



United States
Department of
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Foreign
Agricultural
Service

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Export Directory of U.S. Food Distribution Companies

A guide to sourcing mixed
containers of food products.

VIETNAM EDITION



AgExport Services Division
<http://www.fas.usda.gov/>

Introduction

The *Export Directory of U.S. Food Distribution Companies* is made available by the AgExport Services Division (AGX) of the Foreign Agricultural Service (FAS), U.S. Department of Agriculture (USDA).

The purpose of the directory is to provide a list of U.S. suppliers of mixed containers of grocery products to potential foreign buyers. The inclusion of a particular company in the directory does not imply USDA's endorsement of the company's products and/or services.

This document is available on-line at: <http://www.fas.usda.gov/buying.html>. The Web site also includes additional information on buying U.S. products.

Buyers:

Interested in buying U.S. products?

FAS Overseas offices offer information, contacts, and opportunities for buyers of U.S. products.

Contact USDA-FAS locally at:

Office of Agricultural Affairs
#6 Rose Garden Tower
Ngoc Khanh St.
Ba Dinh District
Hanoi, Vietnam
Phone: (011-84-4) 831-4580 ext. 105/1006
Fax: (011-84-4) 831-4573
E-Mail: AgHanoi@fas.usda.gov

Office of Agricultural Affairs
9th Floor, Saigon Center Bldg.
65 Le Loi St., District 1
Ho Chi Minh City, Vietnam
Phone: (011-84-4) 825-0502
Fax: (011-84-4) 825-0503
E-Mail: AgHoChiMinh@fas.usda.gov
Web site: <http://www.uscongenghcmc.org>

U.S. Suppliers:

If a U.S. supplier would like to be included in future editions of the *Export Directory of U.S. Food Distribution Companies*, please contact: Anne Almond - (202) 690-2853 – Anne.Almond@fas.usda.gov or Jennifer-Claire Klotz - (202) 720-8557 – Claire.Klotz@fas.usda.gov.

Directory Definitions:

Regions of Interest:

Central and South America includes the Caribbean.

Exporter Description:

Experienced Exporter – The company regularly completes more than 6 export transactions per year. Please note the company may undertake a far greater number than this, however 6 was the threshold to be considered experienced.

New Exporter – This is the company's first year exporting and successfully completed 1-6 export transactions.

Emerging Exporter – The company has not exported but is committed to developing an export market.

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Company Name:	American Foods Export Services, Inc.
Address:	450 Metuchen Rd. South Plainfield, NJ 07080
Phone:	(908) 754-1300
Fax:	(908) 754-1940
Web site:	http://www.amfex.net
E-mail:	ReyR@amfex.net
Contact:	Rey Reino
Title:	Vice-President of Operations
Sales Volume:	N/A
Number of Employees:	25
Business/Export Services:	Consolidation
Exporter Description:	Experienced Exporter
Regions of Interest:	All Regions
Products Currently Exporting:	Beverages Fruit Products Grocery Product Ingredients Pasta and Bakery Products Snack Foods Specialty Foods Vegetable Products
Additional Information on Product Line:	Private labeling, local language, and pack date/expiration labeling available. Pet food, non-food grocery items and alcoholic beverages (wine, beer, spirits) available. National brands available.
Classification of Any Product Line:	Not Certified Organic/Natural Food Kosher Halal Food Service

Company Name:	American Trading International LLC
Address:	11900 W. Olympic Blvd., Suite 780 Los Angeles, CA 90064-1151
Phone:	(310) 207-6666
Fax:	(310) 207-1312
Web site:	http://www.american-trading.com
E-mail:	ati@american-trading.com
Contact:	Seth Wilen
Title:	President
Sales Volume:	\$10-\$15 million
Number of Employees:	15
Business/Export Services:	Export Management Product Representation Broker Services Consolidation
Exporter Description:	Experienced Exporter
Regions of Interest:	All Regions
Products Currently Exporting:	Beverages Dairy Products and Eggs Fish and Seafood Products Frozen Products Fruit Products Grocery Products Ingredients Meat and Poultry Products Pasta and Bakery Products Perishables Snack Foods Specialty Foods Vegetable Products
Additional Information on Product Line:	Private labeling, local language labeling and pack date/expiration labeling available. Company offers product reformulation and financing. Pet food, non-grocery items and alcoholic beverages (wine, beer, spirits) available. National brands available.
Classification of Any Product Line:	Certified Organic Kosher Halal Food Service

