



CAPABILITIES OVERVIEW

Josh Harris, Founder & CEO

16 January, 2026

WHY PARTNER WITH DISTINCTIVE FOODS?

>99%
*delivered on-time,
in full*

125
unique SKUs

16.5 years
*avg employee
tenure*

Sourced and manufactured in the United States.

On-trend and unique retail offerings for deli, bakery & freezer.

Turnkey solution customized to your needs.

Versatility in supplying smaller runs and shorter lead times.

USDA Organic Certified * Military Inspected Facilities * SQF Certified

ABOUT OUR COMPANY

High volume, tunnel-oven facilities. Small artisan-batch capabilities. Premium USDA bakery. **A loyal following since 1976.**

Distinctive Foods is a specialty-baking manufacturer, created over 30 years ago by a team of food company professionals with experience in product innovation and a strong entrepreneurial spirit.

Operating out of 2 Chicago-based SQF-certified facilities, always employing the highest food safety standard, **Distinctive is built around 3 key value-added product lines:**

Flatbread Crackers

Handmade Value-Added Desserts

Dough Enrobed Proteins

The Distinctive Foods umbrella company **proudly offers Kosher/Halal/Organic/Military approvals**. We also produce under our own brands, including Chicago Flats, Pie Piper, Chicago Deli and Butcher & Baker.

OUR COMPANY CULTURE

The 3 Commandments

- 1** // Do No Harm...to our end-user customers.
- 2** // Do well by all of our teammates, both physically and mentally.
- 3** // Be profitable--so we can create growing opportunities for ourselves as well as our whole team.

Core Values

- A** // We work smarter AND harder.
- B** // We have authority to make decisions with the responsibility for executing actions.
- C** // We communicate completely and WE ALWAYS tell the whole truth...with complete transparency and facing the Brutal Facts.
- D** // We control the “controllables” and don’t waste effort or time on things we cannot impact
- E** // Life is too short to work with jerks

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Contact Us

WE'D LOVE TO HEAR FROM YOU



sales@distinctivefoods.com



847-459-3600



www.distinctivefoods.com

Thank you for your time.

Josh Harris, founder & CEO



PRODUCTS & CAPABILITIES
Q1 2026

Josh Harris

Founder and CEO

Full-service, world-class manufacturing. Premium USDA bakery.
A loyal following since 1976.

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HISTORY OF THE BUSINESS

Pie Piper established as a
USDA retail quiche
manufacturer

1976



Pie Piper begins exporting
cheesecake to Japan

1989



Pie Piper and Chicago Flats are
acquired by Distinctive Foods, LLC, a
partnership with Vienna Beef

2000



Distinctive Foods, LLC
purchases remaining equity
from Vienna Beef

2007



White Castle begins
selling mini desserts on a
stick

2011



1982

The Vienna Beef Company
buys Pie Piper to expand
gourmet dessert business



1995

Chicago Flats is established
with Chicago Bears investment
from Jim McMahon, Reggie
White, Keith Van Horn, and
Mark Bortz

2003

Chicago Flats begin selling
at Costco



2010

Kappa Sushi Japan – the
largest Sushi Chain in the
world 4.5 million servings of
cheesecake



Chicago Deli branded
sandwich retail launch

2015



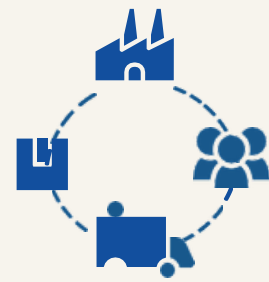
Distinctive Foods serves over
1,000,000 portions to the US
Army

2019



Introduction of full and
miniature sized Hawaiian
Bread Dogs

2021



2014

First SQF Certification
Awarded



2016

Distinctive partners with
Hickory Farms on single-
serve cracker packages



2020

PBR Branded Mini Pretzel
Brats sell into Sam's Club, First
USDA Organic Certification



2022

Maintained Top of Industry
OTIF rates



PRODUCTS

FLATBREAD CRACKERS & OVEN BAKED SNACKS



FLATBREAD CRACKERS & OVEN BAKED SNACKS

Our signature product line of traditional lahvosh-style flatbread crackers are hand crafted in small batches. This premium, all-natural flatbread is made in Wheeling, Illinois and is the original gourmet flatbread. Flavor innovation is key; each year, Distinctive will introduce as many as five new, on-trend flavors.

Key Product Lines

- Chicago Flats Flatbread
- Butcher and Baker 5 Seed and Sea Salt Flatbread
- Golden Toasted Flatbread Crackers
- Sesame Based Crackers Vegetable Based Crackers

Capabilities & Certifications

- 70’ Direct Fired Tunnel Oven with C5 mesh belt
- Dough Extruding & Sheeting
- Die-Cutting
- Horizontal Flow-wrapping & Shrink-wrapping
- Retail and Foodservice Packaging
- Oil Spraying and Flavor Infusions Depositing
- Pre and Post Bake SQF Certified Bakery
- Kosher (OU) Facility Small Batch Manufacturing
- Portion Control and Bulk Packaging World-Class R&D Team
- Branded, Co-Manufacturing, and Private Label Customer Base

Key Customers

- Costco
- Delta Airlines
- Hickory Farms
- Jason’s Deli
- Meijer
- Jewel-Osco
- Schnucks
- Fresh Thyme
- Panos Brands
- (Sesmark) Bitsy’s
- Gordon Food Services



PRODUCTS

VALUE-ADDED DESSERTS



VALUE ADDED-DESSERTS

Our high end, quality-first, baked goods has been extended from cheesecake to include many value-added products including desserts-on-a-stick and our nationally distributed, St. Louis-style Ooey Goey Butter Cake. Distinctive operates a high-volume batch oven facility which is able to create specialty desserts unique to their customers including natural/clean labels, regional specialties and many more possibilities.

Key Product Lines

Chicago Deli Retail Bagel and Pretzel Dogs

Mini Sweet Hawaiian Dogs

Foodservice Pretzel Brats & Pretzel Dogs for QSR, C-Stores and Venues

Capabilities & Certifications

USDA Inspected Facility

SQF Certified Bakery

Better-for-you options

Horizontal Cartoning

Retail and Foodservice Packaging

Single serve and bulk packaging

Modified Atmosphere Packaging

Customized and Proprietary Sausage On-trend Dough Formulations Mini (Cocktail Sausage) and Full-sized Automation

Key Customers

Walmart

Vienna Beef

QuikTrip

Jewel-Osco

Albertson's

Costco

Schnucks

Woodman's

Gordon

Food Service

Sam's Club

Meijer

Lambeau Field



PRODUCTS

ENROBED PROTEINS



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Distinctive Foods’ third, and perhaps most unique line, are our sausages wrapped in dough. Produced in our USDA inspected bakery, we are the pre-eminent and leading producer of bagel dogs, pretzel dogs, and other dough-enrobed proteins. These products are available many sizes– from an 8oz jumbo pretzel brat to a mini frank-in-a-blanket vending pack.

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Mini Sweet Hawaiian Dogs

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Funnel. Ideation, process, statistics,

Josh Harris, founder & CEO

What are you going for? Sell them something,
relationship/confidence building? Want a particular
angle?

Big finish on the last page.

hey im almost done. is there a particular product?
benefit? relationship building.