

# BUSINESS PROFILE



**AMERICAN**  
FOOD DISTRIBUTORS

8402 Lemon Rd.  
Port Richey, FL 34668

# MISSION STATEMENT

To provide quality Food Products, with superior Service, at competitive pricing to the Foodservice industry in a regional geographic area. To be the low cost producer of service in our market, while maintaining an acceptable profit structure. To be known as a company, who listens to their customer and fills the need and desires of the customer, exceeding their expectations. The company will provide a safe and steady growth environment for their employees and their families.

American Food Distributor is a Florida corporation formed in September 1997. This company operates with a solid base of business, while continuing to grow using a strategic marketing plan. The company is privately owned and operated with a strong management team in place. The two members of the American Food Distributor Management team have collectively over 66 years of Foodservice experience.

## OPERATIONAL CAPABILITIES



American Food Distributor has one warehouse facility.

### Warehouse:

50,000 square foot facility owned by the owners of the company and leased at a very competitive rate.

The building is sectioned approximately as follows:

- 4,000 sq ft Office Space
- 11,000 sq ft Refrigeration
- 12,000 sq ft Frozen
- 18,000 sq ft Dry Storage
- 5,000 sq ft Refrigerated Dock

The building is fully racked and slotted.



American Food Distributor turns inventory 28—30 times per year with operating expenses that run 8%, compared to 16-18% of typical distribution centers in the foodservice industry. We maintain extremely low overhead and do not have to support a top-heavy corporate environment.

## **Buying Group**

American Food Distributor is a member of the UniPro Foodservice, Inc., the nation's leading foodservice distribution network. Comprising over 650 shareholder companies, each distributor is independently owned, marketing the products and services provided by UniPro. With collective sales volume of over \$12 billion, the buying power of UniPro enables its members to receive enhanced purchasing opportunities, thereby providing better pricing and a vast array of products to their customers. UniPro members service accounts in all segments of the foodservice industry, including independent and multi-unit restaurants, healthcare facilities, schools, and other mass-feeding operations.

American Food Distributor is a broad line distributor with a diverse customer base.

American Food Distributor took home the distributor of year award for HoneyBaked Ham in 2014! AFD was also awarded best customer service of the year by TCBY in 2010.

### **Type of Customers Served:**

National Chains

Regional Chains

Health Care

Family Restaurants

Deli's

White Table Cloth Restaurants



*Portillo's*

**BEEF • BURGERS • SALADS**





## Quality Branded Items:

American Food Distributor takes pride in carrying quality brands at prices lower than our Competitors.



## **Computer System/Technology**

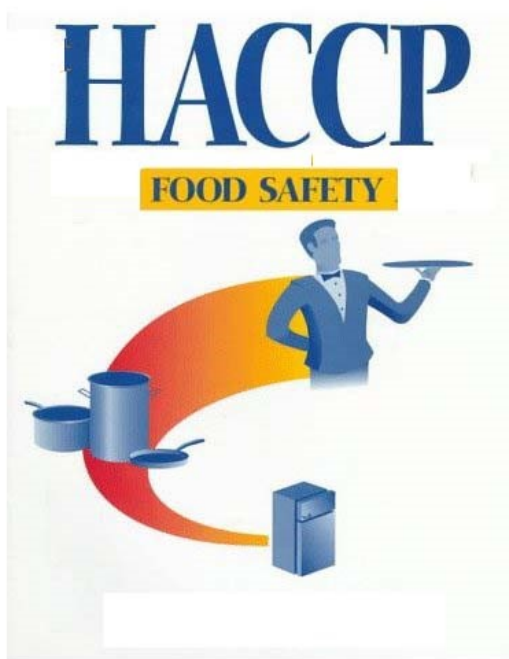
ALPHA based system with industry specific software from National Distributor Systems. This software is a fully integrated system, from sales and inventory, to payable, receivables, and all financial, including payroll. The system allows for proper costing of inventory and has a sophisticated picking system utilizing pallet loading. A TCP/IP interface is in place to allow easy integration, or interface, to outside technology products for order entry. We are proficient with both EDI Standard and FTP/SFTP method for data entry/response. American Food Distributors has a dedicated Spectrum Fiber Enterprise grade line, with a 99.99% Guaranteed Uptime.

All outside sale representatives are equipped with laptop computers and use wireless technology to place orders (reserved order entry), review accounts receivable, and confirm inventory, all in real time!

American Food Distributors has integrated eFoods USA, Inc. as the preferred web based order entry solution and is capable of maintaining multiple order entry platforms where customer volume supports the investment.

## **Internal Operation**

American Food Distributor employs all people working for the company. The company operates a Drug Free Workplace and has a complete safety program in place, which is State approved. The company currently employs approximately 30 people in all areas of the operations including the owners and managers.



## Quality Controls

- ♦ HACCP Approved quality controls
- ♦ 24 Hour Cooler & Freezer Monitoring Temperature control
- ♦ 3rd Party Alarm Monitoring by DEVCON
- ♦ Receiving Monitored with Laser Thermometer
- ♦ Warehouse Food Safety & Quality Analysis Audit



## **Distribution Center Food Safety and Quality System Audit Rating Analysis**

**Company:** American Food Distributors: Port  
Richey, FL

**Audit Date:** August 04, 2017

<b>Category</b>	<b># Points Received</b>	<b># Possible Points</b>	<b>Percentage (%)</b>
<i>I. Quality Systems.....</i>	71	75	94.7
<i>II. Product Protection.....</i>	99	100	99
<i>III. Equipment &amp; Facility.....</i>	78	80	97.5
<i>IV. Pest Control.....</i>	55	55	100
<i>V. Sanitation.....</i>	115	115	100
<i>VI. Food Defense.....</i>	49	50	98
<b>Overall Score.....</b>	<b>467</b>	<b>475</b>	<b>98.3</b>





## Senior Management Profiles



**Dean Loiacano**

**Dean Loiacano**— is a Owner with over 33 years of experience in food service distribution. Including having grown up in the business, working summers and school breaks. Areas of expertise include operations, purchasing, sales, and marketing. Additional experience includes positions of responsibility with other foodservice distribution companies, including Director of Operations, Senior Buyer, and personally handle selected customers from large accounts to regional chains.

Personal interests include golf, hockey, and water sports. He is married, with 3 children, and graduated from the University of South Florida.



**Joseph Loiacano**

**Joe Loiacano**—is a Co-Owner with over 33 years experience in the foodservice distribution, including having grown up in the business, working summers and school breaks. Areas of expertise include purchasing with a specialty in produce, warehouse management, transportation, sales, and customer service.

Experience also includes a position as a chef at a major Florida resort. He has also held positions of responsibility for two other foodservice distribution companies, including director of produce operations and operations manager, while continuing to personally handle selected customers, including regional and national chain accounts. Personal interests include football, hockey, and golf. He is married with three children and achieved a Business Management Degree from Delta College, Saginaw Michigan.

## Transportation



**Fleet-** American Foods operates up to 5 Freight Liner delivery vehicles. These Great Dane Trailers range in size from 36' to 53' with 3 temperature zones. Equipped with Live GPS tracking with LED lights inside the trailers. Insulated with 4" Ice Cream insulation and 3 delivery doors with 2 ramps. American Foods is going **GREEN** with a Fuel Efficient Fleet. EPA Certified Clean Idle 2013—2014 Models.





## Resources

- ◆ Multiple Operator Programs
  - Juice Program
  - Coffee Program
  - Hygiene Program
  - Towel & Tissue Program w/dispensers
  - Box Beef Program
- ◆ Food Safety Training
- ◆ Menu Design
- ◆ Special Dietary Menu Assistance
- ◆ Ad Design
- ◆ Seasonal Flyer Specials



## Operations Philosophy

American Food Distributors delivers to customers 6 days a week, accepting orders for the next day delivery until 4PM. AFD is capable of delivering on a 7 day schedule and can deliver 24 hours per day using key drops.

## Product Lines Carried

American Food Distributors is a full line company:

Fresh Produce	Cheeses	Canned Goods
Meat—Fresh & Frozen	Beverages	Candy
Chemicals	Paper	Disposables
Dairy Products	Frozen Foods	Deli Products

**CURRENT CUSTOMER REFERENCES ARE AVAILABLE AND PROUDLY SHARED!**