



Whether Down the Road, or Across the Globe.



**Proven Protection For Food Distribution Challenges, Including:** 















# We Are Experts in Protecting Food Products and Your Brand.

#### **The Challenge**

Food Service Operating Companies and
Distributors are continuously pursuing increased
case output and profitability. These objectives
cannot be achieved without an effective
method to control operating costs. Beyond
the responsibilities of maintaining a safe and
productive workplace, an Operations Manager
needs to diligently manage expenses. After
overseeing receiving, shipping and deliveries,
while addressing inevitable daily surprises,
finding time to develop cost saving practices is
not an easy chore. Food safety compliance, FDA
Guidelines and other challenges contribute to the
complexity of sustaining a profitable operation.

#### **The Solution**

Provide your distribution network with more flexibility and reduced operating expenses. Passive thermal protection is a proven and effective alternative to dry ice and disposable foam packaging. Our high performance and durable bags are designed to maintain the quality of ice cream and other sensitive food commodities for extended periods of time. Required thresholds will be maintained during the delivery process, regardless of external ambient conditions.

Flexible investment options allow for a return on investment within 30 days, allowing you to seamlessly improve your monthly P&L. Getting started is easy too. Identifying areas in your operation that qualify for this solution is a relatively simple process.



## We Have Food Distribution Covered.

### **Addressing Food Distribution-Specific Challenges**

The Q Team of Protection Experts understands the food industry and knows how to analyze your supply chain and find the best solution to solve your unique challenges. Consider:



#### **Route Delivery**

Are you using dry ice to maintain ice cream quality during route deliveries?

Would reducing 50% of your dry ice consumption improve your P&L?

Is your ice cream quality at risk during warmer months when freezer compartment opens/closes repeatedly?



#### **Combo Loading**

Do your backhauls include products with multiple temp needs?

Would you prefer to load honor drop orders at the rear of trailer?

Are you providing food items for offshore accounts?



#### **Will Call Samples**

Do your sales reps store fresh meats in their vehicle trunk or back seat?

Are you protecting your supplier's brand?

Can you ensure maintaining HACCP guidelines while servicing your customer?





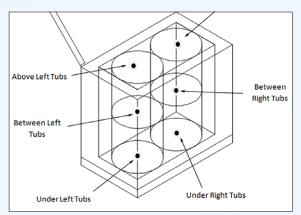


No matter your application, a Q Products Expert can assess your current supply chain and provide a cost-effective temperature control solution.

## We Are More Than Just Products.

### **Technical Services**

It's all about performance crediblity. The goal of Q's Technical Services Department is to provide support to qualify product applications. We ensure the credibility of our products through live testing, data analysis reports, remote temperature monitoring systems & more.



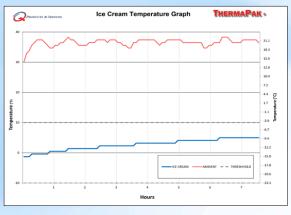
#### Prep

The qualification process begins by gathering relevant information to better understand the application, and leads to writing the test protocol.



#### **Test**

On-site representatives set up, execute and document temperature studies in realworld conditions, or controlled testing chambers.



#### **Analyze**

A Q Report highlights the test results through temperature graphs, a detailed summary, and expert analysis to better prepare your team for a decision.



"When You Buy a Q Product, You Buy a Company"
Scott DeBoer, Food Distribution Expert:
248-939-1131 or SDeBoer@qsales.com
www.gsales.com



Actively Supporting the Food Industry:







