

# DW Richards Sons, Inc.

FOOD SERVICE DISTRIBUTOR

*“Serving The Food Industry Since 1925”*

701 Rocky Glen Road

Avoca, PA 18641

1.800.222.1732

570.457.5424

[www.dwrichards.net](http://www.dwrichards.net)



## DISTRIBUTOR PROFILE

DELIVERY AREA 150 MILE RADIUS OF SCRANTON, PA

### Product Categories

- Fresh Protein (chicken, beef, pork, lamb, veal, and turkey)
- Frozen (pasta, potatoes, proteins including fish, no bakery products)
- Dairy (cheese, butter, margarine, no milk)
- Dry (canned tomatoes, vegetables, tuna, mushrooms, spices)
- Deli (ham, turkey breast, salami, roast beef etc....)

No produce, ice cream, bakery, equipment, small wares, paper, or chemical supplies

### Customer Categories

#### ❖ Retail Accounts (55%)

Independently owned retail chains: we sell to the meat departments, delis, and family owned supermarkets

#### ❖ Food Service Accounts (45%)

- Other distributors
- Asian buffets
- Buffets in general
- Mom and Pop pizza, bars and diners
- BBQ places, church and VFW chicken BBQs, fairs, and small caterers
- NO SCHOOLS OR HEALTHCARE

#### ❖ Drey Service/ We deliver freight for manufacturers

### Landscape of DWR

Run 10 trucks 5 days a week

Run 2 trucks on Saturdays

Have a “will call” for existing customers to pick up product, no store.

### Sales Staff at DWR

Outside sales 4

Inside sales 5

CURRENTLY BUYING FROM THE FOLLOWING DISTRIBUTORS:

G&C, DOT, SOMMER MAID, NEBRASKALAND