

2010 Winter Fancy Food BUYER PROFILES

Canada

Gourmet Depot Canada, Inc.

Ms. Judy Lindenbach, President/Buyer

Year Founded: 2003

Annual Sales: \$1,456 M

Est. Total Imports: \$990,080 Est. US Imports: \$750,000

Niche/Region: All Canada

Company Description: Gourmet Depot is a national specialty food distributor that was established in 2003. This company caters to gift basket companies, specialty retail and other retail that sell upscale products across Canada. For foodservice, coverage includes golf clubs, delis, coffee shops, caterers and banquet halls. Gourmet Depot issues an annual catalogue listing all products carried. It also operates a cash and carry operation in Mississauga, Ontario.

Products: Wholesale, Healthy/Organic, Retail, Seafood, Kosher, Gift, Specialty/Gourmet

Locations/Facilities: Warehouse & Cash & Carry Facility

Nature of Business: Wholesale, Wholesaler selling to retail

Customers: Convenience, Specialty stores, Gift Basket companies, Wedding planners, Promotions companies, Independent Grocery Stores & Chains

Categories of Interest: Bakery- Baked Goods/Biscuits/Cereals, Carbonates, Coffee, Canned & Preserved Food, Confectionary- Chocolates, Candy, Condiments, Sauces, Dried Processed Food, Functional Drinks- Sports/Energy/Elixirs, Kosher, Noodles- Plain/Instant/Chilled/Frozen, Organic, Pet Food, Snack Bars, Spreads, Sweet & Savory Snacks, Tea (Ready to Drink)

Specific Products of Interest: Chocolates, Candy, Gift-Oriented Food Items, Antipasto, Kosher, Jams & Jellies (Not overly expensive), Bath & Beauty (Spa) items. Packaging is very important to our clients.

China

Qingdao Aeon Dong Tai Co., Ltd – Jusco North

Mr. Huijie SHANG, General Manager

Year Founded: 1996

Annual Sales: \$228 M

Est. Total Imports: \$1 M Est. US Imports: \$500,000

Niche/Region: Shandong Province

Company Description: The company currently operates four hypermarkets in Shandong Province and has an annual growth rate of 20 %. It has two hypermarkets in Qingdao that are 80,000 sq. meters and 60,000 sq. meters, while the stores in Weifang and Yantai are 40,000 sq. meters and 50,000 sq. meters. Over 15 percent of the products sold are from overseas, mainly from Japan, Europe and the United States. These imported products include dairy, meat, beverages, snack food, seasonings and wine.

Products: Bulk, Direct to Public, Pet Food, Fresh, Retail, Seafood

Locations/Facilities: Four Hypermarkets in Shandong Province, Imports Fresh products and can handle frozen products

Nature of Business: Retail

Categories of Interest: Alcoholic Beverages- Wine, Bakery- Baked Goods/Biscuits/Cereals, Canned & Preserved Food, Confectionary- Chocolate/Sugar/Gum, Dairy Products, Dried Processed Foods, Fruit & Vegetable Juice, Sauces, Dressings & Condiments, Sweet & Savory Snacks

Specific Products of Interest: Dried Fruits/Chocolate/Sugar/Snacks/Beverage

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China

Aeon South China – Jusco South

Mr. XIE Xia, Grocery Buyer

Year Founded: 2004

Annual Sales: \$235 M

Est. Total Imports: \$8 M Est. US Imports: \$882,000

Niche/Region: Guangdong Province

Company Description: Aeon South China runs Jusco in Guangdong Province, one of the most important retail stores in the region. Currently there are over 17 stores in Guangdong and the company plans to open 5-6 annually in the following years. Aiming at high-end consumers, a large percentage of the products available in the stores are imported ones, among which U.S. food occupies a major part. Meanwhile with the business expansion, the company is seeking for more U.S. suppliers with new products suitable for retail sector.

Products: Bulk, Direct to Public, Pet Food, Fresh, Retail, Seafood

Locations/Facilities: 2 warehouses in Guangdong, 17 retail stores in Guangdong

Nature of Business: Retail

Categories of Interest: Alcoholic Beverages- Wine, Bakery- Baked Goods/Biscuits/Cereals, Coffee (Ready to Drink), Confectionary- Chocolate/Sugar/Gum, Dairy Products, Fruit & Vegetable Juice, Functional Drinks- Sports/Energy/Elixirs, Noodles- Plain/Instant/Chilled/Frozen/Snack, Sauces, Dressings & Condiments, Sweet & Savory Snacks

Specific Products of Interest:
Chocolate/Candy/Cereals/Biscuits/Noodles/Snacks/Sauces/
Wine/Beverages/Coffee

China

Goodwell China

Ms. Elaine Yi, Regional Manager

Year Founded: 1993

Annual Sales: \$25 M

Est. Total Imports: \$15 M Est. US Imports: \$4.5 M

Niche/Region: Whole China Region

Company Description: Goodwell is one of the most prestigious importers and distributors in China with years' experiences in the food industry. It supplies to key retail stores and foodservice sector. They understand the market- lifestyles & culture and have a passion for introducing food. From its operational centers in Shanghai, Beijing and Shenzhen plus its business partners in all main cities, its logistic system is able to respond to requests from anywhere from both retailers and caterers year round. The company specializes in meeting the demands required by a sophisticated and integrated supply chain. The company markets & represents dozens of top brands on an exclusive basis. The company's market share is increasing at hotel kitchens, restaurant tables, and refrigerators of expats, middle class & white-collars homes. As the key supplier of Jusco, it provided various imported foods including those from the U.S.

