

# GOLBON® DSR SPOTLIGHT

YEARS IN THE FOOD SERVICE DISTRIBUTION

**7 Years**

3 Years as a DSR  
4 Years Outside Sales

**MARKET**

Supermarket Delis, Supermarket Meat Dept, Specialty Butcher Shops, Restaurants and Redistributors.

ANNUAL SALES

**6.5 Million**

**DW** Richard  
Sons  
Food Service Distributor  
*Established 1906*

*Mary's vast knowledge of the food service industry stems from 25 years of experience working and managing perishable departments. Mary connects with her customers based on those experiences. She also purchases several lines of products. In April of 2020, Mary stepped in to help the shipping department, starting at 5am. Her ability to multi task and her can do attitude has proven invaluable to our company.*

**MARY DUBRANSKI**

*DW Richards*



**WITH OUR INDUSTRY BEING TURNED UPSIDE DOWN IN THE MATTER OF WEEKS, WHAT ARE YOU DOING DIFFERENTLY TODAY THAN YOU WERE A YEAR AGO?**

I feel like I keep in closer contact with my customers. Constantly updating them on shorts and hot deals I come across.



**WHAT DO YOU LIKE THE MOST ABOUT BEING A DSR?**

Interacting with the customers. You can email, phone or text but there is nothing like walking into a business and seeing them face to face. It builds a connection that you otherwise wouldn't.

**WHAT ADVICE DO YOU HAVE FOR NEW DSR'S?**

Don't take things so personally. Prices and operating cost are dictating what customers order and from whom.



**HOW DID YOU GET STARTED IN THE FOODSERVICE INDUSTRY?**

In 2013 while working as a Seafood Manager for a supermarket, I was diagnosed with an illness. I was out of work for nearly a year and was not able to go back based on my physical limitations. Fortunately, I was able to attend a local computer school and was certified in Microsoft Office. I went to a temp agency and they were already working with DW Richards! I was hired in October 2014 as a part time temp. It was the best thing that could have happened to me!

**IF YOU ARE NOT WILLING TO LEARN, NO ONE CAN HELP YOU.**

**IF YOU ARE DETERMINED TO LEARN, NO ONE CAN STOP YOU.**

- ZIG ZIGLAR



*DSR Spotlight Featuring*  
**MARY DUBRANSKI**