Company Name:	America-s Classic Foods
Address:	10831 Roycroft St., Suite 41 Sun Valley, CA 91352
Phone:	(818) 768-0008
Fax:	(818) 768-8931
Web site:	http://www.amcf.com
E-mail:	mrice@amcf.com
Contact:	Monty G. Rice
Title:	President
Sales Volume:	\$1 million
Number of Employees:	12
Business/Export Services:	Product Representation
Exporter Description:	N/A
Regions of Interest:	All Regions
Products Currently Exporting:	Dairy Products and Eggs Frozen Products Ingredients Meat and Poultry Products Pasta and Bakery Products Specialty Foods
Additional Information on Product Line:	Company exports their own products. Some customers ask the company to purchase other items such as equipment and export for them. This is 30% of the company-s business. Powdered ice cream mix and non-dairy creamer available. Private labeling, local language labeling and pack/date expiration labeling available. Company offers product reformulation. Non-food grocery items available. The company offers custom blending of food service products. They do not work with retail grocery products.
Classification of Any Product Line:	N/A

Company Name:	Autenrieth Co.
Address:	30423 Canwood, Suite 235 Augura Hills, CA 91301
Phone:	(818) 706-0666
Fax:	(818) 707-0879
Web site:	N/A
E-mail:	autco@usautco.com
Contact:	Robert Autenrieth
Title:	President
Sales Volume:	N/A
Number of Employees:	N/A
Business/Export Services:	Export Management Broker Services Consolidation
Exporter Description:	Experienced Exporter
Regions of Interest:	All Regions
Products Currently Exporting:	Frozen Products Fruit Products Ingredients Perishables Snack Foods Specialty Foods Vegetable Products
Additional Information on Product Line:	Specializes in all fresh fruits. Company offers financing. Non-food grocery items available. National brands available.
Classification of Any Product Line:	Certified Organic Not Certified Organic/Natural Food Food Service

Company Name:	Basic Food International
Address:	2601 E. Oakland Park Blvd. Fort Lauderdale, FL 33306
Phone:	(954) 467-1700
Fax:	(954) 764-5110
Web site:	http://www.basicfood.com
E-mail:	consul@basicfood.com
Contact:	John Bauer
Title:	President
Sales Volume:	\$40 million
Number of Employees:	20
Business/Export Services:	N/A
Exporter Description:	Consolidation Freight Forward and Distribution Services
Regions of Interest:	All Regions
Products Currently Exporting:	Fish and Seafood Products Frozen Products Grocery Products Meat and Poultry Products
Additional Information on Product Line:	Private labeling, local language labeling and pack date/expiration labeling available. Pet food and non-food grocery items available. National brands available.
Classification of Any Product Line:	N/A

Company Name:	Bell Export Foods Group
Address:	Pier 19 North 325 N. Columbus Blvd. Philadelphia, PA 19106
Phone:	(215) 829-9090
Fax:	(215) 829-9050
Web site:	N/A
E-mail:	bellxport@wolfpack.net
Contact:	Ron Davis
Title:	President
Sales Volume:	N/A
Number of Employees:	N/A
Business/Export Services:	Export Management Product Representation Broker Services Consolidation Freight Forward and Distribution Services
Exporter Description:	Experienced Exporter
Regions of Interest:	Western Europe Eastern Europe and Russia Africa/Middle East Northeast Asia and China Southeast Asia and India North America
Products Currently Exporting:	Beverages Dairy Products and Eggs Fish and Seafood Products Frozen Products Fruit Products Grocery Products Meat and Poultry Products Pasta and Bakery Products Perishables Snack Foods Specialty Foods Vegetable Products
Additional Information on Product Line:	Private labeling, local language labeling and pack date/expiration available. Company offers financing. Non-food grocery items and alcoholic beverages (wine, beer, spirits) available. National brands available.
Classification of Any Product Line:	Certified Organic Not Certified Organic/Natural Food Kosher Halal Food Service

