

Customers with Multiple Locations Need Multiple Services

Dade Paper has been successful in earning the business of many multi-unit customers including some that have been featured in DadeDirections such as Mo-Joe's, Bubbalou's and Dilworth Coffee. Many other customers, including grocery, movie theater, fitness center and restaurants have also entrusted Dade Paper to handle their needs on a regional basis.

What is the recipe for successfully managing these types of accounts? The first step in the process is to identify the customer's needs beyond the selling and delivering of products. By meeting with the customer, spending time getting to know their business, the Dade Paper Sales Manager can identify those areas where Dade Paper can be of service. The customer may benefit from vendor-managed inventory, opening order

guides for new locations or on-line ordering. From product consulting and training to sharing of best practices, the goal of Dade Paper is not to just supply product, but to become a valuable partner in the supply chain management of the business.

All multi-unit customers are supported by Dade Paper's Corporate Sales and Marketing Team in addition to a dedicated Sales Manager, Sales Representative and Inside Sales personnel. With the support of a Dade Paper Supply Management Team on their side, multi-unit customers have a variety of additional resources at their service.

