



Upper Lakes Foods, Inc.

Healthcare

PRELUDE 7.0 Healthcare Program Value-Added Services

The Complete Dimensions Management Software Program

- Online Order Entry
- Recipes
- Meals and Menus with Food Costs Based on the Products you Purchase*
- Individualized resident/patient tray cards

People That Make A Difference

- A full-time Health Care Sales and Support Team
- The ability to deal directly with the owners*

Menu Options

- The ability to work with an Upper Lakes Foods, Inc. menu at no charge
- The ability to work with your facilities to develop a corporate menu at no charge*
- The ability to work with each facility on an individual basis on a customized menu at no charge*
- Standardized recipes, menu to post and production guidelines are available for all three menu options at no charge*

Menu, Meal and Special Event Planning

- Holiday, Theme and Ethnic menu ideas with menus to display
- Food presentations for staff on our traveling test kitchens*
- Customized standardized recipes*
- Help in the preparation of special events*

Continued Education

- On-site production training for staff
- Annual Food Show
- In-service education provided on topics such as
 - "Professional Dining Room Service"
 - "Plate Presentation"
 - "Proper Food Yields"



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PRELUDE 7.0 Value-Added Services continued . . .

Marketing Services

- Customized posters from our Graphics Department*
- Dining room ambience ideas*

Food and Labor Budget Accountability

- Calculation and review of cost per resident per day*
- Food cost accountability*
- Labor Evaluations of the Dietary Department*
- Help in streamlining job routines*

Unbeatable Value, Quality and Service

- Guaranteed Performance of our products*
- Manufacturer rebates tracked by Upper Lakes Foods, Inc.*
- Excellent food yields*
- An independent food distributor with over \$23 billion in purchasing power due to our UniPro Affiliation*
- Integrity...The ability to deal with the owners and people who can meet your needs*

* Value Added Services exclusive to **Upper Lakes Foods, Inc.**

ULF Advantages to the Healthcare Industry

1. Minnesota-based company
2. Strong track record with health care facilities
3. National buying power as a UniPro Distributor
4. Tracking of product rebates
5. Labor expertise
6. Customized software for tray cards and production
7. Special event assistance
8. Salaried salespeople

(ULF Advantages continued on next page) Page 2 of 3



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ULF Advantages to the Healthcare Industry, continued . . .

9. Healthcare specialists inside and outside
10. Marketing and graphic capabilities
11. Emphasize quality and consistency of branded products vs. private labels
12. Expertise in production
13. Cost per meal basis on food