Company Name:	Bethco International, Inc.
Address:	7 School St. Bethel, CT 06801-1855
Phone:	(203) 790-6940
Fax:	(203) 791-1389
Web site:	http://www.bethco.com
E-mail:	jimroden@bethco.com
Contact:	James Roden
Title:	President
Sales Volume:	N/A
Number of Employees:	N/A
Business/Export Services:	Product Representation Consolidation
Exporter Description:	Experienced Exporter
Regions of Interest:	Western Europe Central America and South America Africa/Middle East Northeast Asia and China Southeast Asia and India
Products Currently Exporting:	Beverages Dairy Products and Eggs Frozen Products Fruit Products Grocery Products Ingredients Pasta and Bakery Products Perishables Snack Foods Specialty Foods
Additional Information on Product Line:	Local language labeling, private labeling, and pack/date expiration labeling available. Company offers product reformulation and national brands. Food service products available.
Classification of Any Product Line:	Certified Organic Not Certified Organic/Natural Food Kosher Food Service

Company Name:	Falcon Export Services, Inc.
Address:	5455 West Davis (Highway 105 West) Conroe, TX 77304
Phone:	(936) 441-0134
Fax:	(936) 441-0188
Web site:	http://www.l-a-teste.com
E-mail:	lateste@lcc.net
Contact:	Luis Teste
Title:	President
Sales Volume:	N/A
Number of Employees:	N/A
Business/Export Services:	Export Management Product Representation Broker Services Consolidation Freight Forward and Distribution Services
Exporter Description:	Experienced Exporter
Regions of Interest:	Central America and South America Africa/Middle East Northeast Asia and China Southeast Asia and India
Products Currently Exporting:	Beverages Dairy Products and Eggs Fish and Seafood Products Frozen Products Fruit Products Grocery Products Meat and Poultry Products Pasta and Bakery Products Snack Foods Specialty Foods Vegetable Products
Additional Information on Product Line:	Local language and pack date/expiration labeling available. Company offers national brands, pet food and non-food grocery items.
Classification of Any Product Line:	Certified Organic Not Certified Organic/Natural Food Kosher Halal Food Service

Company Name:	Gateway Industries, Inc.
Address:	6215 Renaissance Way NE Atlanta, GA 30308
Phone:	(770) 434-7575
Fax:	(770) 434-3319
Web site:	http://www.gatewaycorp.com
E-mail:	gtwyin@aol.com
Contact:	Mike Turrentine
Title:	President
Sales Volume:	\$3.5 million
Number of Employees:	6
Business/Export Services:	Export Management Product Representation Broker Services Consolidation Freight Forward and Distribution Services
Exporter Description:	Experienced Exporter
Regions of Interest:	Eastern Europe and Russia Central America and South America Africa/Middle East Northeast Asia and China Southeast Asia and India Australia and Oceania North America
Products Currently Exporting:	Dairy Products and Eggs Frozen Products Grocery Products Meat and Poultry Products Vegetable Products
Additional Information on Product Line:	Local language, pack date/expiration and private labeling available. Company also provides bulk commodities such as poultry, corn, wheat and soybeans. Pet food, non-food grocery items and alcoholic beverages (wine, beer, spirits) available. Company offers product reformulation and financing. Company can source "anything" and has experience with exporting agricultural equipment. Facilities are in the port of Savannah are a 125,000 sq. ft. warehouse with 25,000 sq. ft. of cold storage. Company has a Miami office.
Classification of Any Product Line:	Certified Organic Halal

