



SEAFOOD POULTRY MEAT

Experts - est 1945

DISTRIBUTOR, BROKER, IMPORTER & PROCESSOR
KINGFOODSERVICE.COM



Overview of Services

King Food Service Inc. is an importer, broker, processor and distributor of seafood, poultry and meat. Our Mission is to help Customers be successful by being their "Expert and Best Source for Seafood, Poultry, and Meat". This is the largest and most important part of our Customers' food operations and budgets.

Why is KFS your best option to manage large spend programs?

Seafood Buyers, for example, earn a significant return on investment by utilizing the services of a seafood advisor. This is a complex and unique category because:

- Production is seasonal with significant volatility in price and supply.
- Production is decentralized among many small producers, not consolidated.
- Products are largely unregulated creating a buyer beware environment.
- Products are primarily imported from foreign sources, not domestic.

KFS provides a full line of services in the food industry that create profit opportunities that other suppliers cannot match.

Investment Advice, Market Research, Active Product Management:

Our approach to managing large spend programs is similar to that of a good investment advisor in capital markets that manages investment portfolios. We help our clients make educated decisions based on extensive market research and continual active management to outperform published market indexes. This includes deciding both "when" to invest and "where" to invest because managing both is required to maximize performance.

Product Research:

We provide clients with detailed information to build profitable product specifications and help them avoid product options that can adversely impact their operations.

Pricing & Market Information:

Cost minimization is achieved through intelligent purchasing decisions using information on current and future market conditions to determine "when" to invest to capture lowest cost points and adjust inventory levels based on market conditions.

Worldwide Product Sourcing:

Cost minimization achieved through information on products available from domestic and foreign processors. We source products from North America, South America, Europe, Asia and Australia and focus on BOTH “where” and “when” to invest based on seasonality.

Bid Solicitation & Discount Negotiation:

We solicit quotes and negotiate discounts from the primary industry processors.

Importing & Brokering:

We achieve lower costs as knowledgeable and experienced importers and brokers.

Purchase Order Execution:

We reduce client time by managing purchasing and all logistics to get products from processors to client establishments efficiently.

Quality Control Inspection:

We inspect products and provide our clients “Peace of Mind” by knowing that products have been inspected to ensure compliance with quality standards and specifications that our clients have established.

USDA Inspected Processing:

Custom processing is available in our plant that operates under daily USDA inspection. Our QC systems include high quality HACCP plans and USDA inspectors that verify plan compliance.

Cold Storage under USDA Inspection:

Our cold storage provides the ability to purchase larger volumes of product if necessary to minimize freight costs and take advantage of low market conditions.

Distribution & Delivery:

Convenient, professional and reliable delivery service is provided through our distribution facility on our trucks and/or by common carriers.

Our distribution services reduce distribution costs compared to broad line vendors, in addition to generating savings on the delivered distributor cost itself. For example, KFS ships products to its distribution facility in a manner that further captures lowest cost points by maximizing inventory in up market cycles and minimizing inventory in down market cycles. By comparison, broad line vendors simply ship minimum amounts to their facility to avoid running out and to minimize their freezer space. Customer cost is not their primary concern, they are guaranteed the same margin.