

Sharing Solutions



Moderator

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Question 1

How do you think the role and responsibilities of the broker and MSR will and should change?

Tables 1, 5, 12, 18

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Question 2

Earned income has been the cornerstone of distributor profitability.

*Do you expect it to remain that way?
What changes might occur in this area?*

Tables 2,11, 17

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Question 3

Independent operators appear to be shopping around more than ever due to the recession.

Do you expect this behavior to continue and what does it mean to your business?

Tables 3, 7, 16, 20

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Question 4

What is your perspective on the role, influence and outlook for GPOs? To what extent do they “threaten” your business?

Tables 4, 10, 13, 25

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Question 5

How do you see the role of the DSR evolving?

Tables 8, 14, 22, 24

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Question 6

Will foodservice distributors share product visibility on the level that retailers do so proper category management can be done?

Tables 6, 15, 21

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