Company Name:	Global Export Marketing Co. Ltd.
Address:	11 Penn Plaza New York, NY 10001
Phone:	(212) 268-9930
Fax:	(212) 268-9935
Web site:	http://www.globalxport.com
E-mail:	bob@globalxport.com
Contact:	Bob Kapuscinski
Title:	N/A
Sales Volume:	N/A
Number of Employees:	N/A
Business/Export Services:	Export Management Product Representation Consolidation Freight Forward and Distribution Services
Exporter Description:	Experienced Exporter
Regions of Interest:	All Regions
Products Currently Exporting:	Beverages Frozen Products Grocery Products Meat and Poultry Products Pasta and Bakery Products Snack Foods Specialty Foods Vegetable Products
Additional Information on Product Line:	Private labeling, local language labeling and pack date/expiration labeling available. Company offers pet food and non-grocery items. National brands offered.
Classification of Any Product Line:	Certified Organic Kosher Halal Food Service

Company Name:	Grocers Supply International
Address:	P.O. Box 14200 Houston, TX 77021
Phone:	(713) 749-9386
Fax:	(713) 749-9362
Web site:	http://www.grocerybiz.com
E-mail:	johnsaleeba@grocerybiz.com
Contact:	John Saleeba
Title:	Export Sales
Sales Volume:	N/A
Number of Employees:	N/A
Business/Export Services:	Consolidation
Exporter Description:	Experienced Exporter
Regions of Interest:	All Regions
Products Currently Exporting:	Beverages Dairy Products and Eggs Fish and Seafood Products Frozen Products Fruit Products Grocery Products Ingredients Meat and Poultry Products Pasta and Bakery Products Perishables Snack Foods Specialty Foods Vegetable Products
Additional Information on Product Line:	Private labeling, local language labeling and pack date/expiration labeling available. Company offers pet food, non-food grocery items and alcoholic beverages (wine, beer, spirits). National brands available.
Classification of Any Product Line:	Certified Organic Not Certified Organic/Natural Food Kosher Halal Food Service

Company Name:	I G A Inc.
Address:	8725 W. Higgins Chicago, IL 60631
Phone:	(773) 693-4520
Fax:	(773) 693-4533
Web site:	http://www.igainc.com
E-mail:	pgoelzer@igainc.com
Contact:	Paulo Goelzer
Title:	N/A
Sales Volume:	N/A
Number of Employees:	N/A
Business/Export Services:	Product Representation
Exporter Description:	Experienced Exporter
Regions of Interest:	All Regions
Products Currently Exporting:	Beverages Dairy Products and Eggs Fish and Seafood Products Frozen Products Fruit Products Grocery Products Ingredients Meat and Poultry Products Pasta and Bakery Products Perishables Snack Foods Specialty Foods Vegetable Products
Additional Information on Product Line:	Local language labeling, date and expiration pack labeling, pet food, non-food grocery, and private label available. Also offers retail franchise licenses, supermarket retail training, and brand licenses.
Classification of Any Product Line:	Not Certified Organic/Natural Food Food Service

Company Name:	International American Supermarkets Corp.
Address:	262 Old New Brunswick Rd. Piscataway, NJ 08854-3756
Phone:	(732) 981-8001
Fax:	(732) 981-8004
Web site:	http://www.iasusa.com
E-mail:	abdo@iasusa.com
Contact:	Abdo Sauma
Title:	Vice-President Sales and Marketing
Sales Volume:	\$20 million
Number of Employees:	20
Business/Export Services:	Export Management Product Representation Consolidation
Exporter Description:	Experienced Exporter
Regions of Interest:	Western Europe Eastern Europe and Russia Central America and South America Africa/Middle East North America
Products Currently Exporting:	Beverages Frozen Products Fruit Products Grocery Products Ingredients Meat and Poultry Products Pasta and Bakery Products Snack Foods Specialty Foods Vegetable Products
Additional Information on Product Line:	Private labeling, local language labeling and pack date/expiration labeling available. Pet food, non-food grocery items and national brands available. Company offers financing. Mainly works with represented brands. Assists with labeling and certification.
Classification of Any Product Line:	Certified Organic Kosher Halal Food Service

