

Directory of Buyers

RC Show 2020

March 25-26, 2020

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Wakefern Food Corporation

The Wakefern Food Corporation, founded in 1946 and based in Keasbey, New Jersey, U.S., is the 20th largest private company and the largest retailers' cooperative group of supermarkets in the United States, the fourth-largest cooperative of any kind in U.S., and the largest private employer in New Jersey. A leader in food and beverage retailing, Wakefern's unique cooperative structure allows independent grocers to compete, and succeed, against multinational chains. With 51 member families who independently own and operate 354 retail supermarkets under the ShopRite, Price Rite Marketplace, The Fresh Grocer, Dearborn Market, and Gourmet Garage banners, Wakefern Food Corp. is the largest retailer-owned cooperative in the United States.

Slogan/Mission Statement: "Helping small businesses succeed in a big business world. Wakefern is committed to providing entrepreneurs and independent retailers with the necessary tools to succeed in a competitive market."

Buying Interests: Bakery, Beverages, Cheeses, Meat, Mexican Foods, Pet Food, Snacks, Vitamins, Weight Management, and Yogurt **Total 2018 Sales:** +\$50M

Publicly Held: No **Total Stores:** 354

Banners: ShopRite, Price Rite, The Fresh Grocer, Dearborn Market, Gourmet Garage



Areas of Operation: USA – NJ, NY, CT, PA, MD, DE, MA, NH, RI, VA

Noteworthy Information:

- Founded in 1946 and family owned or operated for four generations
 - 51 members – the largest retailer-owned cooperative in the US
 - Operates 354 supermarkets under several banners and employ over 70,000 people
 - \$50 million donated since 1999 through ShopRite Partners in Caring program
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Buyer Information:

Alina Gorbach, Sourcing Category Manager

Website: <https://www2.wakefern.com/>

Store Photos:





H-E-B Mexico

H-E-B Mexico, is a grocery store company based in San Antonio, Texas, USA. H-E-B operates 70 stores in Mexico with its buying/corporate offices and distribution centres located in Monterrey. While H-E-B Mexico has primarily sourced products from local suppliers, they are beginning to actively seek international options because of domestic capacity challenges and their customer's growing appetite for new on-trend, healthy food products. Currently the hot deli department is purchasing products from only one Quebec / Canadian supplier. Products can be shipped to Laredo, Texas or onto their distribution centre located in Monterrey, Mexico. H-E-B is interested in sourcing food service products in bulk and/or tray or individually packed formats in shelf-stable or frozen/ready to serve (RTS) formats.

Slogan/Mission Statement: "Improve the quality of life of our: Clients, Partners, Suppliers and Community in general."

Buying Interests: Bakery (Shelf stable/frozen (RTS), Deli products, Meat(frozen): chicken, pork, Frozen prepared foods, Beverages

Total 2018 Sales (USD): +\$1 billion

Total Employees: 13,500

Total Stores: 70

Publicly Held: No

Area of Operation: Mexico

Noteworthy Information:

- H-E-B was rated the top U.S. grocery retailer in 2020 by Dunnhumby's Retailer Preference Index
 - Since opening their first location in 1997, HEB Mexico now operates 70 stores with plans to open 3-4 new outlets annually.
 - Store size ranges from 42,000 to 65,000 sq. ft., with an average size of approximately 48,500 sq. ft. and every single store features a hot deli department.
 - Currently operates stores in Nuevo Lèon, Tamaulipas, Coahuila, San Luis Potosi, Guanajuato, Aguascalientes, Querètarò.
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Buyer Information:

Gustavo Rodriguez, Category Manager – Hot Deli

Website: <https://www.heb.com.mx/>

Store Photos:





Golden Gate Trade & Services JSC

Founded in November 2005, Golden Gate Restaurant Group is recognized as the leading restaurant chain operator in Vietnam in terms of sales, number of concepts, outlets and professionalism. It owns a chain of fast-growing restaurants with more than 400 restaurants nationwide. The annual sales of the company are more than CAD \$50 million. Its brands focus on distinct segments of Asian cuisine. The company is importing meat mainly frozen beef and pork from different countries including the United States and is currently interested in sourcing various meat products from Canada

Mission: "GGG leads the F&B market in Vietnam to grow to the level of Asia."

Buying Interests: Meat - Frozen: beef, veal, pork, chicken and duck; Chilled: beef

Total 2018 Sales (USD): + \$50M

Total Employees: 14,000

Total Restaurants: 400

Publicly Held: Yes

Restaurants:



Area of Operation: Colombia

Noteworthy Information:

- Currently operates over 20 different restaurant concepts
- Concepts include: hotpot, bar and steakhouse, traditional and buffet-style Japanese, Vietnamese street food, Korean barbecue
- Manages and operates western concept restaurants as well including Cowboy Jack's and Chili's
- Key brands operated: Ashima hot pot, Kichi-Kichi hot pot, Sumo BBQ, Vuvuzela Beer Club, Korean Barbecue GOGI House, Japanese Buffet Isushi, Daruma, City Beer Station, 37 Street, Icook

- **Website:** <https://ggg.com.vn/>

Buyer Information: Pham Thi Phuong, Head of Sourcing

Restaurant Photos:





Distribuidora Internacional Group SAS

Founded in the city of Medellín, Colombia on August 28, 2006, Distribuidora's corporate purpose is the importation, commercialization and representation of American and Canadian brands. Their team consists of staff trained in foreign trade, with extensive knowledge of the food industry, which allows them to cater their services to the unique needs of their clients. They are a company dedicated to the importation, representation and positioning of brands. Through their deep knowledge of the national, international market and their consumers, they innovate supplying market needs and at the same time offer innovative options with differentiating products. They are a pioneer in the distribution and sales of innovative foods.

Mission: To be the best option for any manufacturer that wishes to penetrate their products in the Latin American market.

Buying Interests: Bakery (Frozen Baked & Raw), Deli Meats, Pizza, Soups, Frozen Prepared, Cold Brewed Coffee, Tortilla Chips

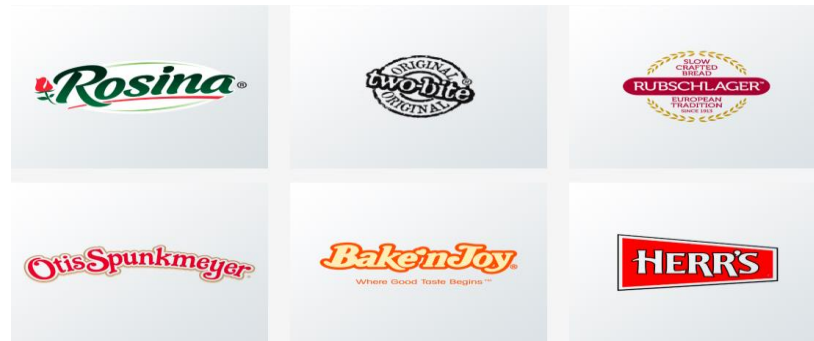
Total 2018 Sales (USD): < \$10M

Publicly Held: No

Total Brands: 6

Sales Channels: Retail, Food Service, Institutional

Brands: Rosina, Two-Bite, Rubschlager, Otis Spunkmeyer, Bake'nJoy, Herr's



Area of Operation: Medellín-Colombia, Miami - USA

Buyer Information:

Jackelyn Madrigal, Owner

- **Website:** <http://dinternal.com/>
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Product Photos:

