

## Experts on Tap

**Coco Seitz - Owner of Mama's Dumplings & Advanced Logistics (distribution business), operating in the Cranbrook, BC**

Mama's Dumplings has offered authentic Northern Chinese style dumplings since 2014. It was founded by Ningmeng, also known as Coco, who immigrated to Canada from Jilin China in 2009. To fulfill the needs for authentic Chinese food in the community, Coco started making these delicious pockets of joy to share with friends and family using family traditional recipes. From there the business has been expanded to have a mobile food truck that travels around the Kootenays and the dumplings are available in stores and restaurants. The dumplings are handcrafted in Cranbrook BC with quality local meat and organic vegetables. Coco named it "Mama's Dumplings" to honor her mom and grandma, who inspired her love for good food.

Advancit Logistics is a division of Mama's Dumplings. Our reefer van with Thermo King V-300 is capable of delivering fresh and frozen food. Initially invested for our dumpling delivery has now extended to help other food producers with their shipping needs. Our business plan has 3 stages. We are in the infancy stage at the moment. In this stage we let producers piggy back on our existing delivery route with our delivery schedule for cost sharing. In the developing stage, when we have more clients there will be a set schedule for all the routes. This will allow the logistics to flow between regions frequently and timely. In the advanced stage, we will deliver as well as distribute