Company Name:	International Industries Corp.
Address:	880 East Main St. Spartanburg, SC 29302-2000
Phone:	(864) 597-1414
Fax:	(864) 542-0001
Web site:	N/A
E-mail:	dcloer@iicorp.net
Contact:	David Cloer
Title:	President
Sales Volume:	N/A
Number of Employees:	N/A
Business/Export Services:	Export Management Product Representation Consolidation Freight Forward and Distribution Services
Exporter Description:	Experienced Exporter
Regions of Interest:	All Regions
Products Currently Exporting:	Beverages Frozen Products Grocery Product Meat and Poultry Products Pasta and Bakery Products Snack Foods
Additional Information on Product Line:	Private labeling, local language labeling, and pack date/expiration labeling available. Company offers financing. Household cleaners also available.
Classification of Any Product Line:	Kosher Halal Food Service

Company Name:	MC McLane International
Address:	475 14 th St., Suite 400 Oakland, CA 94612
Phone:	(510) 986-5432 Ext. 205
Fax:	(510) 986-5433
Web site:	http://www.mlexport.com
E-mail:	joyc@mlexport.com
Contact:	Joy F. Canono
Title:	Area Director – Marketing Services
Sales Volume:	N/A
Number of Employees:	N/A
Business/Export Services:	Export Management Product Representation Broker Services Consolidation Freight Forward and Distribution Services
Exporter Description:	Experienced Exporter
Regions of Interest:	Central America and South America Northeast Asia and China Southeast Asia and India Australia and Oceania North America
Products Currently Exporting:	Beverages Dairy Products and Eggs Fish and Seafood Products Frozen Products Fruit Products Grocery Products Ingredients Meat and Poultry Products Pasta and Bakery Products Perishables Snack Foods Specialty Foods Vegetable Products
Additional Information on Product Line:	Local language, pack date and private labeling available. Pet food, non-food grocery items, and alcoholic beverages (wine, beer, spirits) available. Company offers national brands.
Classification of Any Product Line:	Not Certified Organic/ Natural Food Halal Food Service

Company Name:	Omni Pacific
Address:	2499 N. Main St., Suite 250 Walnut Creek, CA 94596
Phone:	(925) 933-0695
Fax:	(925) 933-0691
Web site:	http://www.omnipacific.net
E-mail:	mail@omnipacific.net
Contact:	Hanley Ng
Title:	Director
Sales Volume:	More than \$15 million
Number of Employees:	17
Business/Export Services:	Export Management Product Representation Broker Services Consolidation
Exporter Description:	Experienced Exporter
Regions of Interest:	All Regions
Products Currently Exporting:	Beverages Dairy Products and Eggs Fish and Seafood Products Frozen Products Fruit Products Grocery Products Ingredients Meat and Poultry Products Pasta and Bakery Products Perishables Snack Foods Specialty Foods Vegetable Products
Additional Information on Product Line:	Private labeling, local language labeling and pack date/expiration labeling available. Product reformulation may be available depending on the volume and the product. Pet food, non-food grocery items and alcoholic beverages (wine, beer, spirits) available. Company offers national brands.
Classification of Any Product Line:	Food Service

