest levels of respect they pay to all their customers.



# WORLD-CLASS SOLUTIONS THAT KEEP YOUR RESTAURANTS RUNNING SMOOTHLY

With McLane, you're covered from the supplier to the restaurant. By providing your business with nationwide reach, the highest quality assurance standards, unparalleled industry service and expertise and much more, we enable you to focus on your restaurants. We'll take care of the rest.

## Time-saving Technology Solutions

Our cutting-edge technology and automation can help your employees work more efficiently while also keeping costs under control—from the warehouse to the register. These extensive technology solutions provide valuable assistance in logistics, distribution, back office and other areas, giving your business the help it needs to confidently place orders, optimize promotion opportunities and streamline operations from end to end.

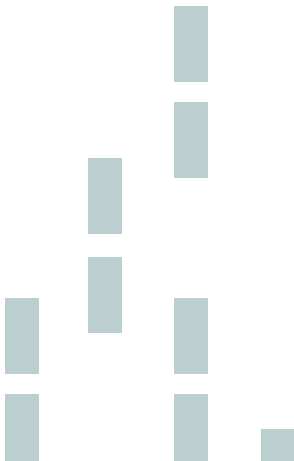
Some of the industry-leading technology services we provide to help customers reduce labor requirements, order and inventory costs, and other hidden system costs include:

- McLane Customer Information Portal
- SourceLink® Order Entry System
- Home Office Tools (HOT) software package
- Intelligent email order and delivery confirmations
- EDI to many accounting packages

## Inbound Freight Logistics Solutions

Increasingly, many restaurant chains are looking at all areas of distribution to cut their shipping and freight costs. Through our supply chain logistics division, Vantix, we work with over 300 trucking companies to bid on freight lanes and manage any overflow freight issues you may have. By being able to choose the most effective inbound freight provider, we can help to optimize your freight rates. Plus, we also offer our customers:

- **Backhaul services**—Providing customers and suppliers with valuable alternative solutions for delivering products to the distribution centers
- **Export service to over 25 countries**—We are highly skilled at handling the myriad of challenges associated with exports, including taxes, tariffs, import laws and much more





## sourceLINK

Home Food Order Reports Inventory Profile Store List Log Out

Item Number	Description	Unit of Measure	Days Since Last Order	Suggested Quantity	Order Quantity	Estimated Total Amt
026898	PEPPERS-JALAPENO WHOLE	CA-6CN	0	0	4	\$87.92
030449	P-SALAD MX_GARDN W/ROM. 4/	CA-4BC	0	0	4	\$33.32
107873	TOILET TISSUES 2 PLY	CA-1CA	0	0	4	\$132.68
116666	CRACKERS,SALTINES-ZESTA	CA-500PK	0	3	1	\$8.81
125407	SUGAR PKT 2.8 GR LJS	CA-1CA	0	0	2	\$18.54
125415	12OZ LID	CA-1CA	0	3	1	\$18.53
125416	12OZ CUP	CA-1CA	0	0	6	\$243.78
125421	LID 44OZ	CA-1CA	0	2	1	\$18.05
125452	RANCH DRESSING	CA-1CA	0	0	1	\$7.80
125520	PKTS-KETCHUP	CA-1CA	0	0	1	\$19.29
125545	LIQ GRILL SHORTEN	CA-1CA	0	0	10	\$156.80
125606	SWEET 'N LOW	CA-1CA	2	0	0	\$0.00
125741	CL-SINK SANITIZER	CA-1CA	0	0	1	\$26.51

Totals 36 \$771.63

Select Category:  Search Last Qty Cancel Save Copy Done Upload Order

WORLD-CLASS SOLUTIONS THAT KEEP YOUR RESTAURANTS RUNNING SMOOTHLY





## Promotion Management Solutions

Effective promotions and limited-time offers (LTOs) can often be the way your restaurants stand apart from the competition. And no one has more experience and expertise at managing these critical marketing efforts than McLane. Our team of promotion management specialists has a deep, historical understanding of LTOs and new item introductions and is ready to put that experience to use for your business by:

- Assessing year-over-year promotion results and making recommendations or adjustments for current campaigns
- Providing accurate inventory forecasting and planning for special promotions based on customer input and trending data

Plus, we also work in tandem with our Commodity Products Group to develop customized, automated inventory management systems to ensure that “core” business inventory levels are maintained during regular business periods as well as special promotions.