Products: Bulk, Wholesale, HRI/Foodservice, Retail

Locations/Facilities: Warehouses in Shanghai, Shenzhen and Beijing. Can handle frozen product & works with Supervalu as their US consolidator.

Nature of Business: Importer & Wholesaler

Categories of Interest: Asian Specialty Drinks, Baby food, Bakery- Baked Goods/Biscuits/Cereals, Canned Preserved Food, Chilled Processed Food, Coffee (Ready to Drink), Confectionary- Chocolate/Sugar/Gum, Dairy Products, Drink Concentrates, Dried Processed Food, Food Ingredients, Fruit & Vegetable Juice, Frozen Processed Food, Functional Drinks- Sports/Energy/Elixirs, Ice Cream, Noodles- Plain/Instant/Chilled/Frozen/Snack, Oils & Fats, Organic, Sauces, Dressings & Condiments, Snack Bars, Soup, Sweet & Savory Snacks, Tea (Ready to Drink)

Specific Products of Interest: Drink/Snack
Food/Cereals/Gummy/Fruit Juice/Vegetable Juice/Canned
Food/ Baby Food/Organic Food

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Hong Kong

Ceres Resources Limited

Mr. Jack Yu, Managing Director

Year Founded: 2004

Annual Sales: \$12 M

Est. Total Imports: \$12 M Est. U.S. Imports: \$5 M

Niche/Region: Hong Kong & Macau

Company Description: A leading importer of quality food and beverage in Hong Kong. They are the sole distributor for many leading international brands in Hong Kong including Florida's Natural juices from the USA, chocolates from Germany, organic products from France, etc. Their goals are company growth, finding new product lines, interest in importing more from the U.S. and especially finding and importing new brands for Hong Kong. They have excellent relationships with major grocery and fine food retailers in Hong Kong & Macau.

Products: Fresh, Healthy/Organic, Retail, Seafood, Kosher

Locations/Facilities: Ability to handle fresh, frozen & have consolidator in Los Angeles, CA.

Nature of Business: Import, Wholesale

Customers: Supermarkets, Convenience Stores, Specialty/Gourmet Stores, HRI/Foodservice

Categories of Interest: Baby Food, Bakery-Baked Good/Biscuits/Cereals, Canned Preserved Food, Chilled Processed Food, Confectionary- Chocolate/Sugar/Gum, Dairy Products, Drink Concentrates, Frozen Processed Food, Fruit & Vegetable Juice, Kosher, Organic, Ready Meals- Canned/Frozen/Mixes/Chilled, Sauces, Dressings & Condiments, Snack Bars, Soup, Sweet & Savory Snacks

Japan

Kawaguchi Trading Company, Ltd.

Ken Ito, Buyer

Year Founded: 1973

Annual Sales: \$800,000

Est. Total Imports: \$400,000 Est. US Imports:

Niche/Region: All of Japan

Company Description: (company growth, new product lines, interest in importing from U.S., etc.) This company is currently importing products from Europe and Asia, and is searching for the products from the United States positively. When this company started French mustard, it was quite small purchase, but now "Edmond Falot" is the one of major brands in Japan as this mustard can be found in department stores, and gourmet shops

Products: Bulk, Wholesale, Healthy/Organic, Seafood, Gift, Private Label, Specialty/Gourmet

Locations/Facilities: Tokyo, Japan

Nature of Business: Import, Wholesale

Customers: Supermarkets, Specialty/Gourmet Stores, Department Stores

Categories of Interest: Bakery- Baked Goods/Biscuits/Cereal, Canned & Preserved Food, Dried Processed Food, High-Strength Ready-to-drink premixes, Oils & Fats, Ready Meals- Canned/Frozen/Mixes/Chilled

Specific Products of Interest: Canned Fish, Flour Mixes, Margarine

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Singapore

Euraco Finefood Pte. Ltd.

Ms. Yvonne Law, Senior Sales Executive

Year Founded: 1987

Annual Sales: \$16 M

Est. Total Imports: \$15.2 M Est. U.S. Imports: 0

Niche/Region: Singapore

Company Description: They are really keen to look at USA to source for products as they are currently only importing from Australia and Europe. They are looking to expand their portfolio to include products from the USA.

Products: Healthy/Organic, Retail, HRI/Foodservice, Specialty/Gourmet

Locations/Facilities: Warehouse & Office, Ability to handle Fresh & Frozen

Nature of Business: Import, Retail, Wholesale.