Company Name:	Paramount Export Co.
Address:	175 Filbert St., Suite 210 Oakland, CA 94612
Phone:	(510) 839-0150
Fax:	(510) 839-1002
Web site:	http://www.paramountexport.net
E-mail:	fb@paramountexport.net
Contact:	Karl Kersten
Title:	Manager, Food & Beverage
Sales Volume:	More than \$100 million
Number of Employees:	75
Business/Export Services:	Export Management Product Representation Consolidation Freight Forward and Distribution Services
Exporter Description:	Experienced Exporter
Regions of Interest:	Western Europe Eastern Europe and Russia Central America and South America Africa/Middle East Northeast Asia and China Southeast Asia and India Australia and Oceania
Products Currently Exporting:	Beverages Dairy Products and Eggs Fish and Seafood Products Frozen Products Fruit Products Grocery Products Meat and Poultry Products Pasta and Bakery Products Perishables Snack Foods Specialty Foods Vegetable Products
Additional Information on Product Line:	Local language and pack date/expiration labeling available. Company offers financing for some customers. Pet food, non-food grocery items, and national brands available.
Classification of Any Product Line:	Certified Organic Not Certified Organic/Natural Food Kosher Halal Food Service

Company Name:	Provisions International, Inc.
Address:	14600 SW 33 rd Court Miramar, FL 33027
Phone:	(954) 392-8263
Fax:	(954) 212-6461
Web site:	http://www.provisionsinternational.com
E-mail:	hgomez@provisionsinternational.com
Contact:	Henry Gomez
Title:	Director
Sales Volume:	N/A
Number of Employees:	N/A
Business/Export Services:	Export Management
Exporter Description:	N/A
Regions of Interest:	All Regions
Products Currently Exporting:	Fish and Seafood Products Grocery Products Pasta and Bakery Products Specialty Foods
Additional Information on Product Line:	Private labeling available. Company offers national brands and non-food grocery items.
Classification of Any Product Line:	Kosher Food Service

Company Name:	Scheidegger Trading Co., Inc.
Address:	180 Montgomery St. – Suite 1500 San Francisco, CA 94104-4230
Phone:	(415) 397-3837
Fax:	(415) 397-8916
Web site:	http://www.stcsf.com/
E-mail:	stc@stcsf.com
Contact:	Bjorn Scheigger
Title:	President
Sales Volume:	N/A
Number of Employees:	11
Business/Export Services:	Export Management Product Representation Consolidation
Exporter Description:	Experienced Exporter
Regions of Interest:	All Regions
Products Currently Exporting:	Beverages Dairy Products and Eggs Frozen Products Fruit Products Grocery Products Ingredients Meat and Poultry Products Pasta and Bakery Products Snack Foods Specialty Foods Vegetable Products
Additional Information on Product Line:	Private labeling, local language labeling and pack/date expiration labeling available. Company offers product reformation and financing. National brands, non-food grocery items and alcoholic beverages available.
Classification of Any Product Line:	Not Certified Organic/Natural Foods Kosher Halal Food Service

Company Name:	SuperValu International
Address:	495 E. 19 th St. Tacoma, WA 98421
Phone:	(253) 593-3198
Fax:	(253) 593-7828
Web site:	http://www.supervaluinternational.com
E-mail:	Yuling.lin@supervalu.com
Contact:	Yu-Ling Lin
Title:	Director of Marketing
Sales Volume:	N/A
Number of Employees:	50
Business/Export Services:	Export Management Product Representation Broker Services Consolidation Freight Forward and Distribution Services
Exporter Description:	Experienced Exporter
Regions of Interest:	Eastern Europe and Russia Central America and South America Northeast Asia and China Southeast Asia and India North America
Products Currently Exporting:	Beverages Dairy Products and Eggs Fish and Seafood Products Frozen Products Fruit Products Grocery Products Meat and Poultry Products Pasta and Bakery Products Perishables Snack Foods Specialty Foods Vegetable Products
Additional Information on Product Line:	Private labeling, local language labeling, and pack date/expiration labeling available. Company offers product reformulation and financing. Pet food, non-food grocery items and alcoholic beverages (wine, beer, spirits) available. National brands available. Company also provides product sourcing, store design and remodeling, contract packing, category management, and retail store training.
Classification of Any Product Line:	Not Certified Organic/Natural Food Kosher Food Service