## Rapid Response Solutions

For restaurant owners, the ability to manage crises—whether it’s low inventory, weather outages or anything in between—is vital to your success. With our Rapid Response Solutions, we can mobilize resources from across our entire network to help keep your operations running smoothly—or to get them back on-line as soon as possible. By working with McLane, our customers are better able to:

- **Manage spikes in demand**—With our nationwide network of distribution centers, we can quickly re-route products to cover inventory shortages or resupply needs for popular promotions
- **Accurately supply new restaurant openings**—We can help you manage inventory levels without affecting other nearby locations
- **Recover quickly from unforeseen disasters**—In the event of a crisis, McLane has strategically placed emergency generators around the country that can be relocated as needed. Plus, each distribution center has a rapid resupply procedure in place that is reviewed and updated twice per year

# PROVEN STANDARDS AND PROCESSES FOR OPTIMUM FOOD SAFETY

Within the restaurant industry, food safety and quality are of the utmost concern. Our teammates are known for having the extensive experience and training required to meet even the largest-scale chain restaurant standards. Quite simply, we have proven processes in place to deliver the results you expect—for a regional concept or a chain of thousands.

## Committed to the Highest Levels of Food Safety

At McLane, we're committed to maintaining the highest food safety standards in the industry—bar none. Some of our quality and safety highlights include:

- **Total cold chain integrity, door to door**—From ice cream and freezer compartments to cool docks and multi-compartment refrigerated fleets, we can ensure cold chain integrity—from receiving dock to delivery to your stores
- **Meet or exceed all government food safety requirements**—Our meticulously clean distribution centers receive periodic inspections by state and local health departments, FDA auditors and USDA auditors. We are also registered with the USDA for meat and poultry, the Bioterrorism Act and PACA for fresh produce
- **Third-party cold chain certification**—All McLane cold chain facilities are independently audited by Silliker, Inc., a leading global food testing and consulting lab, to confirm that they maintain all applicable distribution safety and quality requirements
- **Non-stop temperature monitoring**—All climate-controlled areas in our distribution centers are continuously monitored with temperature readings taken manually, twice daily. Plus, our warehouses are backed by alarm systems for immediate notification. Even in transit, product temperatures are taken and recorded throughout the route and at key deliveries
- **Ongoing employee training**—All distribution center employees participate in regular sessions to ensure they maintain all safety and security requirements related to food handling and delivery





CHERRY TOMATOES  
GIN : 30119  
Supplier ID: 9000150-04  
12 PT HOUR-1 SIFT-A  
USE BY: 11/27/08  
USE BY date only effective when kept at 35-40 degrees Fahrenheit.  
T320 70016  
Deliver By: 11/23/08

CHERRY TOMATOES  
GIN : 30119  
Supplier ID: 9000150-04  
12 PT HOUR-1 SIFT-A  
USE BY: 11/25/08  
USE BY date only effective when kept at 35-40 degrees Fahrenheit.  
T320 70016  
Deliver By: 11/21/08

12 PINT CLAMSHELLS  
12 DRY PINT BASKETS  
HOT CHERRY





As the industry leader in supply chain services, McLane specializes in bringing value and efficiencies to every phase of the foodservice supply chain. With the powerful combination of our robust infrastructure, world-class solutions, proven standards and processes and experienced, passionate teammates, we're committed to helping your restaurants move beyond price-based competition and maximize the profitability of your business.

To learn more about McLane and our industry-leading foodservice supply chain solutions, visit [www.mclaneco.com](http://www.mclaneco.com).



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