

Solid Gold Northland – Recommendations

Solid Gold Northland is unique in that they are the area's ONLY distributor focused solely on natural and holistic products for pets. They are remarkable in other ways: in their efforts to educate pet owners, in their generosity towards rescue groups and in their involvement in the community. They also appear to have no employee turnover, which speaks volumes about how they are run. Owner Dawn Mondane has a stellar reputation in the pet industry as a smart, savvy and creative leader.

– Ali Jarvis, Founder & Principle Sidewalk Dog

To whom it may concern

I am the Corporate Food Buyer for Chuck & Dons Pet Food Outlet and have done business with Solid Gold Northland for years. They have always provided top notch service to all of our stores. Their attention to detail with regard to invoicing and handling any problems that arise is outstanding. They carry lines that they believe in and would be able to give any new line they carry the attention it deserved.

Thanks

Jim Flipp
Corporate Food Buyer
Chuck & Dons Pet Food Outlet
651-747-8704 ext 106
jflipp@chuckanddons.com

I'm delighted to recommend Solid Gold Northland as a pet foods products distributor. What I've observed in working with Solid Gold Northland is your unique way of focusing on consumer sales, while focusing on wholesale sales. You've built your business by increasing consumer interest in your brands, for instance and that has resulted in success for you and for the retailers who sell the products you distribute. You are constantly looking for ways to support the retailers who purchase from you, helping them to succeed by their association with you. Because of the ways you exemplify excellence and go above-and-beyond in terms of support for everyone you work with, I would highly recommend working with Solid Gold Northland!

Caroline Melberg
Small Business Mavericks

Dawn Peterson Cobb is passionate and deeply committed to providing healthy products for healthy pets.

As radio show host of Talk2theAnimalsRadio, I am always on the lookout for knowledgeable, articulate guests who are also excited about their product or services. I was aware of Dawn as being a leader in the local Twin Cities pet community, but it was not until we connected via social media that I really got to know her. I have been impressed with the way Dawn has used

social media as a tool to represent and distribute different brands Solid Gold Northland carries, as well as successfully connect with her following to educate them about what it takes to have healthy pets. Her interactions with customers and potential customers have been forthright and immediate.

You can hear Dawn's passion and commitment for yourself in the Solid Gold Northland episode of Talk2theAnimalsRadio, <http://Talk2theAnimalsRadio.com>

Dawn is committed to making healthy pet products easily available to all who are looking for those. It is a delight to work with her and help her spread the word about Solid Gold Northland.

Janet Roper
President of Talk2theAnimals
Host of the international Talk2theAnimalsRadio

To Whom It May Concern:

This letter is to inform you that UrbAnimal has done business with Dawn Cobb and Solid Gold Northland for over ten years. I am pleased to report that all business conducted has been excellent.

Solid Gold Northland has always distributed only the highest quality products and they have done an outstanding job in supporting me as a retailer in offering these items to the public. Over the years Dawn and her staff have hosted training sessions for my staff, sponsored special events including Dogtoberfest, and most recently created, launched, and promoted a program to support local animal rescue groups.

One of the things I appreciate most about Solid Gold Northland is the near perfect fill rate. In ten years I have seen very few backordered items. As an independent retailer with limited shelf space, and a focus on specialty foods, it is essential to me that orders be shipped complete. So many of our customers are not only brand loyal but depend on a special formula to ensure their pets wellness. Dawn and her staff have mastered the art of inventory control and always fill and deliver on time.

Over the years I have come to know the team at Solid Gold Northland. I admire and appreciate Dawn's ability to retain a committed crew for me to work with from year to year. The Solid Gold Northland staff know UrbAnimal and what works for our locations. Jill makes great recommendations that I can trust, and Missy knows our buying trends well enough to catch even the smallest ordering mistake we make.

In my opinion Solid Gold Northland is the most supportive and efficiently run distributor that I work with. I would recommend working with Dawn Cobb and her team to any other retailer or manufacturer.

Sincerely,

Trisha Moreland
Owner UrbAnimal Service & Supply

Joe Ulvi
Grocery Buyer
Whole Foods Community Co-op
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To whom it may concern:

I would like to express my appreciation for Solid Gold Northland, and the Solid Gold Pet Food Company. Since we started selling Solid Gold, our pet food sales have dramatically increased, and many customers have voiced their appreciation for these products, while returns/complaints have been near zero.

I have also been very happy with the service provided by Solid Gold Northland. I have never (yes, never!) been sent the wrong product, and the few times I have had to return anything, it has gone smoothly and without hassle. I am always informed of new products and sales, and ordering is painless and product always arrives as planned. I have always experienced friendly customer service, and invoicing also runs smoothly.

In summary, I feel that Solid Gold Northland is genuinely interested in providing the best service available to their customers, day in and day out. I would recommend doing business with them to anyone.

Yours Truly

A handwritten signature in cursive script, appearing to read "Joe Ulvi".

Joe Ulvi