Customers: Supermarkets, HRI/foodservice, Specialty/Gourmet stores,

Categories of Interest: Alcoholic Beverages- Wine, Bakery-Baked Good/Biscuits/Cereals, Chilled Processed Food, Confectionary- Chocolate/Sugar/Gum, Dairy Products, Dried Processed Foods, Fruit & Vegetable Juice, Frozen Processed Food, Food Ingredients, Pasta, Ready Meals-Canned/Frozen/Mixes/Chilled, Sauces, Dressings & Condiments, Spreads

Specific Products of Interest: High end gourmet products

South Korea

Gilim International Company, Ltd.

Mr. Mun-Yhun Yoon, General Manager & Team Leader

Year Founded: 1982

Annual Sales: \$48 M

Est. Total Imports: \$30 M Est. U.S. Imports: \$27 M

Niche/Region: Korea nationwide

Company Description: The exclusive agent and licensee of Blue Diamond Growers in Korea for 20 years. One of the largest dried nut & fruit importers as well as processor & distributor in Korea. Manufactures all processed dried nut & fruit products (oil roasting, dry roasting, seasoning, coating, dicing, powdering, etc.) by itself for Blue Diamond brand, or other private labels depending customer request. The first ISO:22000 certified dried nut & fruit processor in Korea. *This company imports mainly nuts, dried fruits, snacks from US, and would like to expand its import items.*

Products: Bulk, Direct, Fresh, Wholesale, Healthy/Organic, Retail, Mail Order, HRI/Foodservice, Private Label, Ingredients

Locations/Facilities: Cold Storage- Gyeonggi-Do, Busan, Manufacturing Facility- Gyeonggi-Do, Ability to handle Frozen

Nature of Business: Import, Retail, Wholesale, Manufacturing

Customers: Supermarkets, Convenience Stores, Specialty/Gourmet Stores, HRI/Foodservice, Hypermarkets, Department Stores, TV Home shopping, Internet Shopping Malls, Major Manufacturers- Lotte, CJ, Orion, Kellogg, SPC, etc

Categories of Interest: Bakery-Baked Good/Biscuits/Cereals, Canned Preserved Food, Confectionary- Chocolate/Sugar/Gum, Dried Processed Food, Food Ingredients, Organic, Snack Bars, Sweet & Savory Snacks

Specific Products of Interest: Looking for reliable supplier for healthy and new flavored snacks with high quality for retail stores.

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Taiwan

Kolsun International Limited

Ms. Jany Kuo, General Manager

Year Founded: 1986

Annual Sales: \$1.5 M

Est. Total Imports: \$1.5 M Est. U.S. Imports: \$1.5 M

Niche/Region: Entire Island of Taiwan

Company Description: Kolsun Int'l covers department stores, hypermarket & supermarket chains, and gourmet stores island-wide through direct retail customers. Kolsun has been concentrated in the category of imported snack foods ever since its establishment to supply directly to all key retail accounts with competitive price yet premium quality to end-consumers.

Products: Wholesale, Retail, HRI/Foodservice, Mail order

Locations/Facilities: Head office & warehouse in Taipei County. Does have U.S. Consolidator.

Nature of Business: Import

Customers: Supermarkets & Specialty/Gourmet stores

Categories of Interest: Alcoholic Beverages- Spirits, Bakery-Baked Good/Biscuits/Cereals, Confectionary-Chocolate/Sugar/Gum, High-strength ready-to-drink premixes, Ready Meals- Canned/Frozen/Mixes/Chilled, Sauces, Dressings & Condiments, Sweet & Savory Snacks

Specific Products of Interest: Potato Chips, Cookies, Candies, Concentrated Fruit Juice

United Kingdom

The Amazing Food Company Limited

Mr. Stuart Toberman, Managing Director/Proprietor

Year Founded: 2006

Annual Sales: \$ 80,000

Est. Total Imports: \$60,000 Est. U.S. Imports: \$60,000

Niche/Region: UK & Parts of Europe

Company Description: The Amazing Food Company has built a portfolio of US products, which they import and are actively looking to add to. They currently enjoy success with placing specialty and gourmet products in John Lewis/Waitrose and have an excellent knowledge of UK/EU import regulations. They are already aware of the Branded Program and are interested in its opportunities. They have recently added Bread and Chocolate to its portfolio, which is a company within the Food Export USA state remit and its programs. 40 + products complete range into John Lewis Foodhalls. 4 Soy Vay products will go into the John Lewis parent company Waitrose 290 supermarket stores in 2010. This will increase USA Sales to 200,000USD + in 2010.

Products: Direct to Public, Ethnic, Halal, Healthy/Organic, Kosher, Gift, Mail Order, Specialty/Gourmet

Locations/Facilities: 2 contracted warehouses in the UK, one for Website supply and the other for bulk distribution. Does have U.S. Consolidation ability in LA, SFO, Portland, and NY.

Nature of Business: Import

Customers: Supermarkets, HRI/Foodservice, Convenience Stores, Specialty/Gourmet Stores, Media Sales & On-line to Public

Categories of Interest: Canned & Preserved Food, Sauces, Dressings & Condiments, Snack Bars, Spreads, Organic, Halal, Kosher

Specific Products of Interest: Open to all products that are natural, with a long shelf life once opened that have an edge to sell in the European market